

# "Optimizing for Tomorrow" NEMEP 2018 Annual Conference & Exhibit Show

With the VGM Business Forum Event \*

Wednesday - Thursday, November 7-8, 2018

DoubleTree by Hilton - 455 South Broadway - Tarrytown, NY - (914) 631-5700; \$162/night - cut-off Oct. 16th



## THANK YOU 2018 SPONSORS!!

**Gold:** Rifton Equipment, The MED Group

**Silver:** McKesson Homecare, Phillips Respironics

**Bronze:** Allegiance Group, Drive DeVilbiss, Fisher & Paykel  
Mediware Information Systems, Pride Mobility Products, ResMed, The B&G Group, VGM Group

### Wednesday, November 7, 2018 - Day 1

BOTH DAYS: Meetings in Salon 2 & Exhibits in Salons 3-5

9:00 am NEMEP Board Meeting (Tarrytown Room) Exhibitor Set-Up

12:00 pm Registration Opens

12:45 pm **President's Welcome** - Dan Desimone *General Meeting & Reports*

1:00 pm **Take On the Proposed Rule: Much Good, Some Bad and Just a Little Bit Ugly;** Mark Higley, VP Regulatory, VGM

*Bonds are now required, along with bid ceiling and capacity issue changes. Suppliers in 130 competitive bid areas will direct the rural and regional pricing for the next three years. This round is critical!*

1:45 pm **Current Status of Legislative Activity & Proposed ESRD**

John Gallagher, VP of Government Relations, VGM - *This portion of the session will provide participants with recent and timely information and government updates, explaining what they mean for the HME/DME industry. Topics will include current health care reform and the following HME issues: The competitive bidding program, Where the industry is going forward; fixes to the current program, State HME licensure progress, How to develop a grass-roots campaign at the state/local level.*

2:30 pm Exhibit Time & Cookie Break

3:30 pm **Leadership Best Practices SPONSORED BY RESMED**

Miriam Lieber, CEO Lieber Consulting

*Flourishing HME companies today have one thing in common – they view leadership and accountability as a priority to effectively run their companies. Discuss best practices for ways to engage employees, set goals to improve performance, and create a prosperous environment. Explore illustrative cases on model leadership techniques to maximize employee engagement and productivity. Define leadership in today's HME environment, discuss goals and accountability measures for increased productivity, and use your people skills.*

4:15 pm **Operations Management - Measures, Metrics and More**

\* Miriam Lieber, CEO, Lieber Consulting **SPONSORED BY VGM**

*Key measures help HME companies monitor their operation for financial success with objective and quantifiable goals. Understand achievements and areas for improvement to flourish. Join Miriam for a candid and current look at sound operational control based on metrics to maximize profitability. Hone your HME business, evaluate and explore quantifiable measures for core competence and discuss automation trends for efficiency and increased productivity. A discussion of the 2019 proposed Medicare Competitive Bidding Program changes that will impact your operation will be included.*

5:00 pm - 6:30 pm EXHIBITOR RECEPTION (Cocktails & Snacks)  
Dinner On Your Own

### Thursday, November 8, 2018 - Day 2

8:00 am FULL BREAKFAST BUFFET WITH EXHIBITORS

8:00AM - NY SAFETY GROUP MEETING

8:45 am **HME Business Optimization - The NEW NORMAL:**

\* Ty Bello - CEO, Team @ Work **SPONSORED BY VGM**

*There is always uncertainty in every business, but those that choose to set a Business Optimization Plan are less often to come short of their goals and also demonstrate greater stability in good and bad times. A Business Optimization Plan will provide both Strategic and Tactical Processes that set the course for your next year, establishes metrics and a business cadence for success, delivery results and change the way you do business. The Business Optimization Plan will take your business from Here (the Now) to the THERE, The NEW NORMAL.*

10:15 am VISIT EXHIBITORS

10:45 am **Optimizing Technology for HME Efficiencies - Tap into the**

**Power at Your Fingertips:** Panel of Various Speakers and Topics - *Learn what advanced tools are available NOW for the HME business to thrive and succeed. Hear from Business leaders and learn how to use these tools to succeed. VMR, POD confirmations, improving cash flow, paperless efficiencies, improved audit risks, POS ....*

11:30 am **AAHomecare Federal Regulatory & Payer Relations Updates**

Laura Williard (VP Payer Relations)

*This session will focus on Federal Regulatory & Payer Relations Initiatives & how this affects federal and state payers, plus ESRD review, and private pay followed by Q&A and discussion.*

12:15 pm - LUNCH WITH EXHIBITORS

Exhibits Close 1:15 pm

1:15 pm **Willful Neglect: Two Words That Can Cost You!:**

Kelly Grahovic, The van Halem Group

*Following the Justice Department & the IG, CMS has indicated that they will be more proactive with guidance on compliance programs in 2018. This presentation will discuss what the government expects suppliers to be doing when it comes to compliance, that covers both reimbursement and HIPAA. It will also provide potential penalties for non-compliance while including practical solutions that will reduce your company's risk. Compliance is no longer an option. **Learning Objectives:** Explain what the federal government expects a supplier to be doing for a reimbursement compliance program; Explain what the federal government expects a supplier to be doing for a HIPAA compliance program; Identify what penalties a supplier could face in the event of a compliance issue with insufficient controls in place; Identify practical solutions for suppliers who do not have a comprehensive compliance program as defined in this presentation.*

2:15 pm **Solutions for the HME Supplier: Options & Opportunities:**

\* Ronda Buhrmester, VGM

*Our HME industry has its challenges starting at the front line (intake), delivery, then timely reimbursement. Understanding guidelines and medical policies that are provided by the payers is urgent and policies must be set with clear options which helps the staff feel confident with referral sources and beneficiaries. Can it be offered as a cash sale or non-assigned, is an ABN required or not, what does upgrade mean or other cash solutions? The HME supplier has a variety of options AND opportunities available for referrals and beneficiaries in a complicated industry to offer solutions. We will discuss assigned vs non-assigned in 2019, discover viable options when you determine you can't accept the beneficiaries insurance rates. (ABN, upgrades, cash sale), Review updates (policy, audits, regulations) occurring in the industry to ensure those gray areas are revealed and identified the areas that are challenging within the company*

3:15 pm **Nordian**

*Changes & updates in Medicare policy followed by Q&A*