Winnipeg Regional Health Authority  
Supply Chain Relations Committee

Vendor Member Voting Process

Established in September 2004, the Supply Chain Relations Committee has twelve members; six from the vendor community, three from WRHA Contracting Services staff, and two from the Regional Materiel Management Committee.

The Supply Chain Relations Committee considers and discusses regional supply chain issues and puts forward suggestions for improvements. The committee formulates initiatives as a result of the Supply Chain Forums held every two years, and on other topics and issues on an ongoing basis in the course of business between WRHA Logistics Services and its vendor community. The committee is also responsible for communicating with stakeholders within their respective supply chain areas.

Nominations have been received from the vendor community to fill six vendor positions to represent all the industry segments (not just medical) as well as various levels of authority for a two-year term on the committee. Biographies have been provided by the nominees that highlight each of their qualifications and consider their suitability for a position on the Supply Chain Relations Committee. For more information please visit the WRHA website www.wrha.mb.ca under “About WRHA/Business Opportunities/Supply Chain Relations Committee/Supply Chain Forum 2010”. You will find the list of nominees as well as a voting form for your completion. You will also find information on our 2010 Supply Chain Forum “Supply Chain Evolution – Exploring the Links”. If you have questions you can contact Audrey Mulla, Regional Manager, Contracting Services at (204) 940-6615 or amulla@wrha.mb.ca.
Winnipeg Regional Health Authority  
Supply Chain Relations Committee  

Supplier Membership Voting Process & Form

Please review the list of candidates and their respective biographies, complete the ballot form, and forward the completed form to WRHA Logistics Services. You are asked to vote for the six candidates that you support for membership on the Supply Chain Relations Committee.

Voting is by secret ballot with only one ballot form accepted per corporation. Each ballot form must be signed.

All votes received before 4:00 p.m. on Friday, October 15, 2010 will be tabulated. The six nominees with the highest number of votes will represent the supplier community on the Supply Chain Relations Committee for the two-year period beginning January 2011.

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Industry / Market</th>
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<tbody>
<tr>
<td>George DeAngelis</td>
<td>Astra Zeneca Canada Inc.</td>
<td>Pharmaceuticals</td>
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<tr>
<td>Joanne Stimpson</td>
<td>Iron Mountain</td>
<td>Business Services</td>
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<tr>
<td>Darren Klus</td>
<td>Southmedica</td>
<td>Medical</td>
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<tr>
<td>Andrew Brereton</td>
<td>Tecsys</td>
<td>IT</td>
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<td>Craig Potvin</td>
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<td>Janssen-Ortho Inc.</td>
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<td>Karen Kelly</td>
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<td>Alcon Labs</td>
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<tr>
<td>Greg Lamothe</td>
<td>Meyers Norris Penny</td>
<td>Consultant</td>
</tr>
<tr>
<td>Michael Horvath</td>
<td>B. Braun Medical</td>
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<td>BD</td>
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Ballot Form

- Voting is by secret ballot with only one ballot form accepted per corporation. Each ballot form must be signed.
- All votes received before the **deadline of 4:00 p.m. on October 15, 2010** will be tabulated. The six nominees with the highest number of votes will represent the supplier community on the Supply Chain Relations Committee for the two-year period beginning January 2011. These results will be communicated at the Supply Chain Forum where new members will be introduced.

Please read the nominee biographies that highlight each nominee’s qualifications and identifies the reasons why they feel they would be appropriate to represent the supplier community, complete the ballot form, and forward the completed form to WRHA Logistics Services.

Name: ________________________________ Company: ________________________________

Signature: ______________________________________________________________________

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You are required to select six (6) candidates ONLY

Please mark choices with an “X”

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## Nominee Biographies

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<tr>
<td>George DeAngelis</td>
<td>Pharmaceuticals</td>
<td>With over 20 years experience in Sales &amp; Marketing and Distribution in pharmaceutical and materials management for hospitals. George brings a depth and breadth of knowledge and experience to Supply Chain and Procurement Processes. Highly skilled in 3PL management, pricing strategies, competitor and market analysts, contract negotiation and vendor relations. George excels at building effective relationships with all business partners and stakeholders. George’s educational background includes a Bachelor’s of Science Degree and an MBA from McMaster University in Hamilton.</td>
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<tr>
<td>Joanne Stimpson</td>
<td>Business Services</td>
<td>I have been a member of the Supply Chain Relations Committee for the past 2 years and have thoroughly enjoyed the Committee and the interactions with the Supply and Vendor communities. I am an Account Manager with Iron Mountain for the past 8 years and have worked with the WRHA and their affiliates in that capacity. I am experienced in reviewing RFP’s as well as advising on the content for them. I have over 25 years senior management experience and feel that I could add value and continuity for the Review Committee. I am fully prepared to participate and make the 2 year commitment for the next term of the Committee.</td>
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| Darren Klus      | Medical                          | - Worked at St Boniface General Hospital for 10 yrs in various clinical positions and care areas.  
- Have been employed for 11 yrs in Surgical- Orthopaedic/General Surgical Companies - Wright Medical/ Zimmer/ Southmedic. Medical- Hill-Rom /Southmedic  
- Deep understanding of the competitive bidding process and procurement processes.  
- Have worked and provided vendor services with several Health Authorities, SAHO, Regina Qu’appelle, Saskatoon Health Region, etc. |
| Andrew Brereton  | IT                               | I have held various positions with TECSYS since 1988 including Controller, CFO, Sr. VP Operations, Sr. VP Client Services and VP Sales. I have been specifically focused on Healthcare since 2000 when TECSYS directed a large part of their focus to serving IDN’s & the broader Healthcare market. I currently represent our company with Plexxus (Ontario), Sisters of Mercy (St. Louis, MO), VHA (Dallas, TX), Cardinal Health (Dublin, Ohio) and McKesson (San Francisco, CA), etc.  
I have worked directly with WRHA since 2005 and look forward to serving on the Supply Chain Relations Committee. I believe I bring strong industry knowledge, along with a specific IT perspective that would prove to be valuable as WRHA / Manitoba e-Health continues to improve their Supply Chain throughout the Province. |
Craig Potvin
Pharmaceutical Partners of Canada Inc.

Craig is excited about the opportunity to contribute to the Supply Chain Relations Committee. He is very familiar with the competitive bidding process and has worked on both the GPO side as well as the supplier side of this process within healthcare. He is also responsible for the Supply Chain department at PPC which has allowed him the ability to identify opportunities for improvement linking demand to supply.

Below is brief summary of his experience and qualifications which I believe will allow him to be an asset to the group.

- Previous experience working in the Pharmacy portfolio for HealthPRO Procurement Services
- Previous experience working in multiple portfolios with Medbuy including Pediatrics, Materials Management, and Operating Room supplies.
- Currently manages tenders, proposals, and contracts with all Hospital GPO’s nationally.
- Responsible for the management of Supply Chain activities including production planning, transportation, materials management, and distribution of 90 sku’s of pharmaceutical products.
- Actively involved in continuous improvement initiatives.
- Completed the Operations Leadership program at Queens School of Business
- Project management post graduate certificate in progress at the University of Western Ontario

Kevin McKim
Janssen-Ortho Inc.

I have more than ten years of experience working in the pharmaceutical and medical device industries. During this time I have held a number of sales, sales management and business development positions and worked for several large multi-national organizations and small start-up companies. Currently, I am the Strategic Accounts Manager for Janssen-Ortho Inc., a division of Johnson & Johnson, in Western Canada. In my current position, I am responsible for managing agreements and contracts with Regional Health Authorities and/or Group Purchasing Organizations in Western Canada and participating in the development of RFT/RFP submissions for a competitive bid process.

Prior to joining Janssen-Ortho, I was responsible for managing the distribution channels in the U.S.A and E.U for a start-up medical device company. I have significant experience working with procurement channels in the U.S. and Europe. I have considerable insight into what does and what does not work well in these other purchasing models and perhaps how some best practices could be applied in Canada.
Karen Kelly  
**Industry/Market:** Medical  
**Hospira Healthcare**

I have had the pleasure of working with the WRHA in various capacities over the past 7 years. As a member of the vendor community, my previous experiences and expertise would act as a conduit for the committee with a focus on sharing ideas and continuous improvement.

As a medical Sales professional, I have worked on various projects for the WRHA. My previous exposure includes:

- Demonstrating supply chain cost savings through regulating deliveries
- Managing quality and regulatory affairs to ensure product concerns were managed while ensuring patient safety remained the top priority
- First hand experience in the bidding process

I am confident my previous experiences, combined with my desire to support and affect change management would make me an asset to the supply chain forum.

I believe to achieve and sustain success it is imperative to look beyond your corporation and understand the contributions of your surrounding partners. It is through shared learnings, industry experience and the willingness to change that the WRHA Supply Chain committee will excel.

I welcome the opportunity to share my learnings with the team, meet new members and ultimately strengthen the partnership between the supplier community and WRHA.

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Tracey Poechman  
**Industry/Market:** Medical  
**Medline Canada**

I am currently employed as an account representative with ‘Medline Canada’ and will be moving to Winnipeg in September 2010 to cover the Manitoba territory. I have been involved in the healthcare industry for many years and am familiar with key processes in terms of competitive bidding and supply chains. I am very interested in becoming involved with this committee both as a valuable source of networking and a great opportunity to foster new relationships with the WRHA personnel and other members. Through my participation, I plan to bring forth my passion for this industry, an open forum for discussions, creative ideas and/or solutions and a commitment to overall success.

I look forward to your decision and the possibility of becoming part of this dynamic group of individuals.
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<td>Janet Muirhead</td>
<td>Medical</td>
<td>Honors BSc, MBA, 25 years in healthcare marketing and sales management, Responsible for bidding, negotiation and implementation of hospital and provincial healthcare supplies contracts, 20 years as employee and consultant to Baxter Canada, 5 years with Alcon surgical (current employer) as Regional Manager, Surgical</td>
</tr>
<tr>
<td>Greg Lamothe</td>
<td>Consultant</td>
<td>Partner at Meyer Norris Penny LLP, leads the healthcare consulting practice for the firm, 20 years experience consulting to and working in the healthcare sector, assisted clients with strategic and business planning, program reviews and evaluations, organizational studies, and process review and improvement initiatives, worked with public and private sector healthcare clients in Canada and the United States, clinically trained as an Occupational Therapist, senior management positions in healthcare organizations, regional consultant for a consulting subsidiary of a leading U.S. healthcare provider, knowledge of the Canadian and U.S. healthcare delivery systems, valuable addition to the WRHA Supply Chain Relations Committee.</td>
</tr>
<tr>
<td>Michael Horvath</td>
<td>Medical</td>
<td>Successful marketing history with Stryker, Product Specialist, “lets get it right” attitude, dealing daily with the ins and outs of supply chain management in the provinces of Ontario and Manitoba, acutely aware of the many dynamics of the bidding process, high level of energy and valuable knowledge to the Supply Chain Relations Committee.</td>
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Dean Melnychuk  
IBM

Dean is an Information Technology sales manager responsible for sales of a variety of Information Technology (IT) hardware, software and professional services sales in the Manitoba General Business and Public Sector accounts including Manitoba eHealth, Manitoba Health and Healthy Living, Manitoba Innovation Energy and Mines and Health Canada, all of whom play a role in the IT strategy and direction of the delivery of healthcare solutions for the WRHA.

In this role, Dean is involved in the presentation of industry thought leadership on technology trends, directions, strategies, best practices and leading edge solutions for the Healthcare industry. Dean is responsible for identification and ownership of IT sales opportunities that are of value to eHealth and that align with architectural and other standards implemented by eHealth – these involve frequent interactions with eHealth staff to ensure that what is proposed by IBM aligns with these standards. Dean prepares responses to customer requests for information, proposals, quotes, etc. and all facets of the contracting process on successful bids, also requiring frequent interactions with technical and procurement decision makers. This is a “murky” sales relationship area and often involves activities requiring validation in terms of conflict of interest and other WRHA and Government procurement guidelines.

Knowing and understanding the supply chain within the WRHA helps to manage the process on the vendor side, ensure the right information is prepared at all decision making levels, and that all efforts are properly handled in terms of the WRHA procurement guidelines.

Dean is an experienced sales professional who is familiar with large enterprises, public sector and information technology and procurement governance processes. As a member of the Supply Chain Relations Committee, Dean can provide vendor side observations on what works well and not so well for information technology procurement processes and transactions and can assist in evolving the procurement processes in accordance with best practices, in an open, transparent and productive fashion, to the benefit of all members of the IT vendor community and beyond.

Jay Adamson  
Iomer Internet Solutions, Inc.

Jay has been involved in the technology services industry in Manitoba for over 20 years in a variety of roles for a number of companies ranging from small to very large corporations.

While with one large corporation, supply chain issues were a constant concern, as they were contracted to upgrade and manage a large client’s network. During the upgrade, there was the ordering and scheduling of server/desktop hardware and software, installation scheduling, and continued administration and management of the network. The upgrade process took over a year to accomplish and shortly thereafter, there was the need to refresh hardware on another rolling schedule.

With Iomer Internet Solutions, Inc. the role is more geared toward providing services to clients so that they can better manage their businesses, Iomer develops web-based business solution applications for a wide variety of organizations. They have worked in both the private and public sector across Western Canada with great
Many projects have been with healthcare groups including RHA – Central Manitoba Inc., Alberta Mental Health Board, Northern Allied Health Services, College of Physicians and Surgeons of Alberta.

With his experiences of working with a supply chain and providing tools to improve working with a supply chain, Jay would be able to provide valuable input to WRHA and also learn a great deal from the role.

Zen Tharani  
Global Village Consulting Inc.

Industry/Market: Business Services

Zen Tharani has nearly a decade of experience working within the health information field, and he is involved in numerous eHealth initiatives in Canada through his consulting engagements including working in a lead position on the current EHR Project in Saskatchewan. Zen is part of Global Village Consulting Inc. as a managing partner as well as a Senior Consultant in providing business analysis and project management services. Before joining Global Village Consulting, Zen was the CEO of Xenex Consulting Inc. providing eHealth consulting services to a wide array of clients.

Throughout his career, Zen has been involved in various aspects of Supply Chain and/or procurement processes. Furthermore, Zen meets the desired qualifications criteria to be a supplier community representative member on the Supply Chain Relations Committee. Zen is able to commit to a 2-year term as well all the other listed commitments within the nomination package.

An avid believer in and advocate of building strength in community through volunteering and mentorship, Zen spends much of his time involved in community initiatives. Zen enjoys contributing his time and knowledge by mentoring others and by sharing the wealth of knowledge and skills he has gained through his own mentors. Zen currently resides in the beautiful cities of Vancouver and Regina.

Francois Gaboury  
Conmed Canada

Industry/Market: Medical

Francois has been working directly and indirectly with the healthcare industries for over 12 years. Although today he works directly for a medical organization, previously he was a consultant offering advanced business solutions. As such, Francois has a very good understanding of the mechanics and logistics involved in the procurement process within the healthcare industry. Francois has also been involved in the creation of many tender responses in his career. As such many would agree that this can be a long and arduous task but when done correctly it often proves to be a rewarding experience for all parties involved. Over the last few years Francois has seen his current employer migrate and practice the Kaizen philosophy where there is a focus on the continuous improvement of processes. As such, quality with a repeatable process is paramount to the success of not only a manufacturer but many vertical markets including healthcare. Today the healthcare industry is turning to such organization to assist them in becoming more proficient and efficient in delivering products and services to their end users. Francois will be able to provide some insight and share his experiences in this highly regarded process.
Michelle Welsh
priMED Medical Products Inc.

Industry/Market: Medical

I am pleased to nominate Michelle Welsh, the Director or Sales and Marketing at the Western Canadian based medical supply company, priMED Medical Products Inc. Michelle brings 16 years of Healthcare experience at several leading worldwide healthcare companies such as Baxter Corporation and Cardinal Health. Over the last 6 years she has elected to invest her time and energy into designing, and manufacturing high quality personal protective equipment (PPE) for infection prevention and control. As a devoted long term contributor to the Canadian Healthcare supplier community Michelle, along with the dedicated team at priMED has become known as a key pandemic supplier in Canada. Being the Canadian market share leader for procedure and surgical face masks, Michelle has close ties to health regions and other buying groups across the nation including HealthPRO and can provide valuable insight on current healthcare related issues. I believe Michelle is an excellent candidate because as a shareholder of a private Canadian medical device corporation her view point may be slightly different than the large US multinationals. I encourage you to select her as a high-quality representative of an important sub set of your supplier community. On a personal note; Michelle is the mother of two sons and one daughter age 13, 11 and 8. Her children occupy most of her free time, but she is an avid skier, loves to travel with her family, and enjoys great national food such as Thai or Japanese when dining out.

Jim Stephan
Cartology

Industry/Market: Medical

25 years of progressive, forward thinking experience ranging from operations to executive management covering medical and industrial markets.

For the last 10 years VP Sales and marketing for Du Fresne Manufacturing Company parent company to Cartology, a US based manufacturer of medical carts.
- Continuous Improvement/cost reduction mentality
- Instituted Kan Ban shipping to reduce customer carrying costs and lead time
- Developed surveys to measure levels of customer satisfaction
- 6 Sigma trained in 2001
- Customer satisfaction focused
- Out of the box thinking
- Understand Theory of Constraints (TOC)

Previous to the last 10 years I was in operations management where I gained a complete understanding of all facets of business from accounting to shipping and service which allows me to identify and remove the obstacles to improve business. I would bring a broad level of expertise and a high level of energy to the committee.

Education:
2 year Associated Degree, Dunwoody Institute
Mini-MBA, University of St. Thomas in Marketing Communications, 2005
Mini-MBA, University of St. Thomas in Marketing Management, 2008
Angelina Wolfe
Stevens

Industry/Market: Medical

Angie has been with our organization for over 20 years and is currently Manager of Operations for the Midwest. She possesses interpersonal skills that are definite assets in her interaction with both customers and staff.

Angie demonstrates a strong sense of urgency in tackling tasks of an organizational or a problem solving nature and is committed to obtaining results that benefit all parties.

She is knowledgeable in both sales and operational matters and is a key contributor to management planning sessions.

Jennifer Prichodko
BD

Industry/Market: Medical

Since 2001, Jennifer has been working with WRHA member sites representing medical products and diagnostic equipment. Joining BD (Becton Dickinson) in the summer of 2010, Jennifer will continue to work with WRHA members representing our products that promote best practices and strive for optimum patient outcomes. As BD’s local rep, Jennifer will take a “healthcare system-focus” which is well aligned with the goals of Supply Chain Relations Committee.

Jennifer grasps complex problems and situations readily, and after applying consideration, is able to propose a sound and logical course of action. You can count on her to bring a fresh perspective to this Committee.

Jennifer graduated from the U of M in 1999 with a Bachelor of Science degree majoring in Microbiology. As a long-time resident of Winnipeg, Jennifer lives in the city with her husband and son.
Please return your completed ballot no later than October 15, 2010 to:
WRHA Logistics Services
4th Floor - 333 Maryland Street
Winnipeg, MB R2G 1M1

Attention: Heather Williams
Fax: (204) 940-8413

Send the entire Ballot Form sheet as your vote.