

# THINGS ARE LOOKIN' UP - LEARN WHERE TO LOOK

## February 6 - 7, 2019

**Meeting Location: Durham Convention Center - 301 West Morgan St., Durham**  
**Lodging: Durham Marriott City Center - 201 Foster St., Durham: 919-768-6000**

### Wednesday, February 6

- 9:00 am Board Meeting - Open to Membership 10:00 am - Exhibitor Set Up Begins  
12:00 noon Meeting Registration Open - Pick up Meeting Materials  
12:30 pm **President's Welcome, General Meeting, Presenting 2019 Slate & Committee Reports;**  
12:45 pm **Wayne van Halem, President, The van Halem Group**

**"2019 Audit & Compliance Update: What's the Latest?"**

The audit world for suppliers has improved, but it still is not perfect. New audit programs and changing focus for audit entities still create frustrations and problems for suppliers simply trying to follow the rules and take care of their patients. CMS has also recently implemented a new strategy requiring companies that have been audited to conduct their own internal 6-year lookback audit and voluntarily refund money. In some cases, just one claim could lead to this significant action being taken. This presentation will provide the ever-important overview of the current landscape as well as important information on what future changes could affect suppliers. Most importantly, attendees will gather tips needed to successfully navigate the myriad of audits that suppliers are subject to as well as how to respond in the event you receive a 6-year lookback letter.

- 2:00 pm **Kim Brummett, VP Regulatory Affairs, AAHomecare, "Regulatory Updates & Trends"**

Kim will inform us of the many projects & other initiatives at AAHomecare that benefit the provider and supplier community plus share national trends to avoid and embrace.

- 2:30 pm **Dessert Break in Meeting Room**

- 2:45 pm **Mark Higley, VP Payer Relations, VGM SPONSOR VGM**

**"Lead Item Bidding: It's New...and It Really Matters!"**

While the recent final rule arguably improved a broken auction system for Medicare contracting, one facet -the change to just bidding on one or a few "lead items"- is a potential for industry confusion and error. Mark will explain why...and offer all attendees a "what if" software tool. Not bidding? This issue still affects you. Find out why.

- 3:45 pm **John Gallagher, VP Government Relations, VGM SPONSOR VGM**

**"Federal Washington Update & Working with Legislators"**

John gives us his Legislative update with focus on what's going on in Washington, our state delegations, HHS & CMS and who our new champions are that we can count on for change.

- 4:30 pm **Ronda Buhrmester, VGM SPONSOR VGM**

**"Solutions for the HME Supplier: Options & Opportunities"**

Operating in a complex HME industry has its challenges starting at the front line (intake) through delivery to the patient and finally getting reimbursed for services provided on a timely basis. The process involves the entire HME staff knowing the guidelines and medical policies provided by the payers are required. You must set policies to help the staff feel confident when helping a referral source or beneficiary to provide solutions. The answer MUST be "These are the options" so the beneficiary can make their own choice and the company gets paid for the services. Cash sale? Non-assigned? Is an ABN required or not? What does upgrade mean? What other cash selling solutions (opportunities) for the beneficiary? HME suppliers are the solution with a variety of options AND opportunities available for referrals and beneficiaries in a complicated industry.

- 5:45 pm **Reception & Exhibit Show: Cocktails & Hors-d'oeuvres, SPONSOR Philips Respironics & VGM**

- 7:15 pm **Enjoy your Evening - Dinner on your own**

### Thursday, February 7

- 8:00 am **Continental Breakfast with Exhibitors**

- 8:30 am **Ty Bello - CEO, Team @ Work**

**"HME Business Optimization - The NEW NORMAL" SPONSOR Prochant**

There is always uncertainty in every business, but those that choose to set a Business Optimization Plan are less often to come short of their goals and also demonstrate greater stability in good and bad times. A Business Optimization Plan will provide both Strategic and Tactical Processes that set the course for your next year, establishes metrics and a business cadence for success, delivery results and change the way you do business. The Business Optimization Plan will take your business from Here (the Now) to the THERE, The NEW NORMAL.

- 10:00 am **Break with Exhibitors**

- 10:30 am **TECHNOLOGY PANEL: Optimizing Technology for HME Efficiencies - Tap into the Power at Your Fingertips**

**Panel of Various Speakers and Topics**

Learn what advanced tools are available NOW for the HME business to thrive and succeed. Hear from Business leaders and learn how to use these tools to succeed. VMR, POD confirmations, improving cash flow, paperless efficiencies, improved audit risks, POS ....

- 11:15 am **NC Division of Medical Assistance Presentations**

**John Vitiello, DMEPOS Mgr; John Stancil, DMEPOS/Pharmacy Dir.; Sheri Spainhour, PT**

**"Medicaid Update, Future of Managed Care in NC & More"**

DMA & Management staff gives an overview of the program updates, in-depth look at current issues plus Medicaid Reform/ Expansion will also be addressed Q&A Session to follow.

- BREAKOUTS VA Medicaid & WV Medicaid Roundtable discussions**

- 12:30 pm **Lunch with Exhibitors SPONSOR Drive DeVilbiss & ResMed**

- 1:30 pm **Steve Rogers, BCBS, Strategic Provider Relationships**

**"BCBS of NC Update"**

BCBS staff will provide the latest information for providers in 2019, their programs and policies, including AIM and other updates

- 2:00 pm **Laura Williard, VP Payer Relations, AAHomecare, "State Payer Relations Updates & Trends"**

Laura will inform us of the many projects & other initiatives at AAHomecare that benefit the provider and supplier community plus share national trends to avoid and embrace.

- 2:30 pm **Judie Roan, CGS Jurisdiction C DME MAC**

**"Medicare Update & Q&A"**

Judie from CGS gives updates and answers questions regarding Medicare program participation.

- Breakout 2:30 pm CEO/MANAGER BREAKOUT with Ty Bello: "Strategic Planning for 2019: Business Strategy" SPONSOR TBA**

This session will provide you the tools needed to begin the process and navigate your way to a SUCCESSFUL Business Optimization Path. We will Identify the Road Blocks to Strategic Planning and Business Optimization, Provide the Tools to Begin and Navigate your way through a Strategic Plan, and Begin to Create your companies BHAG. (Big Hairy Audacious Goal)

- 4:00 pm **Adjourn**

**Note:** ACMESA reserves the right to change agenda/meetings due to emergencies, insufficient registrations, etc. ACMESA takes pride in presenting speakers on topics of interest and the speakers we offer are widely recognized as experts in their field. However, the ACMESA staff and its officers and board of directors are not able to evaluate the accuracy and content of their presentations which are highly technical in nature and often require professional judgments. For this reason, ACMESA and its staff, officers, and directors assume no liability growing from the advice and information such speakers present. Email [beth@AtlanticCoastMESA.org](mailto:beth@AtlanticCoastMESA.org)