

“UNITED: ALL in This TOGETHER”

NEMEP 2022 Annual Conference & Exhibit Show

Wednesday - Thursday, September 14-15, 2022

Longfellow Hotel and Conf. Center - 500 Union Ave. Saratoga Springs, NY - (518) 587-0108 (\$112 & \$130 by Aug. 24th)



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Wednesday, September 14, 2022

BOTH DAYS: Meetings & Exhibits in Courtyard

9:00 am **NEMEP Board Meeting (Rose Room); Exhibitor Set-Up (Courtyard)**

11:30 am **Registration Opens (NO lunch is served, Snacks Only)**
The Courtyard - Meeting Room

12:00 pm **President's Welcome** - John Quinlan *General Meeting & Reports*
Moment of Silence in Remembrance of 9/11

12:30 pm **Training and Benchmark Success: What's the Correlation?**
Sarah Hanna, VP of Consulting Services, ACU-Serve

*When evaluating cashflow strategies, organizations invest brain power into improving their revenue cycle. Industry benchmarks are dialed in; individual, departmental, and company goals are initiated - all in hopes of driving an increase in collections. Best practice standards and target objectives are necessary to motivate staff, establish performance expectations. Achievement depends on a many components based on the "human" element. That's where training comes in. Take time to develop and improve the team's resources/training program will net you the cashflow you need! Sarah will discuss the ways you can get the most out of your training program and employees. Reach your goals - maximizing your ROI! **Objectives:** Explain top training mistakes, Discuss attributes of leading training programs, Describe tools to develop an effective training platform.*

1:30 pm **Break & Exhibit Time**

2:00 pm **AAHomecare Payer Relations in Focus with NEMEP**
David Chandler, AAHomecare, Director Payer Relations

This session will focus on Payer Initiatives & how this affects federal and opportunities with commercial, Medicare Advantage, and Medicaid payers - especially in NY & NJ, plus private pay...followed by Q&A/discussion. Then stay for state lobbyists...

3:00 pm **NYS Lobbyist Report - Ostroff Associates**
Liz Misa and Evan Sullivan

Liz and Evan have worked diligently for the last two years on the NEMEP legislative agenda, meeting with the sub-committee weekly without fail. Come hear about the successes and strategies for the coming months and year. There will be time for Q&A

3:30 pm **Break & Exhibit Time**

4:00 pm **Value Based Care and its Impact on HME Providers**
A Panel Discussion

Miriam Lieber, Lieber Consulting SPONSOR ACU-Serve

Value-based care is increasingly more common in healthcare. HME providers must think strategically about their stake in the overall healthcare picture. Evidence demonstrates a positive association between patient experience and healthcare outcomes, including patient adherence to medical advice and reduced expense such as hospital readmission. In this panel discussion, we will define value and its impact on patient engagement. Learn how data and outcomes contribute to increased customer lifetime value and overall business value in this forward-thinking session.

5:15 pm **Washington Legislative Update - The Benefits of Advocacy**
John Gallagher, VGM SPONSOR VGM

John will outline the latest happenings in Washington and predictions and expectations for what is coming with the coming Election. Learn the importance of grassroots advocacy to benefit the industry happenings in New York and New Jersey.

6:00 pm - 7:00 pm **EXHIBITOR RECEPTION**
Drinks, Heavy Hors D'oeuvres
7:00 pm - 9:00 pm **FUN & NETWORKING NIGHT**

Thursday, September 15, 2022 (Check out is 11am)

THURSDAY MORNING EXHIBITS!

BREAKFAST WITH EXHIBITORS! 8:00 am - 9:00am:

8:30 AM - NY SAFETY GROUP MEETING

9:00 am **STARK LAWS Update,**
Jeff Baird, JD, Brown & Fortunato

This session will detail recent changes to the Medicare Fee For Service (FFS) program which will include valuable supplier information and additional educational opportunities. We will be discussing the CERT Error rate and how we can work together to reduce it at the national level. Updates on the Medicare Beneficiary Identifier (MBI) transition and recent activities around the Qualified Medicare Beneficiaries (QMB). We will also discuss Noridian's efforts to educate the DMEPOS referral sources on their documentation responsibilities.

10:00 am **Audit Update**
Wayne van Halem, van Halem Group

Audits are back and the volumes continue to increase in both Medicare, Medicaid and commercial plans. This presentation will provide an update on the audit environment, specific products that are the focus, and what we anticipate will happen in the future as oversight agencies wrap up their fiscal year and begin planning for the next.

11:00 am **EXHIBIT BREAK**

11:30 am **DME S.W.O.T. with your VGM Experts**
SPONSOR Mark Higley, VP Reg., Craig Douglas, VP Payer Relations
VGM Ronda Buhrmester, Sr. Dir. Reimbursement:

The HME industry is constantly evolving. In the past decade (and more), we have experienced more than our share of legislative, regulatory and operational challenges. But we have survived; many have thrived. Demand for our products and services is at an all-time high; demographics and other indicators suggest this will continue into the long term. Our panel — each of whom will offer different perspectives — is prepared to assess the "S, W, O and T" of the industry in 2022 and beyond.

12:45 pm - LUNCH WITH EXHIBITORS
2 minute COMMERCIALS for SPONSORS

1:45 pm **MOVE TO HIAWATHA ROOM for last Two Sessions**
Supply Chain Challenges and Solutions

Jon Archer, Sr. Manager Freight Operations, McKesson Medical

So much information to offer on the GLOBAL and DOMESTIC supply chain - We will review the current "state of the union" for supply chain operations from both global and domestic perspective. Review successes and what's working, suggested ideas and solutions for the future and what conditions we are seeing in the short term. Followed by Q&A

3:00 pm **Medicare Update,**
Ashley Decoteau, Provider Outreach & Education Rep, Noridian

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