



NEMEP 2023 Annual Meeting & Exhibit Show

Wednesday - Thursday, September 13-14, 2023

Embassy Suites Saratoga Springs - 86 Congress St. - (518) 290-9090 (\$149 - cut off 8/14)

9:00 am NEMEP Board Meeting; Exhibitor Set-Up

11:30 am Registration Opens (NO lunch is served, Snacks Only)

12:15 pm President's Welcome - John Quinlan – President of NEMEP *General Meeting & Reports*

12:30 pm Workforce Challenges & Solutions
Sarah Hanna - VP of Consulting Services, ACU-Serve & Steve Cela - President. Strategic Office Support

1:30 pm Break & Exhibit Time

2:00 pm Let's Talk A.I. – Artificial Intelligence - It's here So Learn How to Leverage It...
Steve Cela, President – Strategic Office Support

This INTERACTIVE session will focus on writing SOPs to Marketing Materials, Videos, Blogs, etc. Learn what tools are out there to use to assist your efficiencies and business growth

2:30 pm Wound Care – A Viable Niche Market Plan SPONSOR NCART
Amanda Yavorsky - Sr. Manager Advocacy & Strategic Partnerships

3:30 pm Break & Exhibit Time

4:00 pm AAHomecare Payer Relations in Focus with NEMEP
David Chandler - AAHomecare, Director Payer Relations & Craig Douglas, VP, Payer & Member 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...

5:00 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

5:30 pm **Special Guest: Assemblyman John McDonald**
New York State Perspective – DME and The Legislature

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

8:00 am Breakfast with Exhibitors

9:00 am Value of HME – How to Use Tools to Market and Advance Your Businesses and HME
Miriam Lieber -President, Lieber Consulting

Using the Value of HME Brochure and bringing it to LIFE to use to advance the industry and your businesses – its role in advocacy with referral sources, payers and Legislators.

10:00 am Medicare Update, Ashley Decoteau, Provider Outreach & Education Rep, Noridian

11:15 am EXHIBIT BREAK

11:45 am Payer Segment for Invited National and State Payer to Present and Meet with Providers

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

1:45 pm Audit Landscape and Post PHE Expectations
Wayne van Halem, President, The van Halem Group

Now that we are in the post PHE environment, CMS gives clues on what their audit and oversight focus will be. This presentation will provide an overview of what we are seeing in the current audit environment, including Managed Care, Medicaid, and other payers. It will also provide some perspective and insight on what we can expect in the coming year.

3:00 pm Wound Care – A Viable Niche Market Plan SPONSOR NCART
Amanda Yavorsky - Sr. Manager Advocacy & Strategic Partnerships, CWCMS