

# “UNITED: ALL in This TOGETHER”

## 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 8/28)

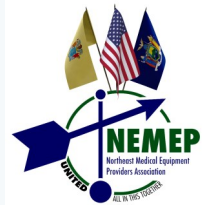


### THANK YOU 2023 SPONSORS!!

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**Bronze:** ACHC, Allegiance Group, Cardinal Health, Compass Health, Drive DeVilbiss, Fisher & Paykel, Medline, React Health, The Compliance Team



## Wednesday, September 13, 2023

BOTH DAYS: Meetings & Exhibits in The Grand Ballroom

9:00 am NEMEP Board Meeting (Highrock Board Room); Exhibitor Set-U

11:30 am Registration Opens (Grand Ballroom - NO lunch served)

12:00 pm **President's Welcome** - John Quinlan *General Meeting & Reports*

12:15 pm **Operations Management – Effective and Efficient Core Process**  
Miriam Lieber -President, Lieber Consulting **SPONSOR ACU-SERVE**

To operate a successful HME business today, focus on automation, process and staff. Flourishing requires dedicated resources with skill sets to measure, monitor and focus on productivity and performance. Automation is a key factor in maximizing productivity and must work in tandem with people and process for operational efficiency. Once you optimize use of your software, you will find an improved operational flow. Join Miriam for a timely discussion of operational essentials for bottom line profitability.

1:15 pm Break & Exhibit Time

1:45 pm **Let's Talk A.I. – Artificial Intelligence - Here to Stay & Learn How to Leverage It...** **SPONSOR ACU-SERVE**

Sarah Hanna - VP of Consulting Services, ACU-Serve & 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

3:00 pm Break & Exhibit Time and

2 Minute Commercials for NEMEP Sponsors

3:30 pm **AAHomecare Payer Relations in Focus with NEMEP**

David Chandler - AAHomecare, Dir. Payer Relations & Craig Douglas, VP, Payer & Member Relations, VGM

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...

4:30 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

5:00 pm **Advocacy's Importance at All Levels – State, Local and Federal**

John Gallagher, VP Government Affairs, VGM **SPONSOR VGM**

The HME Industry may be small, but we play a crucial role in the health care arena. CMS is challenging HME businesses, forcing patients to go without products & services they need. Industry advocacy is still needed at the state, local and federal level with fresh voices for lawmakers to hear. GET INVOLVED! This session will prepare you for your federal, state and local meetings. John will educate on how to effectively advocate for DMEPOS industry issues - Educate on the difference of advocating at the Federal level vs. State level, Discussing various opportunities to meet with your lawmakers at all levels, Provide resources for your discussions, Educate on how to effectively tell your story

SPECIAL GUEST

5:30 pm - Assemblyman John McDonald with a NY State Perspective!

6:00 pm - 7:00 pm EXHIBITOR RECEPTION - Drinks, Heavy Hors D'oeuvres (Bar Sponsored by Rifton)

7:00 pm - 9:00 pm Dinner & Casino Night (Skidmore Room) FUN FUN FUN & Networking Time!

## Thursday, September 14, 2023

8:00 am - 8:45 am:

**BREAKFAST WITH EXHIBITORS - The Grand Ballroom**

8:45 am **Value of HME – How to Use Tools to Market and Advance Your Businesses and HME**

Miriam Lieber -President, Lieber Consulting & David Chandler, AAHomecare and John Quinlan, NEMEP President

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.

9:45 am **Medicare Update**

(virtual) Ashley Decoteau, Provider Outreach & Education Rep, 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.

11:00 am EXHIBIT BREAK

11:30 am **Payer Segment for Invited National and State Payers to Present and Meet with Providers**

CareCentrix (invited Virtually) and NYS Medicaid Leadership Attending

12:30 pm - LUNCH WITH EXHIBITORS

1:30 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. Hear 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.

2:30 pm **Wound Care – A Viable Niche Market Plan - Amanda Yavorsky**

(virtual) Sr. Manager Advocacy & Strategic Partnerships, CWCMS

**SPONSOR MCKESSON**

Thinking about diversifying? Dabbling a bit already in the wound care reimbursement space? Learn about the four pillars of a successful wound care reimbursement program to jump start a profitable new product line or to enhance your existing program. We will start from scratch with building the logistics of your program focusing on LCD/PA interpretation to building out a formulary. Discuss partnerships and staff training. Close with how to take your wound care program to market by focusing on what is really important to your referral sources.