



PRE-SHOW PLANNER



HTM MIXER

INDY

THE WESTIN • INDIANAPOLIS, IN

MAY 2-3, 2024

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THIS EVENT IS IN LIEU OF THE IBS 2024 CONFERENCE.



# HTM MIXER

THE WESTIN • INDIANAPOLIS, IN

What is an HTM Mixer? Think of it as MD Expo 2.0 – a slightly modified, smaller, shorter-duration event that still provides valuable continuing education, networking and vendor engagement opportunities.

HTM Mixers serve as a regional conference for HTM professionals eager to earn continuing education credits, explore solutions in an exhibit hall and network with peers.

Learn more at [htmmixer.com](http://htmmixer.com).

## SCHEDULE

### THURSDAY, MAY 2, 2024

2 pm Registration

3:30-5 pm Members Meeting

5-6:30 pm Welcome Reception

3 pm Exhibit Hall Set-Up

### FRIDAY, MAY 3, 2024

7 am Registration

7 am Exhibitor Set-up

8:30-9:30 am Education

10-11 am Education

11 am-2 pm Exhibit Hall

2-3 pm Education

3:30-4:30 pm Education

4:30-6 pm Happy Hour



# EDUCATION

**FRIDAY, MAY 3**

**8:30-9:30 AM**  
**The Importance of ACI Certification**



*Chontae Meeks, Senior Coordinator Certifications, AAMI*

This presentation will provide detailed insight on the benefits of acquiring, qualifications, and expectations on maintaining certification. This certification program recognizes healthcare technology management professionals whose practices reflect a high degree of knowledge about medical devices and clinical practices as well as skills in implementing electro-mechanical talents in the repair and maintenance of devices used in the delivery of healthcare. By achieving ACI certification this indicates that the certification candidates have demonstrated a broad knowledge skill set in their specific certification area.

**Introduction to Contrast Injectors**



*Stephen Maull, Owner, Maull Biomedical Training, LLC*

This course will teach the purpose of contrast injectors, the principles of why the different parameters are selected when performing an injection and the general components of contrast injectors as well as general operations and items of interest when performing a PM.

**Are You Maximizing Potential with Your CMMS? 6 Ways to Evaluate Your ROI**



*Joe Stockman, Director of Product Experience, FSI*

Healthcare technology professionals are relying on their CMMS software more than ever before for operational and regulatory compliance, managing a complete asset inventory, and maintaining medical

equipment. All of these functions require a reliable, streamlined product that alleviates challenges and improves efficiency. Evaluating whether you're getting the best ROI from your CMMS requires you to consider whether your system provides six key functionalities. Attendees of this session will discover what these capabilities are, the ways in which they deliver ROI, and how they can evaluate their current CMMS solution to determine whether they are getting the best possible ROI.





# EDUCATION *CONT.*

**10:00-11:00 AM**

## **How HTM Departments Can Prepare for Right-to-Repair Changes**



*Glenn Schneider,  
Chief Service  
Officer, Elite  
Biomedical  
Solutions*

Biomedical asset buyers prioritize high-quality equipment for effective care delivery, risk management, and ROI. While third-party replacement parts offer advantages like availability and affordability, not all meet OEM quality standards. Poor-quality parts can compromise device performance, impacting patient care and safety. Decision-makers must assess the quality practices of potential third-party partners to ensure reliable replacement parts, keeping devices operational, facilities compliant, and patients safe. If you're vetting third-party manufacturers' quality management, we'll guide you through the necessary steps.

## **HTM Insight: Longitudinal Analysis of Maintenance & Repair Contracts**



*Brandon Anaya, Vice  
President,  
Enterprise  
Sales,  
PartsSource*

This session presents useful data from a new study that quantifies factors impacting cost, quality and productivity. This analysis includes U.S. health systems data, an observational survey from more than 100 hospitals, time and motion studies, and a data warehouse analysis (100K service contracts and 500K service events and over 35M data points). This presentation will include a discussion regarding implications on portfolio complexity, time consumption, cost variability, vendor monitoring, and risk management. Participants will learn how their organization compares against these benchmarks and identify opportunities to improve financial and operational performance.

## **Comparing Phaco Systems**



*John Weymouth,  
CEO/Owner,  
Medisurg*

Participants will learn the differences and similarities of different phaco systems.

**2:00-3:00 PM**

## **All in the Family: Building Teams by Bridging Generational and Demographic Gaps**



*Mark Cooksey,  
DME Quality  
Engineer,  
Norton  
Healthcare*

Never have HTM staffs been comprised of such diverse generational, experiential, and demographic backgrounds. Join us as we explore the nuances of effective communication within diverse teams. Recognizing that we spend more time with our 'work families' than our home families, understanding and navigating these differences, including preferred communication styles, is essential for fostering collaboration, enhancing





teamwork, and ultimately optimizing HTM outcomes. Whether you're a seasoned professional or a newcomer to the field, this session offers valuable insights, practical tools, and strategies to bridge these gaps effectively. Let's navigate this dynamic 'family' landscape together, recognizing and embracing the preferred communication styles of each generation, and creating a workplace where every unique perspective is valued and contributes to the collective success of HTM.

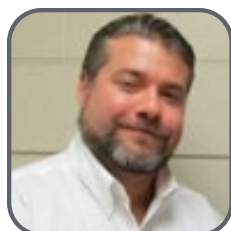
### **Becoming an Expert in Service**



*Hobie Sears,  
Director of  
Training,  
Field Service,  
NA, Probo  
Medical*

A presentation of several topics that will provide insight into becoming an expert in service. This talk geared toward those on the front lines of the HTMA industry. The presentation will cover both technical and non-technical topics that will guide your path toward being an expert in service.

### **Give Me an Hour, And I Will Get Your Day Back**



*Shawn  
Molloy,  
System  
Director,  
Trimedx*

Join me as we share time and work management systems and hacks. Whether

your goal is to increase your work volume for that promotion or balance your work life with your personal life this course is full of ideas, shortcuts, and strategies to get you there.

### **3:30-4:30 PM**

#### **Challenges of a One-man Biomed Shop at a Critical Access Facility**



*Earl Morris,  
BMET,  
Harrison  
County  
Hospital*

Learn what it takes to run a one-man biomed department at a critical access facility. This presenter will provide key ingredients that allow him to successfully manage HR, time management, service contracts, procurement, C-Level communication, and more.

#### **Making Sense of Cybersecurity for HTM**



*Ryan Gonzalez,  
Director, HTM  
Cybersecurity,  
Sodexo*

The objective of this presentation is to give HTM professionals actionable risk reduction actions for cybersecurity. We often find that this space is full of governance models, monitoring software and awareness, but does not give onsite technicians and



managers guidance on where to start or specific actions to take. In today's cyber landscape, the bare minimum cybersecurity practices are no longer good enough.

#### **AIAT & Service Access for Modern Diagnostic Imaging Systems**

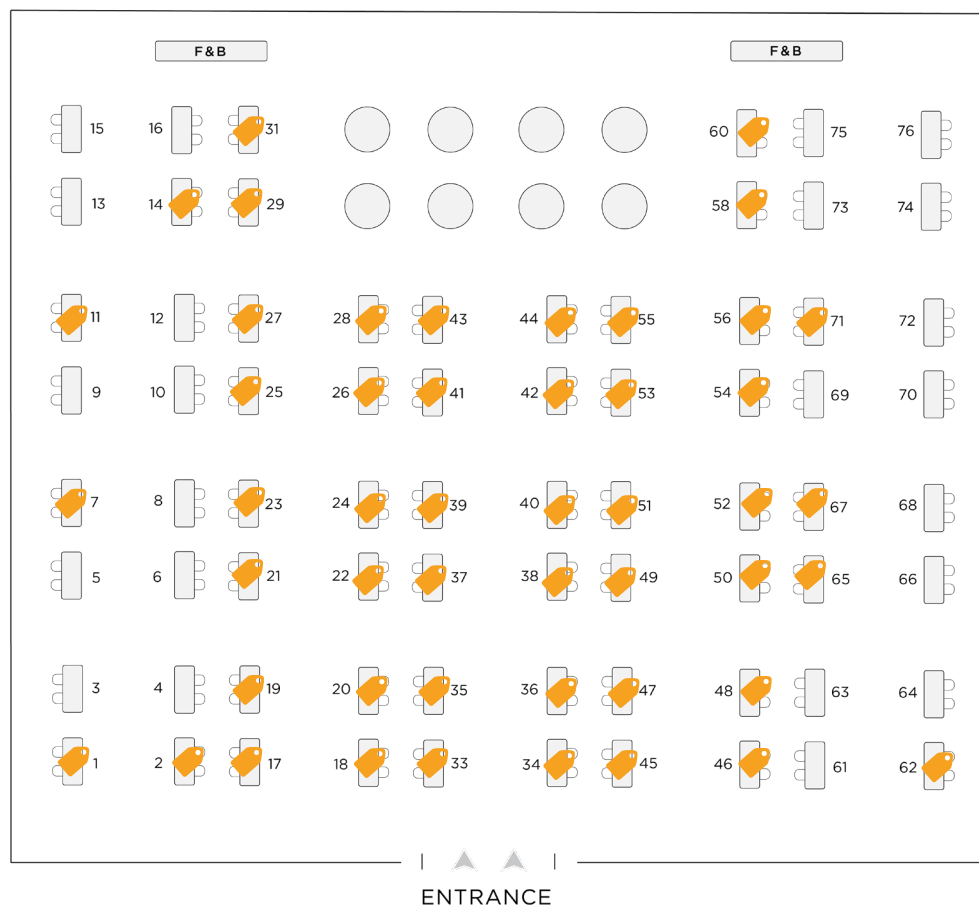


*Todd  
Boyland,  
CEO, RSTI*

This presentation is designed to provide today's medical imaging service engineers with an overview of service access used on modern imaging systems. We will discuss what service access requirements must be met by OEMs, as well as the responsibilities of the imaging engineer during repairs. We will also discuss how each OEM handles service keys and service access, as well as examples from various OEMs.



# EXHIBITOR INFO



**Table Top \$1,895**  
**(1) 6' skirted table**  
**(2) chairs**  
**(2) booth personnel**  
**Company listing on the**  
**conference website**

= SOLD

## Payment and Cancellation Policies

### Booth Payment(s):

Payment methods for exhibit booth reservations include credit cards or payment by check. Invoices are due within 14 days of the invoice being issued.

### Refund policy:

All booth space cancellations or reductions in space must be in writing. If cancellation is received 91 days or more prior to the event, a refund, minus a \$250

cancellation fee will be made. No refunds will be made for contracts cancelled 90 days or less before the event. If a purchase order (terms net 20) is issued, this will be considered the same as cash, and all rules regarding the refund policy will apply. In the event of cancellation/withdrawal, MD Publishing shall have the right to use said space to suit its own convenience, including selling the space to another exhibitor, without any rebate or allowance to the canceled exhibitor.





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# HTM MIXER INDY

## REGISTRATION INFORMATION

### HOSPITAL EMPLOYEE

# FREE\*

Free with discount code: **24Mixer-Indy**

**Includes:**

- Educational seminars
- Exhibit hall entrance
- Networking events

### NON-HOSPITAL EMPLOYEE

# \$200/person

**Includes:**

- Educational seminars
- Exhibit hall entrance
- Networking events

### PARKING

- On-Site Parking Daily: \$45/day
- Valet Daily: \$52/day

\*ONLY available to individuals employed with a hospital, health care facility, or are active military/students. Proof of employment required.

## THE WESTIN

241 W Washington St., Indianapolis, IN 46204

**Hotel Phone:** (317) 262-8100

**Booking Online:** [htmmixer.com/location](http://htmmixer.com/location)

**Group Rate:** \$189/night

**Deadline for Group Rate:** April 11, 2024  
(Group rate may sellout prior to deadline)

**Group Code:** HTM Mixer

**Book Now!**



### ALTERNATE PARKING OPTIONS

**Plaza Park Garage**  
109 S Capitol Ave,  
Indianapolis, IN 46225  
Over 4 Hours: \$26.00  
**Event Parking: \$20.00**

**Circle Center Mall: World of Wonders Garage**  
100 S. Illinois St.  
Indianapolis, IN 46204  
6-12 Hours: \$20.00  
12-24 Hours: \$24.00  
**Event Parking: \$25.00**

**VISIT [HTMMIXER.COM](http://HTMMIXER.COM) TO REGISTER.**