



Strategic Transactions for Hospitals to Survive and Prosper *New Jersey Hospital Association, Princeton, NJ*

Nov. 13, 2014

Registration and Breakfast: 8:30 – 9:00 a.m. Location: NJHA Conference and Event Center
Program: 9:00 a.m. – 1:00 p.m. 760 Alexander Road, Princeton, NJ

As the implementation of national healthcare reform forges ahead, the healthcare landscape continues to change rapidly, and hospital C-suite executives need to change their strategic plans in order to survive and prosper in the ever-increasing competitive environment. Most hospitals and systems are considering merging and affiliating – but in the meantime, there are various other strategic transactions and contracts that they can consider in order to best position themselves for the future.

This program will focus on various “non-M&A” strategic transactions and contracts that hospitals can actively evaluate and proceed with as appropriate. The panelists include experienced hospital consultants, executives and healthcare attorneys who have been actively involved in these strategic transactions, as well as insurance executives who have negotiated cutting-edge population management contracts.

TARGET AUDIENCE:

CEOs, CFOs, COOs, CMOs, CNOs, CIOs, CTOs, General Counsel, VPs for Business Development, Strategic Planning, Accountable Care, Managed Care exec, GRO and post-acute administrators.

CONTINUING LEGAL EDUCATION CREDITS:

Continuing Legal Education credits are pending.

Strategic Transactions for Hospitals to Survive and Prosper

New Jersey Hospital Association, Princeton, NJ

Nov. 13, 2014

AGENDA

8:30 a.m. *Registration and Continental Breakfast*

9:00 a.m. *Introduction*

9:15 a.m. **Hospitals Selling Non-core Assets**

Moderator:

Thomas Barry

Principal

Hammond, Hanlon and Camp, LLC

Panelists:

Anil Asani

Vice President, Strategic Planning & Corporate Development

LabCorp

David Burik

Managing Director, Health Care Practice

Navigant

Anjana Patel, Esq.

Co-Chair, Health Care Practice Group

Sills Cummis & Gross PC

Frank Williams, Jr.

Senior Vice President & Senior Managing Director of Acquisitions

Medical Properties Trust, Inc.

10:50 a.m. *Break*

(Over)

11:00 a.m.

**Developing and Negotiating Population Management Contracts
with Commercial Payors**

Moderator:

Gary Herschman, Esq.

Co-Chair, Health Care Practice Group

Sills Cummis & Gross PC

Panelists:

Clifford Frank

Co-Founder

PartneraHeath

Alan Murray

President & Chief Executive Officer

North Shore-LIJ CareConnect

Joseph O'Hara

Director, Accountable Care Organization Solutions

Horizon Health Innovations

Horizon Blue Cross Blue Shield

12:30 p.m.

Other Strategic Initiatives for Hospitals to Survive and Succeed

Moderator:

Anjana Patel, Esq.

Co-Chair, Health Care Practice Group

Sills Cummis & Gross PC

Panelists:

Thomas Barry

Principal

Hammond, Hanlon and Camp, LLC

David Burik

Managing Director, Health Care Practice

Navigant

Clifford Frank

Co-Founder

PartneraHeath

Alan Murray

President & Chief Executive Officer

North Shore-LIJ CareConnect

1:00 p.m.

Networking Luncheon

Registration Guidelines for 2014

PAYING BY CREDIT CARD

Guarantee your seat now by registering and paying online with a credit card.
It's secure and easy.

Click on the following link: <http://www.njha.com/education/brochure/?id=548>

Note: For security purposes, please **DO NOT** mail credit card information with your security code to the P.O. Box. Save time and register online through our secure Web site.

PAYING BY CHECK

Please fax your registration prior to mailing with payment. Your registration will be incomplete until your payment is received. A copy of the registration must accompany your check in order to allocate your payment properly.

FAX: 609-275-4271

Make check payable to: HRET of NJ

Mail to: HRET of NJ – P.O. Box 828691 – Philadelphia, PA 19182-8691

Payment is due by Thursday, Nov. 6, 2014

CANCELLATION POLICY

- Cancellations received by Nov. 6 will receive a refund minus a \$120 administrative fee. Cancellations received after Nov. 6 will not be eligible for a refund.
- Registrants unable to attend may send an alternate.

GENERAL INFORMATION

- **On-site registration:** We will do our best to accommodate walk-ins, but cannot guarantee seating. If a conference does have availability, payment is due at that time.
- For program inquiries, please contact kjackson@njha.com
- For registration and payment inquiries, please contact chendrix@njha.com
- **In the event of inclement weather, call 609-275-4140 before coming to the conference**
- For directions visit NJHA at: <http://www.njha.com/directions.aspx> (parking is behind the conference center building).
- If you have a disability and need special accommodation, please call 609-275-4181.

Strategic Transactions for Hospitals to Survive and Prosper

Date:	Nov. 13, 2014
Registration Start:	8:30 a.m.
Program Start:	9:00 a.m.
Location:	New Jersey Hospital Association – 760 Alexander Road, Princeton NJ 08540
Fee:	<input type="checkbox"/> NJHA members: \$295 <input type="checkbox"/> Non-members: \$395
Seminar:	EDU 1472

REGISTRATION

(Please type or print clearly. Please copy form for additional registrants.)

Note: Your registration will not be complete until payment has been received.

Payment is due no later than Nov. 6, 2014

Credit Card Registration

To register by credit card, please click on the following link:

<http://www.njha.com/education/brochure/?id=548>

Full Name:		(EDU 1472)
Job Title:	Check Amount: \$ _____	Check #
Degrees/Credentials (MD, RN, LNHA, etc.):	Organization:	
E-mail:	Organization Address:	
Phone Number:	City, State, Zip:	

Additional Registrant

Full Name:		(EDU 1472)
Job Title:	Check Amount: \$ _____	Check #
Degrees/Credentials (MD, RN, LNHA, etc.):	Organization:	
E-mail:	Organization Address:	
Phone Number:	City, State, Zip:	