



"Transforming Purchaser/Supplier cooperation to improve healthcare efficiency : a Global challenge"

Paris, 25-26 June 2014

Let's move forward and build a hospital/supplier relationship that creates value for the healthcare system of tomorrow!



An event organized by :



Group
Purchasing
Special Interest Group

Hosted by :



Supported by :



Welcome Message

We are happy to invite you to an interactive forum to usher in new purchaser/supplier cooperation strategies to improve healthcare efficiency.

Healthcare organizations across the world are quickly reorganizing and pooling their procurement power having recognized that strategic purchasing is the way forward to improve efficiency and promote change in healthcare systems at national and international level. Purchaser / Supplier relations in a number of countries have attained levels of maturity that now warrant growth.

This conference, in bringing together key executives from large international procurement organizations, industry and healthcare facilities, hospital supply chain stakeholders, will present a unique platform on which these actors will engage in direct interaction to **discuss needs and projects, as well as exchange and share experiences and accomplishments, vis-à-vis current purchaser /supplier relations.** They will explore how procurement can support the new trends in service provision to better respond to healthcare organizations facing major need for change in delivering patient-centered care in an era dominated by multi chronic conditions.

The expectation is that the conference will set the stage for a forward move towards development of new relations between purchasers and suppliers to increase value on both sides and bring about clearer understanding and recognition of the role each actor is to play in order to enhance efficiency in healthcare for the population as well as improve conditions under which healthcare professionals operate.

Your participation is welcome to this unique event through which to build cooperation between purchasers and suppliers and create value for the healthcare system of tomorrow.

We envision that the success of this event will serve as a first step to build up a continuous dialogue under the auspice of the International Hospital Federation with the active participation of its GPO special interest group.



Eric DE ROODENBEKE
Chief Executive Officer
International Hospital Federation



Dominique LEGOUGE
Director

Resah

Practical Information

EVENT LOCATION

Les Quinze-Vingts Centre Hospitalier National d'Ophthalmologie - Amphithéâtre Baillard

Address: 28, rue de Charenton, 75012 Paris, France

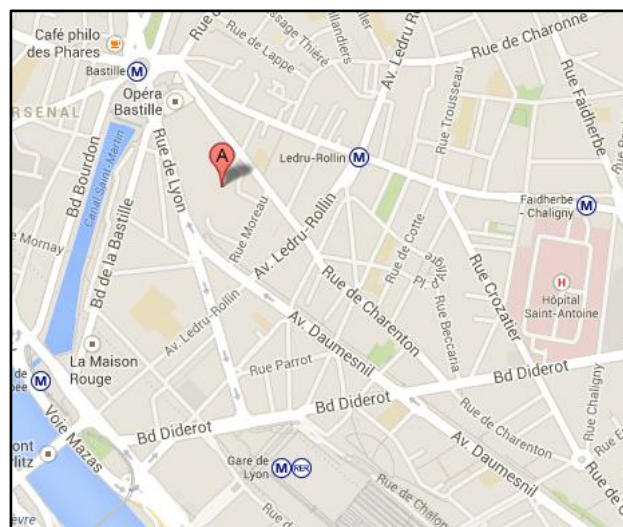
Tel : +33 (0) 1.40.02.15.20

Participants are responsible for all hotel booking arrangements

If you have any other questions; please contact *Sheila Anazonwu, Partnerships and Project Manager* at the IHF Secretariat:

Tel: +41 22 850 94 22; Fax: +41 22 757 10 16

Email: sheila.anazonwu@ihf-fih.org



ORGANIZERS



The International Hospital Federation (IHF) is an international non-governmental organization, founded in 1947 and supported by members from some 100 countries. Recognized as a leading representative body for hospitals and healthcare facilities, its primary goal is to create an environment that facilitates cross-fertilization and exchange of ideas in healthcare policy, finance and management. The IHF is in official relations with the World Health Organization. www.ihf-fih.org

Group Purchasing Special Interest Group The **Group Purchasing Special Interest Group (GPO-SIG)** is a working group dedicated to hospital procurement, formed in 2010 by the (IHF). Membership of the GPO-SIG is automatic through membership of the IHF. The Special Interest Group serves as a platform for open dialogue at the international level between key Group Purchasing Organizations (GPOs), healthcare decision-makers and industry.

www.ihf-fih.org/Spec.-Interest-Groups/Group-Purchasing-Organisations-GPO



RESAH (Réseau des acheteurs hospitaliers) leverages, in a group purchasing strategy, the procurement power of about 140 hospitals and nursing homes in the Ile-de-France region. Resah's purchasing policy is strongly oriented toward industrial innovation and the healthcare performance. Beyond its regional core business, Resah has been assigned by the French Ministry of Health a mission of support to the professionalization and joint procurement at national level and coordinates the Alliance-Groupement network. Actively involved in several European projects and international networks, Resah is a founding member and ensure the executive vice presidency of EHPPA (European Health Public Procurement Alliance, see below), a European Association of central purchasing bodies. www.resah.fr



European Health Public Procurement Alliance (EHPPA) is an alliance of nonprofit Group Procurement Organisations which aims to pool expertise, leverage performance and provide its members with a strategic position in the European health procurement market. Founded in 2013 EHPPA is a registered association under French law and has its headquarters in Paris.

Program Preview

■ **DAY 1 : Purchaser/Supplier Global Relations : What are the challenges facing healthcare organisations?**

9h30-10h00 : Welcome breakfast

10h00 : **Introduction**, Dominique Legouge, Director of Resah

10H15 : **Opening speech**, Eric De Roodenbeke, CEO, IHF

10H30 : **Keynote: Overview of purchaser/supplier relations in healthcare organisations**, Irène FOGLIERINI, Professor, European Business School (ESCP) Europe

11H30: **Roundtable #1 : Purchaser/supplier Global relations: The role of the Buyer?**

12h45-14h00 : Lunch

14h00 : **Round table #2 : Purchaser/Supplier Global relations-: what do suppliers expect?**

15h45: **Roundtable #3 : Purchaser/supplier relations: Global overview of successful experiences**

17h00: **Wrap up session: Irène Foglierini, Professor, European Business School (ESCP) Europe**

19h30 – Gala dinner

■ **DAY 2 : What is the impact of purchaser/supplier relations on healthcare systems performance?**

9h30- 10h00 : Welcome breakfast

10h00: **Introduction**, Eric de Roodenbeke, IHF CEO

10h15 : **Roundtable #4 : The role of the purchaser in introducing innovation to hospitals**

11h45: **Roundtable #5 : Standardization of information : a tool to improve purchaser/supplier relations**

12h45 – 14H00 Lunch

14h00: **Round table #6 : Overview: Purchaser/supplier relations with the industry in the non-healthcare sector**

15h15: **Closing speech**, Dominique Legouge, Director, Resah

Registration Form

**Payment must accompany completed registration form and returned
by 25 April 2014 to: Sheila Anazonwu, Partnerships and Project Manager
email: sheila.anazonwu@ihf-fih.or; fax: +41 22 757 10 16**

REGISTRATION FEES (include : Conference Programme, Lunch, coffee/tea breaks & Gala Dinner)			
Participant (Please tick your category and number of registrants)		€uros	Total €uros
☐	Standard	350	
☐	Corporate	3000	
☐	Additional participant	2000 / each	
Total amount due			

Title:.....
Surname:.....
Forename(s):.....

Position:
Organization:.....
Address.....
Post Code:..... City:.....
Country:.....
Tel:.....
Email:.....

Date : Signature :

METHOD OF PAYMENT: BANK TRANSFER:

**BANK: BCGE, Case Postale 2251, 1211
Genève 2, SWITZERLAND**

ACCOUNT NUMBER: 5042.49.07

(Euro)

N° IBAN: CH4900788000050424907

N° BIC/SWIFT: BCGECHGGXXX

Clearing/CB: 788

Kindly ensure that all fees related to bank transfer are covered by the transferring account and NOT by the receiving account



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