

2012 ANNUAL MEETING BREAKOUT SESSION DESCRIPTIONS

Each year the HASC Annual Meeting features nationally renowned figures in health care and leadership. This year, choose from four breakout sessions that promise guideposts for transforming your organization and rising to greatness in turbulent times.

THURSDAY, MAY 24

1-2:15 pm

Elizabeth Capella

Collaboration—How Leaders Avoid the Traps, Create Unity and Reap Big Rewards

Morten Hansen

Deciding when to collaborate — and when not to — is the first step in Morten Hansen’s “disciplined collaboration.” This session distills more than a decade of field-tested research into a disciplined approach that helps managers separate good collaboration opportunities from bad ones. Drawing on rich examples from leading companies such as Hewlett-Packard, Procter & Gamble, Apple, and BP, Hansen will outline proven techniques managers can use to achieve cost savings, greater innovation and increased sales. He’ll also cover how ill-conceived efforts at collaborative strategy can backfire.



About Morten Hansen

How companies achieve greatness has been Morten Hansen’s life’s work. As a management professor at University of California, Berkeley School of Information and at INSEAD, France, Hansen’s award-winning research enumerates the principles for building great companies in unpredictable times. Hansen’s most recent book, *Great by Choice*, co-authored by Jim Collins, reached #2 on the *New York Times* bestseller list soon after release this past fall. His first book, *Collaboration: How Leaders Avoid the Traps, Create Unity, and Reap Big Results* was named one of The Best IT-Business Books of 2009 by *CIO Insight Magazine*.

THURSDAY, MAY 24

1-2:15 pm

Manchester Salon

The Great Race from Volume to Value

Ted Schwab and Eric Klein

Can you predict what will unfold over the next four years and beyond as we race to transform from volume-based to value-based health care? Leading physician alignment strategists and transaction experts Schwab and Klein will examine the mega forces shaping health care — including recent industry consolidation transactions and health plan initiatives — and their surprising implications for hospitals, health systems, physician organizations and health plans in California.



About Ted Schwab

As a partner in Oliver Wyman’s Health and Life Sciences Practice, Ted Schwab focuses on health care system evolution, clinical transformation and health care provider strategy helping to design the next generation of health care organizations. He led the effort to create one of the country’s first accountable care organizations, developed a multi-billion dollar commercialization strategy for one of the largest non-profit health systems in the country, and reorganized one of the nation’s largest health insurance companies. Before joining Oliver Wyman, Schwab was the chief innovation officer at Alegent Health and was the founding partner at Schwab Healthcare Strategies and SSB Solutions.



About Eric A. Klein

Eric Klein is a partner in the Corporate Practice Group in Sheppard, Mullin, Richter & Hampton LLP's Century City office and acts as their National Healthcare team leader. He advises health plans, hospital systems and medical groups on mergers and acquisitions, physician alignment strategies, MSOs, Knox-Keene plans, ACOs, information technology, contracting and joint ventures. A leader in physician managed care group transactions in California, he has effectively structured innovative contractual arrangements with plans, hospitals and physician groups, including medical loss ratio management programs, HCC-RAF programs, ACOs, ancillary services, joint ventures and risk-based incentive structures.

THURSDAY, MAY 24

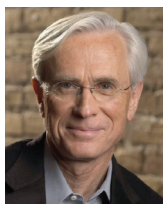
2:30-3:45 pm

Elizabeth Capella

Leading the Transformation of Health Care Systems

James L. Reinertsen, M.D.

In a session developed specifically for CEOs, Dr. Reinertsen will take us through six leadership challenges in transforming health care systems. Part of the discussion includes assessing and recognizing behavior patterns that must change to achieve and sustain health care improvement and patient safety goals. Each attendee will receive Reinertsen's Checklist for Senior Executives to help you assess your own performance in leading the charge.



James L. Reinertsen, M.D.

For more than 20 years, Dr. James L. Reinertsen, M.D., head of The Reinertsen Group, has been a practicing rheumatologist, an admired health care systems CEO, and an innovative thought leader in health care leadership development, clinical quality improvement, patient safety, health system integration and health care market design. He now brings his considerable skills to clients such as The Institute for Health Care Improvement, and to senior executives and medical staff leaders of major health care systems in the United States and Europe. He has also authored more than 60 articles in journals such as *Annals of Internal Medicine*, *British Medical Journal*, *New England Journal of Medicine*, and the *Joint Commission Journal on Quality Improvement*.

THURSDAY, MAY 24

2:30-3:45 pm

Manchester Salon

Bracing for the Failures of Health Care Reform and Preparing for the Inevitable Fixes

Nate Kaufman

Join us to hear Nate Kaufman highlight where we are in the reform process and how organizations can find their purpose amidst the chaos. He'll challenge us to produce desirable, measurable and sustainable results as reform unfolds.



About Nathan Kaufman

Nathan Kaufman is managing director and founder of Kaufman Strategic Advisors, LLC. With 30 years of experience, he is a nationally renowned expert in the areas of peak performing hospitals and physician groups, hospital strategy, physician compensation, integrated delivery systems, managed care, joint ventures and dispute resolution. Throughout his career, he has held executive positions in a wide range of health care companies, including president and COO of an imaging center company. Kaufman served as a lead faculty member for the American College of Healthcare Executives (ACHE) and he is the author of numerous articles and speaks frequently to health care audiences.