



HEARTLAND SUMMIT

June 14, 2016

Welcome remarks

9:45–10:00 a.m.

Andrew Duff, Chairman & CEO, Piper Jaffray Companies

Opening presentation: Defining value-based healthcare

10:00–10:20 a.m.

Topic:

Value-based medicine has been a buzz-phrase for the last several years, but has meant different things to different stakeholders. We will set the stage for the day by going through the key principles and pre-requisites to make a system of value-based medicine work.

Presenter:

Patrick Conway, M.D., Deputy Administrator for Innovation and Quality, Chief Medical Officer, Centers for Medicare and Medicaid Services (private)

Panel 1: Models of risk-sharing in medical devices

10:20–11:00 a.m.

Topic:

Models of risk-sharing are emerging in select device categories - are these anomalies, or just the test-run for a broader shift to outcomes and economic-based payment models?

Moderators:

Jon Salvesson, Chairman, Healthcare Investment Banking, Piper Jaffray & Co.

Panelists:

Omar Ishrak, Chairman & CEO, Medtronic plc (MDT)
George Barrett, Chairman & CEO, Cardinal Health, Inc. (CAH)
Joe Almeida, Chairman & CEO, Baxter International Inc. (BAX)
Tim Ring, Chairman & CEO, C.R. Bard, Inc. (BCR)

Panel 2: Implications for Innovation

11:00-11:40 a.m.

Topic:

The new paradigm of risk-sharing marks a departure from the traditional models of commercializing healthcare devices and therapeutics. How will emerging companies compete in this dynamic market environment driven by multi-nationals with broad product portfolios and strong balance sheets? Will innovative technologies thrive or be stifled in the developing models?

Moderators:

J.P. Peltier, Global Group Head, Healthcare Investment Banking, Piper Jaffray & Co.

Panelists:

Mike Carrel, CEO & President, AtriCure, Inc. (ATRC)
Morris Miller, CEO, Xenex Disinfection Services (private)
Harith Rajagopalan, MD, Co-Founder & CEO, Fractyl Laboratories, Inc. (private)
Leslie Trigg, CEO, Outset Medical, Inc. (private)
Robert White, CEO & President, Entellus Medical, Inc. (ENTL)



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Spotlight on technology: Verb Surgical, Inc.

(Partnership between Verily Life Sciences LLC [formerly Google Life Sciences] and Johnson & Johnson)

11:40 a.m. – 12:00 p.m.	<i>Topic:</i>	Verily Life Sciences LLC recently partnered with Johnson & Johnson to form Verb Surgical, Inc. The partnership aims to develop a comprehensive surgical solutions platform that will incorporate leading-edge robotic capabilities and best-in-class medical device technology. How is what Verb Surgical, Inc. is doing different than anyone else?
	<i>Moderator:</i>	Matt O'Brien, Senior Research Analyst, Piper Jaffray & Co.
	<i>Presenter:</i>	Scott Huennekens, President & CEO, Verb Surgical Inc. (private)

Lunch and keynote: Impact of politics and the election on healthcare

12:00 – 12:15 p.m.	<i>Lunch</i>	Lunch – A buffet lunch is available to enjoy during the keynote.
12:15 – 1:00 p.m.	<i>Presenter:</i>	Marilyn Tavenner, former Administrator of Centers for Medicare and Medicaid Services, and President & CEO, America's Health Insurance Plans (private)
	<i>Topic:</i>	From the Affordable Care Act, to corporate tax reform, to the repeal of the device tax, what further political and policy changes may be on the horizon in the healthcare industry and what impact might the election have?

Panel 3: Provider evolution toward value-based care

1:00 – 1:40 p.m.	<i>Topic:</i>	All healthcare constituents are seeking value and none have more influence than the Providers. How do we influence, and reward, physician behavior toward evidence-based care? Likewise, with patient engagement and utilization key to a healthier population, how does this influence patient behaviors? Is care-coordination the key to true value-based care?
	<i>Moderators:</i>	Adam Gunther, Managing Director, Piper Jaffray & Co. George Halvorson, former CEO, Kaiser Permanente
	<i>Panelists:</i>	Jason Gorevic, President & CEO, Teladoc, Inc. (TDOC) Jeff Butler, Founder, Chairman & CEO, Privia Health, LLC (private) Guy Eiferman, Managing Director, Healthcare Services & Solutions, Merck & Co. Inc. (MRK)

Panel 4: Making an efficient supply chain, from production to delivery

1:40 – 2:20 p.m.	<i>Topic:</i>	From production to distribution to patient delivery...the healthcare supply chain consists of layers of stakeholders, each one playing an important role and delivering value. Where are the opportunities to drive further efficiencies and how does the overall healthcare system benefit from this?
	<i>Moderator:</i>	Rod O'Neill, Managing Director, Piper Jaffray & Co.
	<i>Panelists:</i>	Stan Bergman, Chairman & CEO, Henry Schein, Inc. (HSIC) Joaquin Delgado, EVP, Healthcare, 3M Company (MMM) Benson Smith, Chairman and CEO, Teleflex Inc. (TFX)



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Spotlight on technology: Paradigm shifts in biotechnology

2:20–2:50 p.m.	<i>Topic:</i>	Gene editing and gene therapies represent a major paradigm shift in the way we think about not just treating disease, but curing it. We will look at a couple of the companies advancing these breakthrough technologies.
	<i>Moderators:</i>	James Douglas, Managing Director, Piper Jaffray & Co.
	<i>Presenters:</i>	Ken Mills, President & CEO, Regenxbio Inc. (RGNX) Matthew Kane, Co-Founder & CEO, Precision BioSciences (private)

Panel 5: Addressing the pricing question in pharma

2:50–3:30 p.m.	<i>Topic:</i>	Breakthroughs in biotechnology and pharmaceuticals, such as gene editing and gene therapy, are happening at an increasing pace. But risks, failures and regulatory hurdles abound. How can we get to a rational access pricing paradigm that weighs the needs of value, access, cost and innovation?
	<i>Moderator:</i>	Josh Schimmer, M.D., Senior Research Analyst, Piper Jaffray & Co.
	<i>Panelists:</i>	Bob Bradway, Chairman & CEO, Amgen Inc. (AMGN) Steve Hemsley, CEO, UnitedHealth Group, Inc. (UNH) Marilyn Tavenner, former Administrator of Centers for Medicare and Medicaid Services and President & CEO, America's Health Insurance Plans (private) Sir Andrew Witty, Chairman & CEO, GlaxoSmithKline PLC (GSK)

Afternoon coffee break

3:30–3:45 p.m.

Spotlight on technology: Pager, Inc.

3:45–4:00 p.m.	<i>Topic:</i>	Putting power in the hands of consumers – healthcare delivery in the age of Uber. Better service, on demand, but at what cost?
	<i>Presenter:</i>	Walter Jin, Executive Chairman, Pager, Inc. (private)

Panel 6: Evolving models of care delivery outside of the hospital

4:00–4:40 p.m.	<i>Topic:</i>	Care delivery continues to shift away from the hospital and new models of care interaction continue to be developed, enabled by technology and driven by convenience. What's the right balance between new models and old, and what will care delivery ultimately look like?
	<i>Moderator:</i>	Keith Anderson, Managing Director, Piper Jaffray & Co.
	<i>Panelists:</i>	Neil de Crescenzo, President & CEO, Change Healthcare Corporation (private) John Hammergren, Chairman, President & CEO, McKesson Corporation (MCK) Steve Hemsley, CEO, UnitedHealth Group, Inc. (UNH)



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John Noseworthy, M.D., CEO & President, Mayo Clinic (private)
Rice Powell, Chairman & CEO, Fresenius Medical Care AG & Co. (FME)

Panel 7: The big picture, revisited

4:40–5:30 p.m.	<i>Topic:</i>	Our annual look at how the biggest stakeholders in healthcare are staying ahead of the curve in a dynamically shifting environment.
	<i>Moderator:</i>	Matt Hemsley, Head of Large Pharma Relationships, Piper Jaffray & Co.
	<i>Panelists:</i>	George Barrett, Chairman & CEO, Cardinal Health, Inc. (CAH) Bob Bradway, Chairman & CEO, Amgen Inc. (AMGN) David Wichmann, President & CFO, UnitedHealth Group Incorporated (UNH) Omar Ishrak, Chairman & CEO, Medtronic plc (MDT) John Noseworthy, M.D., CEO & President, Mayo Clinic (private) Sir Andrew Witty, Chairman & CEO, GlaxoSmithKline PLC (GSK)

Reception at Aria

5:30 –6:15 p.m.	Open to all Heartland Summit panelists and attendees
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Attendee dinner: Various locations

6:15–9:00 p.m.	<i>Dinner speakers:</i>	Patrick Conway, M.D., CMO, Centers for Medicare & Medicaid Services Reflections on the Heartland Summit panels: Where are the biggest gaps and obstacles to implementing a healthcare system built on value-based healthcare? Omar Ishrak, Chairman & CEO, Medtronic plc (MDT) Expanding on the move to value-based healthcare v
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