

IMDA Mid-Year Workshop

June 22-23, 2000

Las Vegas

Conference Highlights

- How can IMDA members take advantage of Novation's historically-underutilized-business program? *Traci Kirchenbauer, Novation, Irving, TX*
- How will Neoforma attract buyers and sellers to its site, and what is the significance of its newly established relationship with Novation? *Wayne Kay, Neoforma.com, Santa Clara, CA*
- What will materials managers expect from their suppliers when it comes to e-commerce? *Al Cook, St. Francis Medical Center, Monroe, LA*
- How can IMDA members create killer websites? Should e-commerce be part of them? Some things to consider. *John Haveles, Intervise, McLean, VA*
- How can we bring our businesses beyond contact management to true customer relationship management? *Ben Meredith, B&B Consulting Services, Ashland, VA; and Charlie Cresine, Surgical Resources Inc., Ashburn, VA*
- How can IMDA members build strong bonds with new-technology companies and their financial backers? *Rick Davies, Vector Resources, Salt Lake City, UT*
- What are manufacturers saying about GPOs? What's new with the reprocessing issue? *Steve Northrup, Medical Device Manufacturers Association, Washington, DC*

Plus the second annual Manufacturers Forum, an opportunity for IMDA members to talk business with manufacturers of specialty devices.