ACMESA 2023 Summer Meeting & Exhibit Show
Wednesday - Thursday, August 16-17, 2023
Holiday Inn Resort Lumina - 1706 N. Lumina Avenue - Wrightsville Beach - (910) 256-2231 ($249/$279 - til 07/17/23)

THANK YOU 2022 SPONSORS!!
Silver: Allegiance Group, Brightree, McKesson, MedBill, Medline, O2 Concepts
Bronze: ACHC, Belluscara, Compass Health Brands, Gemco Medical, Movair, Niko Health, Pharmacists Mutual
Pride Mobility, Prochant, React Health, Rhythm Healthcare, Strategic Office Support, Wellcare, Virginia Medical Repair

Wednesday, August 16, 2023 - BOTH DAYS: Meetings in AirIle/Tidewater & Exhibits in Causeway/Masonboro

9:00 am ACMESA Board Meeting (Turtle/Ocean Rm) Exhibitor Set-Up
12:00 pm Registration Opens
12:30 pm President’s Welcome - Brian Wilson General Meeting & Reports
12:45 pm Tommy Tucker , Former NC Senator SPECIAL GUEST “How HME and the Legislature Can Work Together”
Mr. Tucker served in the NC Senate 2011-2019 and discusses how the HME industry serve such a vital role in our healthcare system and what the industry and Legislature can do together.
1:00 pm AAHPayer Relations Team - Laura Williard (VP) and David Chandler (Director) Payer Relations: Payer Relations Update: Payer & State Relations in Focus AAHomecare serves as our liaison with payers on both a national and state level. They will update attendees on current issues and what to look for with your managed care contracts. Then they will share work being done to minimize adverse effects and maximize benefits and will outline their initiatives to benefit DME providers in our states.
PLUS Specific Information on Medicare Advantage & MCOs.
2:15 pm Craig Douglas, VP Payer Relations, VGM SPONSOR VGM Maximizing Resources to Ensure Fair Treatment by Payers Reaching an agreement with fair reimbursement is a tedious process taking lots of time without much data available. Providers are at the mercy of payers when determining a fair reimbursement during those “negotiations”, as providers often don’t have the same data that payers have. Providers often utilize a “take it or leave it” approach, saying “this is what we pay everyone else”. And gives providers no leverage...until now! Learn some available tools that providers can now utilize as they negotiate/ renegotiate contracts with payers to achieve more long-term stability.
3:00 pm Meet Platinum/Gold Sponsors - Exhibit Time & Cookie Break SPONSOR DRIVE DeVILBISS

3:30 pm Miriam Lieber, Lieber Consult. SPONSOR ACU-SERVE Operational HME Trends—People, Process & Automation Among your biggest assets, your staff makes the difference between success and failure. Coupled with proper process and enhanced automation, employees will be poised to flourish. Discuss best practices from this year’s trends in HME for optimal performance. Join Miriam as she explores this current, timely and comprehensive topic. Objectives: Explore software initiatives to improve operational efficiency. Discuss ways to enhance employee engagement. Examine internal operational processes for fewer touchpoints and to align with staff and automation optimization.
4:45 pm MARK HIGLEY ACMESA SPECIAL GUEST ::-)
Mark’s Final Session - Thanks for the Memories
Mark Highley retired from VGM earlier this year, but we wanted him to be able to come see us at ACMESA - where it all started 20 years earlier with NACMES - right HERE at the “SunSpree”. Mark was a fixture at ALL our meetings since that first one and he wanted to come thank us for all the fun times and sessions (and Delta miles) he logged with us! THANK YOU MARK!

More SPECIAL EVENTS !
5:15 pm - Ocean Cure Founder, Kevin Murphy (invited)
Beach Accessibility to the Coast & Improving Quality of Life SPONSOR VAN PRODUCTS
5:30 pm - 7:00 pm - EXHIBITOR RECEPTION Cocktails & Snacks SPONSOR PHILIPS RESPIRONICS (private invitation after party for providers - email Beth for info)

Thursday, August 17, 2023

8:00 am FULL BREAKFAST BUFFET WITH EXHIBITORS SPONSOR RESMED
8:30 am Miriam Lieber, Lieber Consulting SPONSOR ACU-Serve Using Value of HME Resources for Best Return on Investment Miriam Lieber -President, Lieber Consulting
Using the Value of HME Brochure brought to LIFE to advance the industry and your businesses – its role in advocacy with referral sources, patients, payers and Legislators.
9:30 am Meet Your Sponsors - more 2 minute “speed” intros! VISIT EXHIBITORS
10:15 am Steve Cela, Pres., Strategic Office Solutions & Sarah Hanna, ACU-Serve SPONSOR STRATEGIC OFC SOLN Let’s Talk A.I. - Artificial Intelligence... It’s Here to Stay So Learn How to Leverage It 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.
11:15 am Tim Van Antwerp, Director of Retail Services, VGM Retail Sales: What are we SO afraid of? This segment is geared towards a NEW revenue stream and improving your business model to tap into the niche market of RETAIL CASH SALES. Learn the tips and tricks to making this type of business work for you!
12:15 pm - LUNCH WITH EXHIBITORS - Exhibits Close 1:15 pm SPONSOR VGM
1:00 pm Andrea Stark, owner Miravista MAPS: Holding Plans Accountable SPONSOR ALLEGIANCE GROUP More and more Medicare Advantage Plans are imposing coverage and payment limitations in excess of those permitted by CMS. In this session, Andrea uses recent OIG findings, a CMS Final Rule, and personal client experiences to alert DME suppliers to the risk and arm them with techniques to push back if they are confronted with similar issues.

STATE AND FEDERAL PAYER SESSIONS
2:00 pm Medicaid & Managed Care Sessions - NC, VA & WV
Updates from NC DHHS - NC MCO’s and Q&A Invited NC DHHS Speakers: Jay Ludlum - Deputy Secretary Shari Spainhour, PT DMEPOS, John Vittello - Medicaid Mgr. Brenda Allen, RN, NC Medicaid Confirmed MCOs: CCH, Wellcare, UHC Breakout Medicaid Teleconference times: VA - 2:30 pm; WV - 3:00pm TurtleWatch Room (opposite side of lobby)
Breakout Session with BCBS - 3pm - TurtleWatch Room (tentative)
3:30 pm Judie Roan, Provider Relations Senior Analyst Medicare & CGS Update Changes & updates in Medicare policy - My CGS resources and get the latest on recent changes to the Medicare program and updates to CGS self service tools. Time will be allotted to address questions on billing and policy issues affecting Fee For Service Medicare claims.

THANK YOU FOR COMING! DRIVE SAFELY
Plan Your 2024 Future with ACMESA...
2024 Winter Meeting Feb. 20-21 - Grandover Resort, Greensboro
2024 Summer Meeting: Aug. 14-15 Holiday Inn Resort Lumina