



2022

Surging Forward: “Supply Chain’s Focus for the Future”

ASHMM ANNUAL CONFERENCE

TUESDAY, OCTOBER 11 – FRIDAY, OCTOBER 14

PERDIDO BEACH RESORT

Orange Beach, Alabama

AGENDA

Tuesday, October 11, 2022

- 4p** Hotel Check-In
- 5:30p** Registration Desk (Ballroom Foyer)
- 6:30 – 9p** Welcome Reception (Sand Castle I & II)

Wednesday, October 12, 2022

- 6 – 8a** Continental Breakfast (Voyagers)
- 7 – 10a** Registration Desk (Ballroom Foyer)
- 8:15 – 8:20a** Welcome & Introductions – Rachel Anderson, ASHMM President (Night Reef I & II)
- 8:30 – 9:30a** Equity, the Environment and the Economics of Healthcare Delivery: The Supply Chain Connection – Karen Conway, CMRP, Vice President, Global Healthcare Exchange (GHX) (Night Reef I & II)
- 9a - Noon** Exhibitor Set Up (Grand Reef)
- 9:30 – 9:45a** Coffee Break
- 9:45 - 10:45a** Reinventing Value Analysis: Preparing for Value-Based Care – Dr. Jimmy Y. Chung, CMRP, Chief Medical Officer Advantus Health Partners, Bon Secours Mercy Health (Night Reef I & II)
- 11 – 11:30a** Gold Sponsored Vendor Presentations (Night Reef I & II)
- 11:30a – 1p** Lunch (Grand Reef)
- 1 – 2:15p** Workshop: Interdepartmental Collaboration w/Supply Chain, Finance and Clinicians Led by Karen Conway & Dr. Jimmy Chung (Night Reef I & II)
- 2:30 – 3p** Gold Sponsored Vendor Presentations (Night Reef I & II)
- 3-5:30p** Vendor Expo (Grand Reef)
- 6:30 – 8p** Dinner (Grand Ballroom: Salon A, B, C, D)
- 7:00 – 7:45p** Special Presentation: Proactive Partnerships over Adversarial Tensions – Dr. Randy Bradley, Associate Professor of Supply Chain and Information Systems Management, UT Knoxville & AHRMM Board Member
- 8-10p** After-Dinner Activities Planned (Member & Vendor Networking Opportunity)

Thursday, October 13, 2022

- 6 – 7:45a** Continental Breakfast (Voyagers)
- 8 – 9a** Legislative Update – Danne Howard, Deputy Director, ALAHA
- 9:15 – 10a** Contracting – Thomas McWilliams, Senior Director, Strategic Sourcing, UAB Supply Chain
- 10:15 – 11:30a** Workshop: Value-based Contracting: Challenges and Solutions – Dr. Randy Bradley
- 11:30a** Boxed Lunch (Grand Reef)
- Noon** Fishing, Golf or Beach Time (Member & Vendor Networking Opportunity)

Friday, October 14, 2022

- 8 – 8:45a** Continental Breakfast (Sand Dollar)
- 9 – 11a** AHRMM Presentation: Affiliation, Regional meetings – Led by Dr. Jimmy Chung & Dr. Randy Bradley
Business Meeting (ASHMM members only) (Sand Dollar)

Alabama Society for Healthcare Materiel Management
500 North East Boulevard
Montgomery, AL 36117
(800)489-2542

To: Past Sponsors and Potential Sponsors

From: Rachel Anderson, President, ASHMM

RE: 2022 ASHMM Annual Meeting
Orange Beach, Alabama
October 11-14, 2022

The Alabama Society for Healthcare Materiel Management's annual conference will be held October 11-14, 2022 at the Perdido Beach Resort in Orange Beach, Alabama.

Our conference provides a wide variety of networking opportunities for health care supply chain leaders and vendor representatives, all while learning about the latest trending topics in health care. With our limited time and busy schedules, this meeting allows for a more relaxed atmosphere for both parties to communicate. You will have the option to sit in on all speaker presentations and breakout sessions, join us for meals, participate in our Vendor Expo, as well as see and speak to supply chain leaders from across the state of Alabama.

The Vendor Expo will be held this year on Wednesday, October 12th from 3-5:30pm at the Perdido Beach Resort. Setup for the Expo will be from 9am – 12pm on this date. We also have many events available for sponsorship such as meals, golfing and fishing. Sponsorship incentives have changed this year so please review these thoroughly and feel free to contact us with any questions. Vendors are welcome to co-sponsor events including exhibit booths with other vendors. Those unable to attend are encouraged to maintain a presence at this year's conference by sending contributions, donating door prizes or both. We appreciate any type of vendor support and we will acknowledge those doing so throughout our meeting.

As you meet with providers in your territories, please consider asking if they are a member of the Alabama Society for Healthcare Materiel Management and if they have a designee that regularly attends the annual conference. An incentive will be provided for suppliers that are listed as the referral source for new members (additional details included with the vendor registration form). With your help and support we can grow our attendees and find additional ways to provide value back to our members.

We hope to see you at this year's ASHMM conference.

Enclosure: Vendor Registration Form and Sponsor Profile Form

ALABAMA SOCIETY FOR HEALTHCARE MATERIEL MANAGEMENT
Vendor Registration Form for Annual Meeting
October 11-14, 2022

Listed below are the fees and what is included with each option.

OPTION A

Booth Fee \$1,500 _____

Includes 4x6 (1) Table Top Display during Vendor Expo on 10/12/2022 from 3 – 5:30 pm

Includes the following meals:

Reception 10/11/2022

Lunch 10/12/2022

Dinner 10/12/2022

Lunch 10/13/2022

Includes golf or fishing on 10/13/2022

Access to meetings on all days except: ASHMM Members only business meeting on 10/14/2022.

4 Representatives/Guests per exhibiting company with access to events listed above.

OPTION B

Attend with No Booth (limit 2 representatives) \$500 _____

Additional representative \$250 _____

(add up to 2 additional representatives for a total of 4)

Excludes access to the Vendor Fair on 10/12/2022

Includes the following meals:

Reception 10/11/2022

Lunch 10/12/2022

Dinner 10/12/2022

Lunch 10/13/2022

Includes golf or fishing on 10/13/2022

Access to meetings on all days except: ASHMM Members only business meeting on 10/14/2022.

We have started a new incentive for our suppliers that promote ASHMM.

If a provider lists you as the referral source for joining ASHMM as a new member, you will receive **\$50 off your booth fee** for the conference. A max of **\$200** (4 referrals) will be allowed per supplier.

We will also be awarding a prize for the “Best Vendor Booth”. Criteria for the award will be:

- *Best use of color*
- *Most informative*
- *Most creative*
- *Best samples provided*

Winning vendor will receive a voucher for a no charge “Vendor Booth” at the 2023 conference.

ALABAMA SOCIETY FOR HEALTHCARE MATERIEL MANAGEMENT
Vendor Registration Form for Annual Meeting
October 11-14, 2022

Company_____

Contact Person_____

Address_____

City_____ State _____ Zip_____

Phone_____

Email_____

Please list attendees:

(Indicate whether you would like to play golf or fish on Thursday afternoon)

	Golf	Fish
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

Make checks payable to the Alabama Society for Healthcare Materiel Management (ASHMM).

<input type="checkbox"/> Check enclosed in the amount of \$_____	Check Number: _____
<input type="checkbox"/> AMEX/VISA/Mastercard: Card #_____	ID # _ _ _ _ (required)
Exp. Date: _____	
Signature: _____	Date: _____

Mail vendor registration form and check to:

Debbie Stuckey, AlaHA
500 North East Boulevard
Montgomery, AL 36117
Phone Number 800-489-2542
Email dstuckey@alaha.org

ADDITIONAL SUPPORT OPPORTUNITIES

This fee is in addition to the exhibit cost. Sponsorship incentives have changed this year so please review the following breakdown carefully.

Bronze	\$1,000
Silver	\$2,500
Gold	\$4,000
Platinum	\$8,000

Event	Amount	Category	Sponsorship Package Includes:
Member Scholarship (x10) Wednesday's Snack Break	\$1,000	Bronze	Logo included in conference materials & communication Vendor badge designation of sponsorship level Table topper acknowledging sponsorship level at vendor expo Acknowledgement/Recognition for the event being sponsored
Wednesday's Vendor Expo Snacks/Bar Wednesday's Banquet Set Up Technical Audio/Sound Set Up Thursday's Golf Outing Tuesday's Welcome Reception - Bar Thursday's Box Lunch	\$2,500	Silver	Logo included in conference materials & communication Vendor badge designation of sponsorship level Table topper acknowledging sponsorship level at vendor expo Acknowledgement/Recognition for the event being sponsored 1-Hour early access to vendor expo for booth selection and setup Entry into a drawing for 1 Free Vendor Booth (2023 Conference) <i>*\$1,500 value*</i>
Tuesday's Welcome Reception - Food Wednesday's Banquet Dinner - Bar Thursday's Fishing Outing	\$4,000	Gold	Logo included in conference materials & communication Vendor badge designation of sponsorship level Table topper acknowledging sponsorship level at vendor expo Acknowledgement/Recognition for the event being sponsored 1-Hour early access to vendor expo for booth selection and setup Entry into a drawing for 1 Free Vendor Booth (2023 Conference) <i>*\$1,500 value*</i> 15 Minute Vendor Presentation (Wednesday, Oct. 12th)
Wednesday's Lunch Buffet Wednesday's Banquet Dinner - Food	\$8,000	Platinum	Logo included in conference materials & communication Vendor badge designation of sponsorship level Table topper acknowledging sponsorship level at vendor expo Acknowledgement/Recognition for the event being sponsored 1-Hour early access to vendor expo for booth selection and setup Free Vendor Booth Registration for 2022 Conference <i>*\$1,500 value*</i> Entry into a drawing for 1 Free Vendor Booth (2023 Conference) <i>*\$1,500 value*</i> 30 Minute Vendor Presentation (Wednesday, Oct. 12th)

ALABAMA SOCIETY FOR HEALTHCARE MATERIEL MANAGEMENT
Sponsor Profile Form for Annual Meeting
October 11-14, 2022

Company_____

Contact Person_____

Phone_____

Email_____

Please indicate your desired Sponsorship Package:

- | | | |
|--------------------------|----------|---------|
| <input type="checkbox"/> | Bronze | \$1,000 |
| <input type="checkbox"/> | Silver | \$2,500 |
| <input type="checkbox"/> | Gold | \$4,000 |
| <input type="checkbox"/> | Platinum | \$8,000 |

If you have a preference on the Conference Event you would like to sponsor for your designated package level, please list these below. Events will be assigned in the order that Sponsorships are received.

Sponsorship Event – 1st Choice _____

Sponsorship Event – 2nd Choice _____

Make checks payable to the Alabama Society for Healthcare Materiel Management (ASHMM).

☐ Check enclosed in the amount of \$_____ Check Number: _____

☐ AMEX/VISA/Mastercard: Card # _____ ID # _ _ _ _ (required)

Exp. Date: _____

Signature: _____ Date: _____

Mail vendor registration form, sponsorship profile form and check to:

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