



Health Industry
Representatives Association



Independent Medical
Specialty Dealers Association

HIRA/IMDA 2017 Conference

July 23-25, 2017/Chicago Marriott O'Hare
8535 West Higgins Rd./Chicago, IL 60631

Saturday, July 22, 2017

Tee Time/1:30 PM CST **Golf Tournament** Open to all Conference Registrants
Location – Hilldale Golf Course/1625 Ardwick Drive/Hoffman Estates, IL 60169
** Green Fees, cart, transportation and lunch are not included with conference registration*

Sunday, July 23, 2017

8:00 – 12:00 Noon **HIRA Board Meeting**
Current (2016 – 2017) Board Members "Only"
Location – River Room

10:00 – 12:00 Noon **IMDA Board Meeting**
Current (2016 – 2017) Board Members "Only"
Location – Cumberland Room

3:00 – 5:00 PM **Welcome – Announcements, A Look at the future, Discussion, Q&A**
Location – Terminal 1 & 2

5:00 – 5:30 PM **Break**

5:30 – 6:00 PM **Manufacturer Exhibitor Visitations***
Unopposed
Location – Terminal 5

6:00 – 8:00 PM **Welcome Reception**
Heavy hors d'oeuvres, water & soda will be served. Cash bar for those who prefer an adult beverage.
Location – Terminal 5

Monday, July 24, 2017

6:30 – 8:00 AM

Breakfast

Location – Terminal 5
Open to all Conference Registrants

8:00 – 9:30 AM

**“Excellence Through Continuous Improvement”
Denise Odenkirk – Assistant Vice President, Supplier Sales/GHX**

Location – Terminal 1 & 2

You will learn what GHX suppliers are doing to move from good to great from an operations perspective. One of the differentiators we see amongst best-in-class suppliers is their relentless pursuit of continuous improvement initiatives. Denise will share the value of GHX’s solutions so that you can develop a plan to drive operational improvements within your organization.

9:30 – 10:30 AM

**Josh Babb – Director, Government Affairs
HIDA -Health Industry Distributors Association**

Location – Terminal 1 & 2

10:30 – 11:00 AM

Morning Break

11:00 – 12:00 Noon

Speaker - TBA

Location – Terminal 1 & 2

12:00 – 1:00 PM

Lunch

Location – Terminal 5
Open to all Conference Registrants

1:00 – 2:00 PM

HIRA Annual Meeting (Members Only)

Location – TBA

IMDA Annual Meeting (Members Only)

Location - TBA

2:00 – 3:00 PM

Speaker - TBA

Location – Terminal 1 & 2

3:00 – 4:00 PM

Manufacturer Exhibitor Visitations *

Unopposed

Location – Terminal 5

4:00 – 5:00 PM

**“Ambulatory Surgery Center Market “
Scott Becker – Publisher/Becker's Healthcare's portfolio of publications**

Location – Terminal 1 & 2

6:30 – 7:30 PM

**Reception for New Members, Guests & First Time
Attendees**

Location – Foyer Outside Terminal 1, 2 & 3
By Invitation Only

7:30 PM

Cocktails, Dinner and Awards

Location – Terminal 5
Conference Registrants, Registered Spouses & Speakers are invited to attend

Tuesday, July 25, 2017

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| 6:30 – 8:00 AM | Breakfast
Location – Terminal 5
<i>Open to all Conference Registrants</i> |
| 8:00 – 9:00 AM | Tom DeCarlo - Professor of Marketing and Industrial Distribution
University of Alabama at Birmingham
Location – Terminal 1 & 2 |
| 9:00 – 10:00 AM | Jack Langenberg – Vice President Sourcing Operations
Vizient
Location – Terminal 1 & 2 |
| 10:00 – 10:15 AM | Morning Break |
| 10:15 – 11:15 AM | Steve Terman - Principal
OFW Law
Location – Terminal 1 & 2 |
| 11:15 – 12:00 Noon | “Technology Update”
Don Sizemore – Co Owner/D&D Medical Inc.
Location – Terminal 1&2 |
| 12:00 Noon | Adjourn |
| 12:30 – 3:00 PM | HIRA/IMDA “Joint” Board Meeting
Location – TBA
<i>Immediately following the conference /2017-2018 Board Members Only</i> |

**Exhibits will be setup for the duration of the conference beginning at 3:00 PM - July 23rd and ending at Noon - July 25th.*