

NEMEP 2020 Annual Meeting

Revised Virtual Edition

THREE SESSIONS

September 17, September 29 & October 2, 2020



Virtual Log in Instructions Coming Soon

NEMEP Will Provide This Education to ALL Providers and Suppliers in NJ & NJ at NO CHARGE

Please ALSO register for the Virtual Exhibit Hall and Education – Collaboration with MAMES
“Connecting the Space Between Us”

Member Discounts available – contact Beth@NorthEastMEP.org or www.mames.com for info

Thursday, September 17 **PAYER RELATIONS SESSION**

3:00 pm David Chandler, Director of Payer Relations, AAHomecare
“Payer Relations in Focus”

In this session David will review payer relations efforts throughout the country and look at trends we are seeing as an industry. He will also review strategies that can help us succeed in protecting patient access to quality care in the home. This pandemic has presented us with unique challenges plus the opportunity to shine as an industry. Now is the time to highlight our value to payers and reshape the narrative for HME. This session will also focus on current efforts underway in New York and New Jersey regarding Medicaid and Commercial payers.

Tuesday, September 29 **COMPETITIVE BIDDING**

2:00 pm Mark Higley, VP Regulatory Affairs, VGM
“HME in the Post-Pandemic Era: Analysis, Commentary, Predictions”

The bid window has closed and the waiting begins. Will the program be paused? What affects will the pandemic have on this picture? Learn what industry trends are predicted and projected strategies should be employed. What will suppliers in 130 competitive bid areas be doing? Benchmarking information will be included with time for Questions and Answers.

Friday, October 2 **BEST PRACTICES PANEL**

1:00 pm PANEL DISCUSSION
“Best Practices for Post-Pandemic Businesses: Accreditation, Infection Control & More”

A panel of industry experts will explore topics relative to today's pandemic response with focus on infection control in the workplace and on the road. Plenty of time for questions and answers.
PANELISTS: (Seth Lane - CHAP; Tim Safley - ACHC; Irene Magee - Northeast HME, Moderator: John Quinlan, NEMEP President) **Followed by NEMEP HAPPY HOUR: A TOAST TO YOU!**

ADDITIONAL WEBINARS COMING SOON in 2020:

Dan Easley, CEO Encore Healthcare

“SNF Patient Driven Groupings Model: NEW Opportunity to RESET HME Relationships”

SNFs implemented a new reimbursement model that replaced the Resource Utilization Group (RUG-IV) rates with PDGM. RUG reimbursement focused on the amount of physical/occupational therapy minutes a patient utilized, and now PDGM focuses on a case mix formula that emphasizes patient complexity, additional comorbidities, PT/OT scores, Nursing resources, & specialized treatments including ventilators. The shift to PDGM recognizes the complexity of a respiratory diagnosis & therapies required to treat patients. **Objectives:** Understand how the PDGM model recognizes respiratory therapy value & use of higher level technologies to drive improvements; How to leverage use of sophisticated RT equipment into contracted RT services at the SNF; Partnering with the SNF to insure a seamless transition into the home & to reduce readmits while improving patient outcome scores. Understand how to price respiratory services & outcome data from a pulmonary program to drive value to the SNF.

John Gallagher, VP Government Relations, VGM

“How to WIN a VA Contract”

In this presentation you will learn the best way for a small business to grow the federal government as a customer. Unfortunately, many small businesses find it difficult to get a foot in the door. Many government agencies' buying practices—including contract bundling and the failure to go to outside established vendor networks—make it difficult for small businesses to bid on and win federal contracts. During this presentation you will learn about VA acquisition purposes. Veteran and Small Businesses must be independently owned and operated, not dominant in the field of operation in which they are bidding on Government contracts, and otherwise qualify as Small Businesses under the criteria and size standards developed by the Small Business Administration (SBA).

Louis Feuer, MSW, Dynamic Seminars

“Engaging Your Most Valuable Connections – Patients, Families, Staff & Referral Sources”

Engagement is about connecting with patients, employees and referrals sources. As the content for this program originated as an outgrowth of a series of interviews with healthcare executives from insurance providers and pharmacy chains and plans, - Covid-19 has increased the importance of engagement with various business entities. Engagement with your off-site staff, patients and their families and those now hard to reach referral source requires a whole new set of business strategies. **Objectives:** This dynamic program will identify new connection challenges, suggest new roles for technology, evaluate the impact of cultural diversity on the engagement process, evaluate the impact upon compliance and understand how engagement with patients and staff can both positively increase revenues. Out of sight and out of mind could be one of the most serious impacts of Covid-19 on your home care business. Learn the strategies and programs that can help regain these lost business relationships.

Jeff Baird, JD, Brown & Fortunato - “Managed Care Contracting Made Simple”

In the past, DME Supplier's payor mix consisted entirely of Medicare & Medicaid (“FFS”). However, this is no longer the case. The market is more competitive & industry initiatives have forced suppliers to expand payor mix. This program will discuss the challenges facing suppliers as they enter MC arena, including (i) the refusal of an MC Plan to allow new suppliers on their panels; (ii) coverage & reimbursement policies that are different than FFS programs; (iii) the prohibition against selling cash items to “covered lives” under the Plan; (iv) a “take it or leave it” attitude by the Plan; and (v) Plans entering into “sole source” and “preferred supplier” arrangements. Equally as important, the program will discuss the steps that suppliers can take to overcome these challenges.

Watch email for log-in instructions for the Sessions - SPONSORSHIPS AVAILABLE – Contact Beth@NorthEastMEP.org

NEMEP's Goal is to VIRTUALLY provide Advocacy, Communication, Education and Networking.