



ACMESA COMPETITIVE BIDDING EDUCATION

ROUND 2021: THE RULES HAVE CHANGED!

(AND IT AFFECTS ALL PROVIDERS)

May 2, 2019 - 10am to 4pm

lunch/breaks included - Online Registration available - www.AtlanticCoastMESA.org

Hilton Charlotte University - 8629 JM Keynes Dr., Charlotte, NC 28262

Reservations: 704-547-7444 - \$149 Room rate - Cut-off 4/12/19

Education Session information:

ACMESA has assembled these "A-Team" members:

Cara Bachenheimer, J.D. (Brown & Fortunato), Kim Brummett (AAHomecare) and Mark Higley (VGM)

to present a complete and interactive "step by step" presentation intended to prepare HME providers with all the necessary information and tools applicable to this new program...with a potential "bid opening" as early as June!

The packed "menu" includes:

Bid bonds - How to access them

New bid ceiling & clearing price, and why it matters

New product categories

Capacity (your offer in quantity) and why it REALLY matters

Is my bid "Bona Fide"?!

Preparing your financials and (new) electronic submission process

Financial review (e.g. ratio analysis)

Lead item pricing - the new method offers potential risk to your accessory and resupply items

DEMO of a "lead item pricing bid calculator" (take home with you via link) to mitigate the peril noted above

How non CBA area HME providers will be affected by the outcomes of the program

What happens between now and January 1, 2021; non-assignment and future grandfathering issues

Sufficient time for "what if" scenarios and Q & A

Company Name _____

Attendee's Name _____

EMAIL ADDRESS FOR EACH ATTENDEE REQUIRED! _____

(confirmations will ONLY be sent by Email)

Additional Attendee(s) _____

City _____ State _____ Zip _____

Phone _____

Seminar Fee Schedule: (2019 Dues MUST be paid for Member rates to apply!)

Member Meeting Fee _____ at \$ 59.00 per person _____

Non-Member(s) Fee _____ at \$ 99.00 per person _____

TOTAL _____

Please remit to: ACMESA • PO Box 4411 • Cary, NC 27519-4411 • Phone: 919-387-1221

You may mail or fax this registration form if you are paying by check. You may pay by Credit Card and fax to 919-249-1394 or for the most secure method, register and pay ONLINE! www.AtlanticCoastMESA.org. Refunds must requested by 4-26-19 for refund less \$14.00 handling fee.