

# The Practice of Transplant Administration Workshop

Co-Chairs: Edward Y. Zavala, MBA and C. Wright Pinson, MD, MBA

September 27 – 28, 2010

Hotel del Coronado, Coronado, CA

## Day 1 – Monday, September 27, 2010

Presenter

7:30 a.m. – 8:30 a.m.	Registration and Continental Breakfast	
8:30 a.m. – 10:00 a.m.	Organ Acquisition Costs Centers: Managing for Results .....	John C. Rogers
10:00 a.m. – 10:15 a.m.	Break	
10:15 a.m. – 11:45 a.m.	Advanced Topics in Organ Acquisition Cost Reporting.....	Robert Howey, CPA
11:45 a.m. – 1:00 p.m.	Lunch	
1:00 p.m. – 2:00 p.m.	Transplant Center of Excellence: The Managed Care Organization's Expectations and Perspectives.....	Stephen Crawford, MD, CPHRM, FCCP
2:00 p.m. – 3:00 p.m.	The Transplant Center Model: Form, Function, Strengths and Weaknesses .....	David Axelrod, MD, MBA, F.A.C.S.
3:00 p.m. – 3:15 p.m.	Break	
3:15 p.m. – 4:15 p.m.	The Transplant Physician Director: Leading for Results .....	C. Wright Pinson, MD, MBA
5:30 p.m. – 7:30 p.m.	Social Event & Napa Valley Wine Tasting	

## Day 2 – Tuesday, September 28, 2010

Presenter

7:30 a.m. – 8:30 a.m.	Continental Breakfast	
8:30 a.m. – 9:30 a.m.	Transplant Regulatory Issues: Problem Areas, Recent Developments & Are You Ready for CMS Round 2.....	Mary Cunanan, MA
9:30 a.m. – 10:30 a.m.	Managed Care Contracting: Strategies and Tools for Contracting Effectiveness .....	Barry Marshall, MBA, FACHE
10:30 a.m. – 10:45 a.m.	Break	
10:45 a.m. – 11:45 a.m.	Transplant Strategic Thinking and Planning: Key Elements of Success.....	Edward Zavala, MBA
11:45 a.m. – 1:00 p.m.	Lunch	
1:00 p.m. – 2:00 p.m.	Systemizing and Managing an Indigent Medication Program: Models of Success .....	Kristin Fox-Smith, BS, MPA
2:00 p.m. – 3:00 p.m.	Transplant Financial Outcomes: Cost of Rejection and Managing Revenue Effectiveness .....	Jill E. Martin-Boone, Pharm.D., FASHP
3:00 p.m. – 3:15 p.m.	Break	
3:15 p.m. – 4:15 p.m.	Transplant Revenue Streams: Maximizing Revenue in a Complex Multiple Payer Market .....	Barry Marshall, MBA, FACHE
4:15 p.m.	Complete Evaluations	

End of Conference