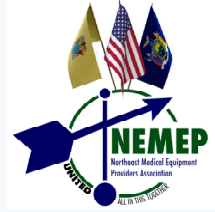


“UNITED: ALL in This TOGETHER” NEMEP 2020 Annual Conference & Exhibit Show

Wednesday & Thursday - April 1 - 2, 2020

**DoubleTree by Hilton - 455 South Broadway - Tarrytown, NY
(914) 631-5700 (\$162 by March 6th)**



Wednesday - April 1, 2020

BOTH DAYS: Meetings in Salon 1 & Exhibits in Salon 2

9:30 am NEMEP Board Meeting (Salon 4) Exhibitor Set-Up

12:00 pm Registration Opens

**12:45 pm President's Welcome - John Quinlan
General Meeting & Reports**

**1:00 pm AAHomecare Federal Regulatory & Payer Relations Updates
David Chandler, AAHomecare, Director Payer Relations**

This session will focus on Federal Regulatory & Payer Relations Initiatives & how this affects federal and state payers - especially in NY & NJ, plus private pay...followed by Q&A/discussion.

**1:45 pm How to Win a VA Contract SPONSOR VGM
John Gallagher, VP Government Relations VGM**

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 agency 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).

2:45 pm Break

**3:00 pm Patient Engagement Strategies for Your Homecare Company for Growing Revenues and Improving Outcomes: Today's Hot Topic for Healthcare Executives
Louis Feuer, Dynamic Consulting**

*After interviews with many of national health plan executives and owners of pharmacy chains, combined with the latest research on patient engagement strategies and challenges, Louis brings his work to this dynamic & insightful presentation. Strategic patient engagement programs are on the forefront of major change - engaged patients increase revenues, insure successful clinical outcomes. You can then develop your own patient engagement program - and you can ultimately impact every aspect in the continuum of care for all patients. Make a name for your home care company! Objectives: **Identify** patient engagement strategies/challenges from access to technology, cultural diversity & patient's economic status; **Review** & identify patient engagement programs to increase revenues & decrease patient/customer acquisition costs.*

**4:15 pm Billing During the Gap Period SPONSOR VGM
Ronda Buhmester, Reimbursement Specialist, VGM**

Getting back into the game during the competitive bidding hiatus can be a game changer if you are ABLE to implement a successful program. Any Willing Supplier can provide CB items to beneficiaries in a CB area and the key is making sure you are ABLE. Becoming an Effective Supplier means you are able to service your customers timely and accurately with medically necessary equipment, being able to execute upgrades as requested and receiving proper payment (reimbursement) so you can remain profitable as a business. There are a lot of questions about reimbursement documentation, policies, procedures plus A LOT of different answers/opinions on what is correct. You MUST have accurate information in order to Be an Effective Supplier. Learning Objectives: Review on the importance of knowing the guidelines and requirements that suppliers need to follow for proper payment.

**5:30 pm - 7:30 pm EXHIBITOR RECEPTION
7:30 pm - 9:30 pm Casino Night - Cocktails & Heavy Hors D'oeuvres**

Thursday - April 2, 2020

**8:00 am - 9:15 am: FULL BREAKFAST BUFFET WITH EXHIBITORS
8:00 AM: NEW YORK SAFETY GROUP MEETING**

9:15 am Medicare Update, Trina St. Ours, Education Consultant, Noridian

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.

**10:15 am Business Diversification in Customers, Products, Revenue Sources: Creating New Specialties for Increased Revenues
Louis Feuer, Dynamic Consulting
SPONSOR ALLEGIENCE GROUP**

As restaurants tell you can have the chicken cooked your way, the home medical equipment industry may need to be creating a more have it "your way" operation as well. The acquisition costs for each customer continues to increase, so does your revenue per customer! This program is dedicated to helping you search historical data, create change in your business and developing new branding specialties. What services and products should you consider for 2020 and beyond? Hear about new department tag lines or an advertising program that will draw potential customers to your store. Learn to expand and diversify with minimal investment and major returns. Louis lets his creative and insights guide your next business move. You don't want to miss this dynamic and exciting program by an industry expert.

11:45 am - LUNCH WITH EXHIBITORS - 2 minute COMMERCIALS

**NEW TOPIC! 12:30 pm SNF Patient Driven Groupings Model (PDGM): A new opportunity to reset DME Relationships, Dan Easley, CSO, Encore Healthcare
Expand your relationship with SNFs by introducing new technologies and services to help them succeed with respiratory patients under PDGM.**

In Oct. 2019 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 vents. 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.

**2:00 pm Managed Care Contracting Made Simple
Presented by Jeff Baird, JD, Brown & Fortunato**

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.

SPONSOR VGM

3:00 pm 2020 Predications, Analysis, Benchmarking & Commentary Mark Higley, VP Regulatory, VGM

The bid window has closed and the waiting begins. Learn what industry trends are predicted and projected strategies should be employed. What will suppliers in 130 competitive bid areas be doing? Benchmarking information

THANK YOU FOR ATTENDING!