

## COME FOR THE EDUCATION, STAY FOR THE EXPERIENCE

At this year's OR Business Management Conference, education comes first. Whether you are focused on OR efficiency, block scheduling, patient throughput, or finding the latest technology to use in the OR, the OR Business Management Conference is your best choice to further your career. Focused specifically on business efficiencies and best practices of the OR, the conference contains six breakout session tracks for you to build your own experience.

### TRACKS INCLUDE:



Financial Management



Data Management and Analytics



Operations



Performance Improvement/Quality



Supply Chain and Materials Management



Technology

## SAVE TOWARD YOUR BOTTOM LINE

The OR Business Management Team has made it affordable for you to get your whole team together in San Diego. We know your travel and education budgets are tight — that's why we are offering discounted team rates. The more people who go, the more everyone saves.

- **Group Rate:** When two to four people register in a group, each additional person will receive 15% off the cost of registration with code **GROUP**.
- **Additional Group Plans:** If you are interested in sending five or more people to the conference, take advantage of our group plan options. For more information, contact Camilo Cuba, Marketing Director at [ccuba@accessintel.com](mailto:ccuba@accessintel.com).

## MEET. ENGAGE. CONNECT.

Develop lasting relationships with others in the perioperative field who are taking on the same challenges as you. Maximize your time in San Diego by attending as many networking opportunities as possible. Take advantage of the hors d'oeuvres at the Kickoff Party while mingling with fellow OR Directors, Managers, and Supervisors or enjoy a hot cup of coffee while chatting with exhibitors on the show floor.



**NEW ideas.**



**NEW opportunities.**



**NEW connections.**



**NEW resources.**

Below is a chart detailing common facility needs and how your attendance at the conference can help you meet them. Make a chart of your own; edit and add sessions you will attend and present it along with your letter and expense form to your supervisor.

YOU NEED:	OR BUSINESS MANAGEMENT CONFERENCE PROVIDES:
<p><b>The latest technology and systems to help make your OR work as efficiently as possible to improve patient throughput.</b></p>	<p>An exhibit hall with more than 40 exhibitors to meet all your OR needs, with items ranging from sterilization containers and scrubs to data systems and analytics.</p> <p>Six education tracks to help you build a personalized schedule and more than 30 breakout sessions to find exactly what you are looking for.</p>
<p><b>An opportunity to mingle with perioperative professionals, new and experienced.</b></p>	<p>Various informal networking events that are entertaining and engaging — including Dessert with Exhibitors, Networking Breakfast, and other networking breaks located in the exhibit hall.</p> <p>2 Pre-Conference Workshops that give you the chance to work with other professionals and build on each other's skills.</p>
<p><b>Tried and true methods for improving efficiency for your OR management to share with your team.</b></p>	<p>More than 40 education sessions to choose from to gain insight to bring back to your facility and see immediate results.</p> <p>Expert perioperative professionals who share their experiences during breakfast and lunch keynotes and provide tools for attendees to take home.</p>
<p><b>To refresh your knowledge on OR basics, keep learning more and get some of your burning questions answered.</b></p>	<p>Continuing education credits can be earned by attending breakout sessions, keynotes, and pre-conference workshops, as well as exhibitor presentations on the show floor.</p> <p>Q&amp;A time at the end of sessions to ask your burning questions and get the answers you've been looking for to make your facility a well-organized machine.</p>

## EXPENSE REPORT

CONFERENCE EXPENSES	COST SAVINGS TIPS	COSTS
Conference Registration	<ul style="list-style-type: none"> <li>Register before September 4 to lock in early bird registration prices.</li> <li>Register with a group of 2 to 4 people and automatically get 15% off with code <b>GROUP</b></li> <li><i>OR Manager</i> subscribers save 20% with code <b>ORMSUB</b>.</li> <li>Ask about facility-wide discounts.</li> </ul>	\$ _____
Hotel	<ul style="list-style-type: none"> <li>Take advantage of our special reduced rate at the Sheraton San Diego Hotel &amp; Marina.</li> <li>Share a room with a colleague.</li> </ul>	\$ _____
Transportation	<ul style="list-style-type: none"> <li>Book your flight soon before prices go up.</li> <li>If you are close enough to drive, consider carpooling with colleagues.</li> <li>Share a cab from the airport.</li> <li>Take advantage of the complimentary shuttle service from the San Diego airport (Mon-Sun: 5am – 12am).</li> </ul>	\$ _____
Meals	<ul style="list-style-type: none"> <li>Save by attending daily breakfast and lunch functions, breaks and receptions during the conference.</li> </ul>	\$ _____

Below you'll find a "justification letter" template – a letter to your supervisor/manager explaining all of the benefits you'll get from attending the 2021 OR Business Management Conference.

This general template will get you started while allowing you to customize it to you and your organization's particular needs.

**Letter to Manager/Supervisor**

[Date]

Dear [Supervisor's name],

Meeting budget requirements, improving efficiencies and patient throughput, and making the best use of technology are among our daily challenges. Changes in regulations and recommended practices, reduced reimbursements, and increased Medicare penalties are others—which is why continuing education is so vitally important.

The **2021 OR Business Management Conference**, which takes place February 7-10 in San Diego, is a premier educational opportunity for operating room business managers, directors, and other perioperative services professionals. Leading industry experts will present on topics such as data analytics, staffing and scheduling efficiencies, cost and waste reduction, and supply chain management.

Attending this conference will help me understand how to analyze cost components, learn ways to streamline processes and maximize resources, and develop tools we can use at our facility. Topics to be covered include:

- Bundled payment programs
- Data and productivity benchmarks
- Sustaining cost reductions year after year
- Incentivizing productivity
- Data analytics
- Reducing waste through standardization of surgical preference cards
- Value-based education for clinicians
- And much more!

I've provided a couple of documents for your review. There is a breakdown of costs to attend the conference and a benefits worksheet that specifically targets our facility's current needs and how attending this event will help provide solutions.

I would welcome the opportunity to interact with presenters and colleagues, plus learn about the latest tools and systems available at the **2021 OR Business Management Conference**. I am eager to hone my financial management skills and find ways to streamline our processes. This would seem to be a wise investment in education and training, and I look forward to discussing this with you.

Sincerely,

[Your name here]