

2013 On Site Program



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7TH ANNUAL
HCap
HEALTHCARE SERVICES &
CAPITAL CONFERENCE **T13**

December 4-6, 2013

JW Marriott

Washington D.C.

Physician Groups: To Buy or Be Bought?**Salon F**

This panel of physician executives will explore the obstacles and opportunities for physician-driven groups and integrated delivery networks in acquiring, merging, or selling their organizations. Each of these leaders has been integral in recent business transactions that have reshaped healthcare in their regional or national markets. Key points they will cover include: access to capital and how that matters in strategic decision making; the importance of positioning one's organization for the transformation to value-based health care; post-acquisition/merger/sale experiences and the impact of their transactions on clinical quality and the patient and provider experience of care.



Len Fromer, MD (Moderator), Executive Medical Director, Group Practice Forum
 Michael Heifetz, Former VP of Government Affairs, Dean Health System
 Allen Nissenson, MD, FACP, Chief Medical Officer, DaVita Healthcare Partners, Inc.

10:30 – 11:00 am
Break & Meeting Time

Partner: **Benesch**
 Attorneys at Law

11:00 am – 12:00 pm
Concurrent Sessions

An Inside Peek at the CMS Innovation Center**Salon G**

The CMS Innovation Center has made large bets on several pilot projects to fulfill the health care law's imperative to identify initiatives that will improve quality and lower costs. Tony Rogers, the Former Deputy Administrator at the CMS Center for Innovation, will offer his insight on the latest initiatives, plans and activities within CMS, how intent the Center is on its mission, and the Center's potentially extraordinary impact on the future of healthcare delivery.



Andy Edeburn (Moderator), VP of Continuum Strategies, Health Dimensions Group
 Tony Rodgers, Former Deputy Administrator, CMS Center for Strategic Planning

Featured Deals of 2013: Strategy Reviews**Salon D**

The transition of healthcare into a more integrated system is bringing about a new breed of transactions, many from previously disparate segments of the market. This session will cover the perspectives of buyers and sellers from noteworthy deals of the year, providing you with the key insights into the strategy behind the numbers.



Peter Freyer (Moderator), Director of Healthcare Services, Silicon Valley Bank
 Tom Congoran, CFO, Atrius Health
 Mike Grisdela, EVP/CFO, Karmanos Cancer Institute
 Dennis Meulemans, CFO, Addus Healthcare

The Data Behind The Deals**Salon E**

The underlying data of M&A transactions is not always visible, but is a critical component to developing your strategy and valuating your position. This session will take you behind the scenes of the healthcare M&A landscape to give you the drivers behind the transactions, including: valuations and multiples, financing terms and conditions, timelines and more. Also learn where these drivers are trending to shape your strategies and move your potential M&A activities forward.



Claudia Gourdon (Moderator), SVP & National Marketing Manager, Healthcare Finance Group
 Daniel Farrell, Deals Partner, PricewaterhouseCoopers
 Beth Gies, Director New Affiliations, Partners Healthcare
 Stephen Monroe, Partner and Managing Editor, Irving Levin Associates, Inc.

The Impact of Healthcare Reform and Macro-Economic Policy for Healthcare Providers**Salon F**

Much has been touted about the challenges and opportunities of healthcare reform at the operating level, but how reform will impact revenue, debt capacity and financing options for healthcare providers remains a huge unknown. As providers and payers enact broad-sweeping cost-cutting initiatives and changes to volume and pricing, what will be the outcome in the short run and in the years to come? Will changing economic factors such as interest rates or equity market volatility play into this? This session will take a deep dive into the financial issues as well as the policy behind it.



Brian Fortune (Moderator), President, Farragut Square Group
 Steve Gilmore, Director of Capital Finance, Ascension Health
 Russ Herakovich, Managing Director, Corp. Finance, GE Capital, Healthcare Financial Services
 Harris Hyman IV, Senior Principal, Flexpoint Ford