# ABHI Texas Trade Mission

## Houston, San Antonio, Austin, Dallas

## 09-13 November

### Sunday 8 November

| Time | Programme |
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| DAYTIME | Delegation free time |
| 19:00-21:00 | **Group Dinner: Pinkerton's Barbecue**<br>*No reservation needed - Just turn up!* |

### Monday 9 November

| Time | Programme |
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| 07:30 | Meet in Marriott Marquis lobby |
| 08:00-09:15 | **Texas Medical Centre**<br><br>**Agenda**<br>• 8 - 8:30am: Breakfast, intro from ABHI and the delegation<br>• 8:30 - 9am: TMC Overview<br>  ○ TMC Medical Campus<br>  ○ TMC Innovation<br>  ○ TMC Venture Fund<br>• 9 - 9:30am: Tour TMC Innovation<br>  ○ Therapeutics Labs<br>  ○ Medical Device Labs<br>• 9:30am: Departure<br><br>Ashley McPhail, Chief External Affairs & Administration Officer |
| 10:00-12:00 | **Memorial Hermann**<br><br>**Attendee list & agenda tbc**<br>• Ini Ekiko Thomas, Vice President Information Technology and Innovation |
| 13:00-15:00 | **Houston Methodist Hospital**<br><br>**Agenda**<br>• 1:00 - 1:15pm, General Overview of Houston Methodist by Homer Quintana, Director of Center for Rapid Device Translation<br>• 1:15 - 1:30pm, Overview of Houston Methodist-Rice Digital Health Institute by Pothik Chatterjee, Executive Director<br>• 1:30 - 1:45pm, Overview of Supply Chain & Vendor Contracting with Houston Methodist presented by Divy Reddy, Senior Director, Senior Corporate Counsel at Houston Methodist<br>• 1:45 - 2:00pm, Reverse pitch from delegation companies (one-minute pitches)<br>• 2:00 - 2:30pm, Individual meetings and discussion (Dr. Martha Gulati with Megi Health; HM Infection Cont with Haigh; D)<br>• 2:30 – 3:00pm, Tour of Bookout Center<br><br>**Attendee List**<br>• Homer Quintana, Director Center for Rapid Device Translation at Houston Methodist<br>• Pothik Chatterjee, Houston Methodist-Rice Digital Health Institute<br>• Divya Reddy, Senior Director, Senior Corporate Counsel at Houston Methodist<br>• Dr. Martha Gulati, Director of the Davis Women's Heart Center at the Houston Methodist DeBakey Heart & Vascular Center<br>• Firas Zabaneh, Senior Director, Infection Prevention and Control<br>• Mohamed Fawaz, Director, Environmental Services and Safety<br>• Michael Metcalf, Senior Manager, Environmental Services and Safety<br>• Silvia Cernea Clark, Public Relations and Events Specialist, Houston Methodist-Rice Digital Health Institut |

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| | • Kirtana Kalidindi, Digital Health Product Specialist |
| 15:30-17:00 | **MD Anderson**<br><br>**Agenda**<br>• 15:30-15:40: ABHI Arrive<br>• 15:40-16:10: Welcome & MD Anderson Overview<br>• Overview of health system, care delivery challenges, innovation priorities, strategic initiatives, areas of interest and technology adoption.<br>• 16:10-16:30: UK HealthTech Introductions<br>• UK companies will have 2 minutes to present their solution<br>• 16:30-17:00: Q&A or Open Networking<br><br>**Attendee List tbc**<br>• Dan Shoenthal, Chief Innovation Officer and Vice President of Innovation |
| | Hotel drop-off: Marriott Marquis |
| 19:00 | **Group Dinner: The Rustic Houston Uptown Park** |

## Tuesday 10 November

| Time | Programme |
|---|---|
| 07:20 | Check-out Marriott Marquis lobby |
| 08:00-10:00 | **My CHN**<br><br>**Agenda**<br>• 08:00-08:10: ABHI Arrive<br>• 08:10-08:30 Welcome & My CHN overview<br>• 08:30-08:40: NHS and Health Innovation Network overview: Ryan Kerstein, Chief Medical Officer, Health Innovation Oxford and Thames Valley<br>• 08:40-09:00: UK HealthTech Introductions<br>• UK companies will have 2 minutes to present their solution<br>• 09:00-09:30: Q&A or Open Networking<br><br>**Attendee list**<br>• Mark Young, Chief Executive Officer<br>• Linh Tran, Chief Financial Officer<br>• William Parker, Chief Pharmacy Officer<br>• Penny Pabst, Chief Administrative Officer<br>• Dennis Shelton, Chief Information Officer<br>• Ezreal Garcia, Senior Vice President, External & Strategic Affairs<br>• Melialoha Bartlett, Senior Vice President of Value- Based Care |
| 10:00-14:00 | Travel to San Antonio (4hr) |
| 14:00-16:00 | **Baptist Health**<br><br>**Agenda**<br>• 14:00-14:10: ABHI Arrive<br>• 14:10–14:35 \| Executive overview: Baptist Health System and working with innovators<br>• 14:35–15:00 \| Delegation pitches – short 90 second overview of their solution<br>• 15:00-15:55 \| Roundtable / networking<br><br>**Attendee List tbc**<br>• Pamela Mote, Chief Strategy Officer, North Central Baptist Hospital<br>• Tripp Lyes, Group Chief Strategy Officer<br>• Scott Herman, Group VP of Business Development |
| 16:15-17:00 | **Singing Hills Surgery Center – MAX 8 PEOPLE**<br><br>**Agenda**<br>• Singing Hills Surgery Center overview<br>• ASC walk-through |

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| | • Conversation with Administrator and Orthopedic Surgeon<br><br>**Attendee list**<br>• Rebecca Leonard, Administrator<br>• Orthopedic surgeon (name tbc)<br>• Rachel Montgomery |
| | Check-in Hotel Valencia Riverwalk |
| 19:30 | **Group Dinner: Domingo** |

## Wednesday 11 November

| Time | Programme |
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| 08:15 | Check-out Hotel Valencia Riverwalk |
| | **Coach to Austin (2 hours)** |
| 10:00-10:45 | **Sendero Health Plans**<br><br>**Agenda**<br>• Welcome and introductions<br>• Understanding Sendero Health Plans and the US payer landscape<br>• Innovation priorities and partnership opportunities<br>• UK HealthTech company introductions and discussion<br>• Close<br><br>**Attendees**<br>• Sharon Elvis, CEO |
| 11:30-13:30 | **Texas Children's**<br><br>**Agenda**<br>• 11:30-11:50 \| Welcome & Texas Children's Hospital Overview<br>• 11:50-12:10 \| Innovation, Digital Health & Technology Adoption at Texas Children's Hospital<br>• 12:10-12:30 \| Delegation Introductions: Participating companies \| 60 seconds each<br>• 12:30-13:30 \| Networking Lunch<br>An opportunity for informal 121 conversations.<br><br>**Attendees list tbc**<br>• Dr. Jeffrey Shilt, President of Austin and Central Texas and a Professor of Orthopaedic Surgery at Baylor College of Medicine |
| 14:00-17:00 | **UK HealthTech Showcase at the Dell Medical School at The University of Texas at Austin**<br><br>**Agenda**<br>14:00-15:00<br>Introduction to Austin<br>• Sarah Llamas, CEO, Austin Healthcare Council<br>• Steve Coffed, Venture Associate, Capital Factory<br><br>15:00-16:15<br>UK HealthTech Showcase<br>• Maarten Rotman, Ph.D. Assistant Dean, Medical Innovation & Entrepreneurship, Assistant Professor<br>• 3-minute pitches to Dell Medical School faculty audience -2-minute Q&A per company-<br>Order:<br>1. David L Rawaf, Chief Clinical Officer, VitVio<br>2. Andrew Wheeler, Director of Market Access and Public Affairs, TidalSense<br>3. Chris Owen-Smith, Co-founder and CEO, Community Dermatology<br>4. Monica Wellejus, Chief Commercial Officer, Ossiform<br>5. David Meek, VP – Global Healthcare Education Specialist, Haigh<br>6. Ines Knezevic, VP Growth, Megi Health<br>7. Harry Lykostartis, CEO, Open Medical,<br>8. Elizabeth Lee, Sr Dir of Product & Consumer Insights, Venture Life |

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| | 16:15-17:00<br>Networking |
| | Hotel drop-off: JW Austin Hotel |
| 19:00 | **Group Dinner: Cooper's Old Time Pit Bar-B-Que**<br>*- no reservation needed* |

## Thursday 12 November

| Time | Programme |
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| 07:40 | Check-out: JW Marriott Austin |
| 08:30-09:30 | **Wilson Sonsini**<br><br>**Content Topics:**<br>• What investors look for in an international company's US growth strategy<br>• Common legal and commercial pitfalls for UK HealthTech companies entering the US market<br>• Protecting and leveraging IP in the US healthcare market<br>• Structuring partnerships with health systems, providers, and strategic industry partners<br><br>Robert Suffoletta, Partner<br>Darius Dills, Partner<br>Inviting Investors + individuals from JP Morgan |
| | Coach to Dallas |
| 14:00-15:45 | **Vizient**<br><br>**Agenda:**<br>• 14:00–14:15 \| Welcome & Introductions<br>• 14:15–14:25 \| Vizient Overview<br>Who Vizient works with, the make-up of its member network and its role within the US healthcare ecosystem.<br>• 14:25–14:35 \| Understanding the GPO Model<br>How the GPO function works, where Vizient sits in the procurement journey and the relationship between Vizient, suppliers and individual health systems.<br>• 14:35-14:45 \| How Vizient Works with Suppliers<br>Typical routes for supplier engagement, contracting and ongoing relationships.<br>• 14:45–15:55 \| What Makes a Supplier Stand Out?<br>What Vizient and its members look for when assessing new suppliers and what UK companies should hav in place before engaging.<br>• 15:55–15:25 \| Interactive Company Q&A<br>Questions from the delegation on contracting, procurement, positioning and routes into member organisations.<br>• 15:25–15:45 \| 121 Conversations & ABHI Depart<br><br>**Attendees**<br>• Adam Fairbourn, Associate Principal<br>• Becky LaGroune, Sr Directo Contract Services |
| | Coach to Dallas (1.5hr) |
| 16:30-19:00 | **Texas Health Resource, Presbyterian Hospital + Dinner**<br><br>**Agenda**<br>• 4:30 Hospital Tour (EU & Virtual Command Center)<br>• 5:15 THR/THD Presentation<br>• 5:45 UK Representative + Company pitches (90 seconds)<br>• 6:15 Dinner & Network<br>• 7:00 Event Concludes<br><br>**Attendees**<br>• Laura Irvine – Senior Executive Vice President and Chief Operating & Growth Officer<br>• Julie Balluck – Chief Nursing Executive<br>• Andy Masica – Chief Medical Officer |

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| | • Savreet Sarkaria – Gastroenterologist<br>• Brian Tibbs – Trauma Medical Director<br>• Thomas Shires – John P. Thompson Chair for Surgical Services, Texas Health Dallas<br>• Todd Richwine – Chief Medical Informatics Officer<br>• Kevin Nguyen – Chair of Medicine, Texas Health Dallas; Medical Director, Sound Hospitalist<br>• Noah Appel – Vascular and Interventional Radiologist<br>• Donald Chitanda – Director of Infection Prevention, Texas Health Dallas<br>• Chris York – President, Texas Health Dallas<br>• Sarah Way – Chief Quality and Medical Officer, Texas Health Dallas<br>• Keith Nichols – Vice President and Chief Operating Officer, Texas Health Dallas<br>• Natalie Whitworth – Vice President, Enterprise Transformation and Integrated Care<br>• Scott Domingue – Chief Operating Officer and Chief Nursing Officer, Behavioral Health<br>• Jackie Wagner – Assistant Vice President, Transformation Management<br>• Josh Floren – Chief Operating Officer, Hospital Channel<br>• Lucy Ariola – Administrative Resident<br>• Sami Lin – Administrative Resident<br>• Julia Le – Administrative Fellow<br>• Brian Assmussen – Vice President, Business Development<br>• Joni Padden – Chief Nursing Informatics Officer<br>• Sonya Flanders – Director, Clinical Virtual Care Delivery<br>• Anya Kim (TOUR ONLY) – Director, Operations Virtual Care Delivery |
| 19:30 | Check-in: Renaissance Saint Elm Dallas Downtown |

## Friday 13 November

| Time | Programme |
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| tbc | Check-out: Renaissance Saint Elm Dallas Downtown |
| 09:30-11:30 | **UT Southwestern**<br><br>**Attendee list & agenda tbc**<br>• Daniel Hommes, M.D., Ph.D, Vice President and Chief Innovation Officer<br>• Kaitlynn Moser, Strategic Partnerships |
| 12:00-14:00 | **Methodist Health System**<br><br>**Agenda**<br>• 12:00:12:15 \| ABHI Arrive<br>• 12:15-12:45 \| Executive overview: Methodist Health System<br>• 12:45-1:15 \| Delegation pitches – short 90 second overview of their solution + Q&A<br>• 1:15-2:00 \| Networking lunch<br><br>**Attendee list**<br>• Jim Scoggin, CEO<br>• John Myers, MD, President, Methodist Medical Group<br>• Jolyn Angus, PhD, Senior Vice President and Chief Nursing Executive<br>• Shannon Huggins, Senior Vice President, Contract Strategy and Population Health |
| 14:30 | **Group Activity: Reunion Tower**<br>Purchase tickets on the door ($19) |
| | Coach to Dallas Ft Worth Intl |
| 21:00 | Flight to London |
| **Programme end.** | |