

# 2013 Vendor Credentialing Summit

August 14 -15 | Alexandria, Virginia

## Wednesday, August 14

**10:30 a.m. – 5:00 p.m.**

Registration

**11:00 a.m. – 11:30 a.m.**

New Attendee Orientation

**11:30 a.m. – 12:30 p.m.**

Networking Lunch

*Sponsored by Vendormate, Inc.*

**12:30 p.m. – 12:45 p.m.**

Welcome & Opening Remarks

**12:45 p.m. – 1:15 p.m.**

General Session: Let's Chat

**1:15 p.m. – 2:30 p.m.**

General Session: The Joint Commission Resources and Regulatory Update

**2:30 p.m. – 3:00 p.m.**

Break/Networking/Vendor Marketplace

**3:00 p.m. – 4:30 p.m.**

General Session: HCO Panel Discussion: Representative Tier Levels and Corresponding Requirements – Consistency Across the Market

**4:30 p.m. – 5:30 p.m.**

General Session: Background Checks

**5:30 p.m. – 6:00 p.m.**

Break/Networking/Vendor Marketplace

**6:00 p.m. – 7:00 p.m.**

Networking Reception and Cocktails/Vendor Marketplace

**7:00 p.m. – 8:30 p.m.**

Dinner & Speaker

Credentialing Privacy Concerns and Best Practice Recommendations

## Thursday, August 15

**7:15 a.m. – 11:30 a.m.**

Registration

**7:15 a.m. – 8:00 a.m.**

Networking Breakfast/Vendor Marketplace

**8:00 a.m. – 9:00 a.m.**

General Session: Representative Competency

**9:00 a.m. – 10:00 a.m.**

General Session: VCO Panel Discussion

**10:00 a.m. – 10:15 a.m.**

Break/Networking/Vendor Marketplace

**10:15 a.m. and 11:15 a.m.**

Breakout Sessions (45 minutes each – please pick 2)

- Best Practices in Safety Training Modules
- Best Practices for Running an Efficient Credentialing Program
- Best Practices in Managing Your Immunization and Medical Surveillance Requirements

**12:00 p.m. – 1:00 p.m.**

Working Lunch and Coalition Update

**1:00 p.m. – 1:10 p.m.**

Closing Remarks/Meeting Adjourn

## SUMMIT STEERING COMMITTEE



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## Session Descriptions & Presenters

WEDNESDAY, AUGUST 14

### New Attendee Orientation: Surviving Vendor Credentialing – How Did We Get to This Point?

This session will provide our new attendees with a brief introduction to Vendor Credentialing. In addition, it will provide a history of credentialing and the development of the Coalition and how participants can get involved to support the goals of the Coalition for Best Practices in HCIR Standards. This session is highly recommended if you consider yourself a “novice” in HCIR Credentialing.

- **Roxanne Danehower**, Vendor Credentialing Coordinator, Siemens Medical Solutions
- **Marcy Thomsen, RN, CCM, OHN**, Vendor Credentialing Coordinator and Occupational Health Manager, Siemens Medical Solutions

### Welcome & Opening Remarks

- **Mike Copps**, Executive Director, Healthcare Industry Supply Chain Institute (HISCI)
- **Linda Rouse O’Neill**, Vice President, Government Affairs, Health Industry Distributors Association (HIDA)
- **Rhett Suhre**, Co-Chair, Coalition for Best Practices in HCIR Requirements

### General Session: Let’s Chat

This session will provide all participants an opportunity to discuss top of mind topics and what they would like to take away from this year’s Summit. Facilitators will then indicate where topics are covered in the Summit or add to them to the list of topics to address.

- **Doug Cones**, Director, Director of Sales Operations, Cardinal Health Inc.
- **Panelists from the 2013 Vendor Credentialing Summit Steering Committee**

### General Session: The Joint Commission Resources and Regulatory Update

The Joint Commission Resources will further clarify their role with Hospital Accreditation and which of their standards apply to the Vendor Representative levels. We will transition in to a discussion on how the Coalition Best Practices meet those requirements. We will also provide updates on any correspondence with other regulatory bodies and their involvement with credentialing.

- **Roberta Fruth**, JCR/JCI Senior Consultant, The Joint Commission Resources (PhD, RN, FAAN, CJCP)
- **Rhett Suhre**, Co-Chair, Coalition for Best Practices in HCIR Requirements

### General Session: HCO Panel Discussion: Representative Tier Levels & Corresponding Requirements - Consistency across the Market

This session will start with a discussion of HCIR tier levels and an understanding of tier level definitions (clinical and non-clinical)

- **Dick Aubuchon**, Compliance Practice Analyst, Beaumont Health System
- **Betsy Hussey, RN, CNOR**, Surgery Value Analysis Coordinator, Sentara Healthcare Materials Management
- **Dennis Orthman**, Senior Director, Strategic Marketplace Initiative (SMI)
- **Doug Smith**, Senior Director, Capital Resources Program & Supply Chain Services, UHC
- **James Stansel**, Coordinator Operations – SCM Procurement, Mayo Clinic Supply Chain Management – Purchasing
- **Becky Wright**, Clinical Supply Chain, Scottsdale Healthcare

### General Session: Background Checks

This presentation will focus on the essential elements of a background check to help HCO’s ensure vendor representatives (HCIRs) who visit their facilities will not negatively impact their patients or business. Discuss a sample background check policy and attestation letter that meets both industry best practice standards as well as the expectations of HCOs.

- **Jim Ziegra**, HCIR Credentialing Manager, Abiomed

### Dinner Keynote Session: Credentialing Privacy Concerns and Best Practice Recommendations

This presentation will focus on the privacy concerns of Providers and Suppliers when completing the HCIR Credentialing Requirements. Background Checks, BAA’s, and Sanctions checks will be discussed. Following the theme of the meeting, Best Practice recommendations co-developed by Coalition members will be provided.

- **Representative from the International Pharmaceutical Privacy Consortium**

THURSDAY, AUGUST 15

### General Session: Representative Competency

Representative competency was one of the primary drivers for the original credentialing requirements. Ron Anson will review why competency is critical and some best practices that industry and the American College of Cardiology utilizes. In the spirit of collaboration, Mr. Anson will discuss some best practice training modules co-developed with the Coalition and the American College of Cardiology.

- **Ron Anson**, Director of Business Development and Entrepreneurship, American College of Cardiology

### General Session: VCO Panel Discussion

This panel will be in the question and answer format. No entity is better positioned to understand and assist both sides of credentialing issues than the VCO. Keeping the focus on our mutual goal of ensuring patient privacy and safety, questions will solicit specific steps of how to improve, standardize, and streamline the credentialing process for both the HCO and the vendor communities.

- **Tim Brack**, Director of Training, Education, and Meetings, MDSI
- **Garry Kyle**, COO, Vendor Credentialing Services
- **Adam Josephson**, Director, Strategic Accounts, Vendormate
- **Anthony Pentangelo**, Coordinator of Sales Operations, Parallon Workforce Management Solutions

### Working Lunch and Coalition Update

We will discuss the goals for the Coalition moving forward and will assign action items for the membership. This is an important session to gain feedback and direction for the year ahead.

- **Linda Rouse O’Neill**, Vice President, Government Affairs, Health Industry Distributors Association (HIDA)
- **Rhett Suhre**, Co-Chair, Coalition for Best Practices in HCIR Requirements

### Closing Remarks

- **Mike Copps**, Executive Director, Healthcare Industry Supply Chain Institute (HISCI)

## Breakout Session Presenters

THURSDAY, AUGUST 15

### Best Practices in Safety Training Modules

- **Dick Aubochon**, Compliance Practice Analyst, Beaumont Health System
- **Rhett Suhre**, Co-Chair, Coalition for Best Practices in HCIR Requirements

### Best Practices to Running an Efficient Credentialing Program

- **JoAnn Autenrieb**, Supplier Access Program Manager, Intermountain Healthcare
- **Brooke Cardarella**, US HR Operations Leader, GE Healthcare

### Best Practices in Managing Your Immunization and Medical Surveillance Requirements

- **Frank Lessans**, CEO, Passport Health
- **Patrick O’Callahan, MD, MPh** Associate Medical Director, WorkCare, Inc.
- **Marcy Thomsen, RN, CCM, OHN**, Vendor Credentialing Coordinator and Occupational Health Manager, Siemens Medical Solutions



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