



## Harvest of Knowledge – Annual Conference

NEW YORK UPSTATE  
SECTION

AACC  
Better health through laboratory medicine.

CLMA\*  
THE RESOURCE FOR LABORATORY PROFESSIONALS

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!



**BODY of KNOWLEDGE**  
for  
Medical Laboratory Management

CLMA\*

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](http://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>

## HARVEST OF KNOWLEDGE - ANNUAL CONFERENCE AGENDA

### Thursday, November 13, 2014

7:30 AM - 8:30 AM	<b>Registration</b> Registration
8:30 AM - 10:00 AM	<b>Dr. Y. Victoria Zhang: Teambuilding Skills for Clinical Laboratory Leaders</b>
10:00 AM - 11:00 AM	<b>Exhibit Hall</b> Visit the Exhibits in The Exhibit Hall
11:00 AM - 12:00 PM	<b>Dr. Charles Hawker: What a Laboratory Needs to do to reach Six Sigma Quality</b>
12:00 PM - 1:30 PM	<b>Lunch and Exhibits</b>
1:30 PM - 2:30 PM	<b>Dr. Chohan: Andrology</b> Sponsored by Upstate Pathology Laboratory
2:30 PM - 3:30 PM	<b>Ron Riffle: How do I present a request for new equipment?</b> Objectives: Inform the audience of basic processes in developing an internal request for new equipment. Presentation Outline: <ul style="list-style-type: none"><li>• Why do I NEED the new instrumentation?</li><li>• How will this impact current staffing?</li><li>• What is the projected basic cost per test?</li><li>• What is the projected revenue with this equipment?</li><li>• What is the current basic cost per test?</li><li>• What is the current projected revenue?</li><li>• What is the proposed financial impact of this change?</li></ul> Sponsored by Amerinet.
3:30 PM - 3:45 PM	<b>Break</b>
3:45 PM - 5:00 PM	<b>Stephanie Shulman: NYSDOH Updates</b>
5:00 PM - 7:00 PM	<b>Wine and Cheese</b> Networking in the Exhibit Hall. Cash bar.
7:00 PM	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.

## **HARVEST OF KNOWLEDGE - ANNUAL CONFERENCE AGENDA**

### **Friday, November 14, 2014**

7:30 AM - 8:30 AM	<b>Registration</b>
8:30 AM - 10:00 AM	<b>Paul Epner: The New Imperative - Crating a Value-Driven Clinical Laboratory</b> 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	<b>Awards and Recognition - Lecture Hall</b>
10:30 AM - 11:30 AM	<b>Exhibit Hall</b>
11:30 AM - 12:30 PM	<b>Vendor Exhibits and Lunch</b>
12:30 PM - 1:30 PM	<b>Margaret Johnson, RN: Management Coaching 1:1 with a Manager/Supervisor</b> Sponsored by Mayo Medical Laboratories
1:30 PM - 2:30 PM	<b>Dr. Paul M. Yip, PhD, FCACB,DABCC: Interpreting CLSI EP23-A</b>
2:30 PM - 2:45 PM	<b>Break</b>
2:45 PM - 3:45 PM	<b>Speaker sponsored by Quest Diagnostics.</b>
3:45 PM - 4:00 PM	<b>Door Prizes</b> 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