

## PATRICK E. CARROLL PRESENTATIONS

1. "Continuum of Care for the Elderly," Seniors in Retirement, Pebble Beach, CA, June 1984.
2. "Materials Managers Gaining New Importance Under DRGs," Hospital Satellite Network, Santa Monica, CA, July 1984.
3. "Effects of PPS on Hospital Purchasing," Medical Surgical Marketing Research Group, San Francisco, CA, October 1984.
4. "Auditing the Effectiveness of the Materials Management Department," Association of Western Hospitals, Los Angeles, CA, April 1985.
5. "Community Based Long Term Care, Applying Lessons Learned from National Demonstrations and Local Community Experiences," National Council on Aging, San Francisco, CA, April 1985.
6. "How to Centralize Materials Management and Sell it to your Boss," Hospital Materials Management Congress and Exposition, Washington, D.C., April 1985.
7. "Building Communication Bridges in the O.R.," Hospital Materials Management Congress and Exposition, Washington, D.C., April 1985.
8. "Employee Productivity Measures," California Association for Health Services at Home, Palm Springs, CA, May 1985.
9. "Measuring Productivity," San Joaquin Chapter, California Association of Purchasing Agents and Materials Managers, Fresno, CA, May 1986.
10. "Effectively Managing the Change Process," Annual Conference, American Society for Hospital Materials Management, Toronto, ON, July 1986.
11. "Self Auditing Department Operations," Rocky Mountain Chapter, American Society for Hospital Materials Management, Vail, CO, September 1986.
12. "Self Auditing Materials Management," Pacific Range Chapter, California Association for Materials Management and Purchasing, Los Angeles, CA, February 1987.
13. "Putting It All Together Measuring Success," Southern California Chapter, Healthcare Financial Management Association, Whiter, CA, March 1988.
14. "State of the Art Materials Management," Kansas Society for Hospital Materials Management, Salina, KS, April 1988.

## PATRICK E. CARROLL

### PRESENTATIONS

15. "State of the Art Materials Management," Annual Meeting, The Healthcare Forum, Anaheim, CA, April 1988.
16. "Evaluating the Effectiveness of Materials Management Operations," Annual National Institute, Healthcare Financial Management Association, Washington, D.C., June 1988.
17. "Cost Management and Expense Control for Healthcare Managers," Annual National Institute, Healthcare Financial Management Association, Washington D.C., June 1988.
18. "Creative Materials Management: Doing More with Less," Annual Conference, American Society for Hospital Materials Management, New Orleans, LA, August 1988.
19. "State of the Art Materials Management," Hospital Association of Purchasing and Materials Management of Western Pennsylvania, Monroeville, PA, March 1989.
20. "Evaluating the Effectiveness of Materials Management Operations," New England Healthcare Assembly, Boston, MA, March 1989.
21. "Effective Materials Management Operations," Annual Meeting, The Purchase Connection, Palm Springs, CA, April 1989.
22. "Assessing Materials Management Performance," Southeastern Hospital Conference, Nashville, TN, May 1989.
23. "Financial Analysis for Materials Management," Annual Conference, Health Care Materiel Management Society, Long Beach, CA, May 1989.
24. "Materials Management in an Electronic Age," Annual Conference, Health Industry Business Communications Council, Philadelphia, PA, June 1989.
25. "National Inventory and Supply Analysis," Annual Conference, American Society for Hospital Materials Management, Chicago, IL, August 1989.
26. "Positioning for Success," 3M Roundtable Discussion, Dallas, TX, October 1989.
27. "Maximizing Materials Management Effectiveness," Pennsylvania Materials Management Statewide Meeting, State College, PA, October 1989.
28. "Group Purchasing in the 90's," Joint Purchasing Corporation, New York, NY, December 1989.
29. "Materials Management in 1990," Chicago Metro Chapter, Health Care Materiel Management Society, Chicago, January 1990.

## PATRICK E. CARROLL PRESENTATIONS

30. "What Materials Managers Expect from Central Service," Annual Conference, American Society of Hospital Central Service Personnel, Las Vegas, NV, September 1990.
31. "Value Analysis," Annual Conference, American Society of Hospital Central Service Personnel, Las Vegas, NV, September 1990.
32. "Materials Management in the 90's: Positioning for Success," Wisconsin Hospital Purchasing and Materials Management Society, Egg Harbor, WI, October 1990.
33. "Administrative Expectations of Materials Management," International Association of Hospital Central Service and Materials Management, Montreal, QU, November 1990.
34. "Materials Management in the O.R.," VHA West Los Angeles, CA, December 1990.
35. "Stockless/Just-in-Time: Boon or Bust," Annual Users Conference, McFaul & Lyons, Inc., Philadelphia, PA, April 1991.
36. "Materials Management Financial Management: A Strategic Alliance," Annual National Institute, Healthcare Financial Management Association, Orlando, FL, June 1991.
37. "Establishing Alliances with Financial Management," Annual Conference, American Society for Hospital Materials Management, Anaheim, CA, July 1991.
38. "Leadership in Materials Management," VHA Pacific Materials Management Forum, Walnut Creek, CA, October 1991.
39. "Inventory Solutions for Health Care Providers," International Conference and Exposition, American Production and Inventory Control Society, Seattle, WA, October 1991.
40. "JIT/Stockless Inventory," VHA Southwest Materials Management Directors Meeting, Dallas, TX, October 1991.
41. "Value Analysis," VHA West, Los Angeles, CA, November 1991.
42. "The World of Healthcare Materials Management," Pyxis Corporation, Annual Sales Meeting, San Diego, CA, January 1992.
43. "OR ... Reducing Unofficial Inventory," The Purchase Connection, Regional Materials Management meetings, Los Angeles, CA, February 1992.
44. "OR... Reducing Unofficial Inventory," Southern California Chapter, Healthcare Financial Management Association, Anaheim, CA, February 1992.

## PATRICK E. CARROLL PRESENTATIONS

45. "Bundling Charges," Southern California Chapter, Healthcare Financial Management Association, Whittier, CA, July 1992.
46. "Managing Supply Costs by Product Line," Annual Conference, American Society for Hospital Materials Management, Denver, CO, July 1992.
47. "Managing Supply Costs by Product Line," VHA West, Los Angeles, CA, September 1992.
48. "Managing Point of Use Inventory: The Cath Lab," Annual Conference, American Society for Healthcare Materials Management, Orlando, FL, August 1993.
49. "Quality in Materials Management Systems", Purchase Connection, Palm Springs, CA, April 1993.
50. "Managing Supply Costs by Product Line," Pennsylvania Materials Management Statewide Meeting, State College, Pa, October 1993.
51. "Materials Management – It Is Not Just Low Prices," American Association for Homes for the Aging," San Diego, CA, October 1993.
52. "Measuring Supply Costs Against Patent Activity," National Association of Healthcare Supply Managers, Bournemouth, Great Britain, November 1993.
53. "The Future," Western States Healthcare Materials Management Association, Spokane, WA, March 1994.
54. "Value Analysis," The Iowa Society of Health Care Purchasing and Materials Management, Des Moines, IA, April 1994.
55. "Monitoring Supply Costs by DRG/Product Line," The Iowa Society of Health Care Purchasing and Materials Management, Des Moines, IA, April 1994.
56. "The Future," The International Association of Healthcare Central Service and Materiel Management," Tulsa, OK, May 1994.
57. "Monitoring Supply Costs by DRG/Product Line," Southern California Society for Healthcare Materials Management, Orange, CA, June 1994.
58. "Value Analysis," Columbia/HCA Healthcare Corporation, Annual Materials Management Conference, Louisville, KY, July 1994.
59. "Materials Management New Ideas in A Dynamic Environment," Prudential Health Services, Materials Management Forum, Atlanta, GA, August 1994.

## PATRICK E. CARROLL PRESENTATIONS

60. "Driving Costs From the System: Application of Value Analysis," American Society for Healthcare Materials Management, Ft. Worth, TX, August 1994.
61. "Measuring Materials Management," St. Joseph's Health System, Materials Management Conference, Ft. Worth, TX, August 1994.
62. "Total Delivered Cost," Kaiser Permanente, Materiel Management Functional Group Meeting, Pasadena, CA, September 1994.
63. "Excellence in Materials Management," Hospital Purchasing and Materials Management Association of Western Pennsylvania, Pittsburgh, PA, November 1994.
64. "Capitated Contracts: Problems and Opportunities," Massachusetts Society for Healthcare Materials Management, Randolph, MA, December 1994.
65. "Monitoring Supply Costs by Product Line," Shared Health Services, Annual Image Show, Stevens Point, WI, March 1995.
66. "Future Concepts of Materials Management," Southern California Chapter, American Society for Healthcare Materials Management, Newport Beach, CA, May 1995.
67. "Capitated Contracts – Problems or Opportunities," ALLHealth Group Purchasing Regional Conference, Harrisburg, PA, June 1995.
68. "Proven Strategies for Reducing Non-Salary Expenditures," Puerto Rico Hospital Association, Bayamon, PR, July 1995.
69. "Driving Costs Out of the System: Orthopedic Implants," American Society for Healthcare Materials Management, Las Vegas, NV, July 1995.
70. "Managing Total Delivered Costs Through Re-engineering," American Society for Healthcare Materials Management, Las Vegas, NV, July 1995.
71. "Reductions in Non-Labor Expenses: A Case Study," American Osteopathic Hospital Association, Naples, FL, September 1995.
72. "Opportunities in Materials Management," Western States Society for Healthcare Materials Management, Portland, OR, October 1995.
73. "Materials Management Performance Measures," The Purchase Connection Regional Conference, Honolulu, HI, October 1995.
74. "Managed Care Perspectives in Materials Management," Pennsylvania Statewide Conference, State College, PA, October 1995.

## PATRICK E. CARROLL PRESENTATIONS

75. "Capitated Contracts – Opportunities or Threats," Pennsylvania Statewide Conference, State College, PA, October 1995.
76. "Insourcing Materials Management," Southern California Chapter, American Society for  
77. Healthcare Materials Management, Irvine, CA, May 1996.
78. "Insourcing – The Unique Alternative," Southeastern Pennsylvania Chapter, American  
79. Society for Healthcare Materials Management, Philadelphia, PA, May 1996.
80. "Insourcing Materials Management," Annual Conference, American Society for Healthcare Materials Management, Nashville, TN, August 1996.
81. "Measuring Materials Management," Annual Conference, American Society for Healthcare Materials Management, Nashville, TN, August 1996.
82. "Measuring Materials Management," Ozark Chapter, International Society for Healthcare Central Service and Materiel Management, Mt. Vernon, MO, September 1996.
83. "Insourcing Materials Management," AllHEALTH Client Meeting, Philadelphia, PA, September 1996.
84. "Insourcing Materials Management," AllHEALTH Client Meeting, Harrisburg, PA, September 1996.
85. "Bundled Charges," Annual Conference, International Society for Healthcare Central Services and Materiel Management, Indianapolis, IN, November 1996.
86. "A Professional Approach to Contract Negotiation, Louisiana Hospital Association, New Orleans, LA, March 1997.
87. "Future of Materials Management," Annual Meeting, International Association of Healthcare Central Services and Materiel Management, Dallas, TX, May 1997.
88. "Material Management Course Overview," Annual Meeting, International Association of Healthcare Central Services and Materiel Management, Dallas, TX, May 1997.
89. "Measuring Materials Management," Southern California Society for Healthcare Materials Management, Irvine, CA, November 1997.

## PATRICK E. CARROLL PRESENTATIONS

90. "Consolidating Materials Management in an Integrated Delivery Network," Annual Conference, American Society for Healthcare Materials Management, Atlanta, GA, August 1997.
91. "Consolidating Materials Management in an Integrated Delivery Network," Fall Forum, Sioux Valley Health Systems, Sioux Falls, SD, September 1997.
92. "Materials Management Now and in the Future," South Dakota Association of Healthcare Materials Management, Sioux Falls, SD, September 1997.
93. "Developing and Implementing a Benchmarking Program for the OR." AIC Conferences, Orlando, FL, September 1997.
94. "Value Analysis." San Joaquin Chapter, California Association of Hospital Purchasing and Materials Management, Visalia, CA, September 1997.
95. "Preparing Materials Management for the Next Millennium – The U.S. Perspective," Annual Meeting, National Association of Health Care Supply Managers, Belfast, Northern Ireland, October 1997.
96. "Consolidating Materials Management in an Integrated Delivery Network." Northeastern Indiana Chapter, National Association of Purchasing Management, Fort Wayne, IN, November 1997.
97. "Consolidating Materials Management in an Integrated Delivery Network." IRR Conferences, Atlanta, GA, January 1998.
98. "Preparing Materials Management for the Next Millennium," Sioux Valley Health Network," Sioux Falls, SD, April 1998.
99. "Comprehensive Cost Reduction in an Integrated Delivery Network." Annual Conference, American Society for Healthcare Materials Management, Chicago, IL, August 1998.
100. "Improving Supply Chain Management." Annual Conference, American Society for Healthcare Materials Management, Chicago, IL, August 1998.
101. "Measuring Materials Management." Indiana Hospital Purchasing and Materials Management Association, Indianapolis, IN, September 1998.
102. "Comprehensive Cost Reduction in an Integrated Delivery Network." Annual Conference, California Association of Hospital Purchasing and Materials Management, San Diego, CA, November 1998.

## **PATRICK E. CARROLL**

### **PRESENTATIONS**

103. "Charging for Procedural Analyses." International Association of Hospital Central Service and Materiel Management, Monterey Park, CA, February 1999.
104. "Healthcare Finance 101, How to Cope with the Fundamentals," International Association of Hospital Central Service and Materiel Management, Monterey, Park, CA, May 2000.
105. "A Tool for the Balanced Budget Act/Reducing Non-Salary Expense," North Carolina Chapter, Healthcare Financial Management Association, Summer Meeting, Myrtle Beach, SC, August 2000.
106. "Managing the OR Inventory," International Association of Hospital Central Service and Materiel Management, Birmingham, AL, November 2000.
107. "Activity Based Costing", California Association of Healthcare Purchasing and Materials Management, Shell Beach, CA , October 2001.
108. "Revitalizing the Supply Chain," International Association of Hospital Central Service and Materiel Management, Orlando, FL, May 2002.
109. "Demystifying Group Purchasing and Other Cost Savings Ideas for Providers," Healthcare Financial Management Association, Alabama Chapter, Birmingham, AL, March 2003.
110. "Optimizing the Supply Chain," Alabama Society for Healthcare Materials Management, Orange Beach, AL October 2003.
111. "Demystifying Group Purchasing and Other Cost Savings Ideas for Providers," Alabama Society for Healthcare Materials Management, October 2003.
112. "Activity Based Costing," International Association of Hospital Central Service and Materiel Management, Long Beach, CA, May 2004.
113. "Effective Management of the Healthcare Supply Chain", Healthcare Financial Management Association, Las Vegas, NV, January 2007.
114. "Effective Management of the Healthcare Supply Chain", Alabama Society for Healthcare Materials Management, Orange Beach, AL, October 2007.
115. "Effective Management of the Healthcare Supply Chain", Healthcare Financial Management Association, Lake Oconee, GA, January 2010.
116. "Maximizing the Value of the Supply Chain to the C-Suite", Amerinet Member Conference, Orlando, FL, May 2011.

**PATRICK E. CARROLL  
PRESENTATIONS**