Harvest of Knowledge – Annual Conference

Annual Conference and Exhibition: The Clinical Laboratory Management Association of Central New York, and the American Association for Clinical Chemistry Upstate New York have jointly come together to offer top of the line educational sessions coupled with "state of the art" vendor exhibits. This year's theme is Harvest of Knowledge!

When you register 3 together the 3rd is half price. Register as primary with 2 guests, and the discount is automatically calculated.

TO REGISTER: Go to http://www.cvent.com/d/84qf3y/4W
Registration Deadline: Friday, November 7, 2014

WHEN: November 13-14, 2014
WHERE: Turning Stone Casino Resort, 5218 Patrick Road, Verona, NY 13478

ACCOMMODATIONS: Turning Stone Casino Resort, 5218 Patrick Road, Verona, NY 13478. Visit the Turning Stone website at: www.turning-stone.com. Hotel Rates: $129 per room / single or double occupancy. Reservations must be made by October 14th to secure this rate. Call 1-800-771-7711 to make your hotel reservations!

VIEW EVENT FEES:  http://www.cvent.com/events/harvest-of-knowledge-annual-conference/fees-d3bcd5c5e0b4455b82229420cd77bb19.aspx

VIEW EVENT SUMMARY:  http://www.cvent.com/events/harvest-of-knowledge-annual-conference/event-summary-d3bcd5c5e0b4455b82229420cd77bb19.aspx

VIEW EVENT AGENDA:  http://www.cvent.com/events/harvest-of-knowledge-annual-conference/agenda-d3bcd5c5e0b4455b82229420cd77bb19.aspx
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>7:30 AM - 8:30 AM</td>
<td>Registration</td>
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<tr>
<td>8:30 AM - 10:00 AM</td>
<td>Dr. Y. Victoria Zhang: Teambuilding Skills for Clinical Laboratory Leaders</td>
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<td>10:00 AM - 11:00 AM</td>
<td>Exhibit Hall</td>
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<td>Visit the Exhibits in The Exhibit Hall</td>
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<td>11:00 AM - 12:00 PM</td>
<td>Dr. Charles Hawker: What a Laboratory Needs to do to reach Six Sigma Quality</td>
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<td>12:00 PM - 1:30 PM</td>
<td>Lunch and Exhibits</td>
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<td>1:30 PM - 2:30 PM</td>
<td>Dr. Chohan: Andrology</td>
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<td>Sponsored by Upstate Pathology Laboratory</td>
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<td>2:30 PM - 3:30 PM</td>
<td>Ron Riffle: How do I present a request for new equipment?</td>
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<td>Objectives: Inform the audience of basic processes in developing an internal request for new equipment.</td>
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<td>Presentation Outline:</td>
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<td>• Why do I NEED the new instrumentation?</td>
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<td>• How will this impact current staffing?</td>
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<td>• What is the projected basic cost per test?</td>
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<td>• What is the projected revenue with this equipment?</td>
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<td>• What is the current basic cost per test?</td>
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<td>• What is the current projected revenue?</td>
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<td>• What is the proposed financial impact of this change?</td>
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<td>Sponsored by Amerinet.</td>
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<td>3:30 PM - 3:45 PM</td>
<td>Break</td>
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<td>3:45 PM - 5:00 PM</td>
<td>Stephanie Shulman: NYSDOH Updates</td>
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<td>5:00 PM - 7:00 PM</td>
<td>Wine and Cheese</td>
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<td>Networking in the Exhibit Hall. Cash bar.</td>
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<td>7:00 PM</td>
<td>AACC Banquet at Peach Blossoms. Enjoy authentic Chinese and Tai cuisine with a worldly American flare. Buffet dinner $40 for CLMA or AACC members and $50 for non-members.</td>
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7:30 AM - 8:30 AM  Registration
8:30 AM - 10:00 AM  **Paul Epner: The New Imperative - Crating a Value-Driven Clinical Laboratory**
Description: As reimbursement models shift from a “fee for service” model to a value-based bundled payment model, it will be essential that the clinical laboratory demonstrate its positive impact on both the cost efficiency and clinical effectiveness of the healthsystem(s) it serves. This means shifting from a “factory-model” to a “patient-centered” model. We will explore the nature of that shift and the evidence for its necessity. We will describe strategies and tools that facilitate becoming the healthsystems’ most valuable support area.

Objectives:
1. Describe the difference between operational efficiency and clinical effectiveness as well as the relative importance of each.
2. Describe how clinical laboratory medicine causes patient harm and the issues with its measurement
3. Assess strategies that are appropriate for that attendee’s healthsystem that can drive increase value from the clinical laboratory

10:00 AM - 10:30 AM  **Awards and Recognition - Lecture Hall**
10:30 AM - 11:30 AM  **Exhibit Hall**
11:30 AM - 12:30 PM  **Vendor Exhibits and Lunch**
12:30 PM - 1:30 PM  **Margaret Johnson, RN: Management Coaching 1:1 with a Manager/Supervisor**
Sponsored by Mayo Medical Laboratories
1:30 PM - 2:30 PM  **Dr. Paul M. Yip, PhD, FCACB,DABCC: Interpreting CLSI EP23-A**
2:30 PM - 2:45 PM  **Break**
2:45 PM - 3:45 PM  **Speaker sponsored by Quest Diagnostics.**
3:45 PM - 4:00 PM  **Door Prizes**
Final Door Prizes - must be present to win.
Vendors
Abbott Diagnostics
Advanced Instruments, Inc.
Alere Inc
ARUP Laboratories
Aureus Medical Group
Beckman Coulter
BioMerieux, Inc.
Bio-Rad
Cardinal Health
CareEvolve
CellaVision
cepheid
ClearPath Diagnostics
Cleveland Clinic Laboratories
Diagnostica Stago, Inc.
DiaSorin Inc
drugsCan
Fisher HealthCare
Global Focus Marketing & Distribution
Haemonetics
Hardy Diagnostics
hc1.com
Henry Schein
Inova Diagnostics, Inc.
Instrumentation Laboratory
Instrumentation Laboratory
Laboratory Alliance of Central New York, LLC
Laboratory Corporation of America
Laboratory Supply Company
LABSCO
LabThruPut
Leica Biosystems
Lifepoint Informatics
Mayo Medical Laboratories
McKesson
McKesson Medical Surgical
Meridian Bioscience, Inc.
Micro Video Instruments, Inc.
Millennium Health
Nova Biomedical
Olympus America Inc.
Olympus America Inc.
Quest Diagnostics
Quidel Corporation
Roche Diagnostics
Sekisui Diagnostics
Siemens Healthcare
Sysmex
The Binding Site
Thermo Scientific
Tosoh Bioscience
Upstate Pathology and Laboratory Medicine
URMC Labs
Viracor-IBT Laboratories