

FIND YOUR PHONE BOOTH!

OAMES 38th Annual Meeting & Exhibition

SESSION DESCRIPTIONS

SCHEDULE OF EVENTS

Tuesday, October 23, 2018

8:30 AM.....Registration and Continental Breakfast
9:00 AM.....Welcome, Membership Business Meeting, and Guest Recognition
9:15 AM.....General Session
10:15 AM.....Coffee Break
10:30 AM.....General Session
11:30 AM.....Lunch - *Sponsored by TIMS Software*
12:30 PM.....General Sessions
2:30 PM.....Coffee Break - *Sponsored by VGM*
2:45 PM.....General Sessions
5:00 PM.....Social Reception in Exhibit Hall - *Exhibit Hall Sponsored by Drive, Reception Sponsored by Professional Medical Supply*
6:00 PM.....Day 1 Adjourns

Wednesday, October 24, 2018

8:00 AM.....Registration and Continental Breakfast - *Sponsored by Brightree*
8:30 AM.....General Session - *Sponsored by Compass Health*
9:45 AM.....Break in Exhibit Hall - *Sponsored by VGM*
10:15 AM.....General Session - *Sponsored by VGM*
11:30 AM.....Lunch/Networking in Exhibit Hall - *Sponsored by Compass Health*
12:45 PM.....General Session
2:00 PM.....Conference Adjourns

General Information

Host Facility: The Grand Event Center
820 Goodale Blvd., Grandview Heights, OH 43212 • 614-453-4300

Host Hotel: Courtyard by Marriott
780 Yard St., Columbus, OH 43212 • 614-453-4420

CEs:
OAMES will apply for continued education credit through the State of Ohio Board of Pharmacy pending the adoption of the Board's new HME rules. Potentially 10 hours of continued education credit will be available to all full conference attendees. Tuesday only attendees will receive 6.25 hours, and Wednesday only attendees will receive 3.75 hours.

Cancellation Policy:
Refunds minus a \$25 admin fee are available through October 17, 2018. No refunds will be issued after October 17. Substitutions are welcomed and encouraged.

Tuesday, October 23, 2018

9:15 AM - What's Next in Payer Relations for the HME Benefit? *Laura Williard, Vice President Payer Relations – American Association for Homecare*

From the Cures Act to the expansion of Medicaid managed care, 2018 has been an incredible year for Laura logging thousands of miles and countless hours partnering with state/regional associations to tackle the many payer challenges facing HME providers. In addition to leading payer engagement, Laura is spearheading efforts with several AAHomecare workgroups to design new payment models and develop critical data needed to demonstrate that open HME networks with quality safeguards are best for patients, suppliers and payers. Join us to learn the latest on these important efforts underway to engage non-Medicare payers and preserve access to quality HME services.

10:15 AM - Break

10:30 AM - Overview of Ohio Medicaid Managed Care Quality Strategy and Where HME Fits In *Mary Applegate, MD, FAAP, FACP; Medical Director - Ohio Department of Medicaid*

Ohio now has 91% of its Medicaid recipients in the managed care program receiving benefits through one of six private managed care plans. ODM is acutely invested in this care delivery approach so what is the Department's vision for healthcare services delivered through managed care, what are the driving strategies and where might HME services fit in? Join us to hear a comprehensive overview of ODM's approach to assess and improve the quality of care delivered to Ohio's Medicaid recipients using a data driven, population health approach for over 2.5 million Ohioans.

11:30 AM - Lunch

12:30 PM - Ohio Medicaid and the HME Benefit: Accomplishments, Challenges and Future Goals *Laura Williard – American Association for Homecare; John Reed – OAMES Past President; Nick Kalogeras, RPh - OAMES President*

It's been a historic two years for OAMES and ODM's partnership. The agency revamped nearly the entire DME benefit updating the program's policies, CMNs and processes. On the managed care side, the hard work continues on three fronts: high-level meetings with MCPs and ODM to identify issues and concerns; training programs with provider and payer staff to trouble-shoot issues; and legislative discussions to explore options to bring alignment and consistency to the FFS and managed care programs. We'll review where we've been, share national trends and discuss where we're going and best paths forward in this difficult managed care environment.

1:15 PM - Washington Update, Analysis of ESRD Rule and the Future of Medicare *Cara Bachenheimer – Brown & Fortunato PC*

The Medicare landscape could look very different on Jan. 1, 2019. With over 500 comments received on the recently proposed ESRD/DMEPOS rule, Cara will break-down the details of proposed changes and what we know from CMS in anticipation of the release of the final rule expected around Nov. 1. Cara is a veteran presenter at the OAMES conference having a unique insight on national news from an Ohio perspective. In addition to the highly anticipated Medicare rule, Cara will share the latest on other news from Washington including HME and CRT legislation, upcoming Congressional elections and more.

2:30 PM - Break

2:45 PM - Nuts & Bolts of Medicare Audits: Industry Trends, HIPAA Compliance and Hot Topics *Kelly Grahovac – The van Halem Group*

This may be the 4th quarter of 2018, but don't think CMS isn't working harder than ever in the audit arena! Join Kelly Grahovac, Senior Consultant from The van Halem Group, as she discusses industry trends and current initiatives by CMS audit contractors. During this session, Kelly will highlight the hot issues, what's changing, and what to expect to see now and in the future audit environment in 2019. This session is a great opportunity to ensure you are informed and prepared for the year ahead.

4:00 PM - State "Power Hour"

- Update on Board of Pharmacy HME Licensure Rules** *Ali Simon, Public and Policy Affairs Liaison – State of Ohio Board of Pharmacy* With the move of HME licensure from the Respiratory Care Board to the Board of Pharmacy, efforts have been underway to update the state's HME rules. Ali has been working with the BOP's HME Advisory Council through this process and will join us to highlight the changes and timeline for the adoption of new rules.

- Ohio's Election Crossroads – Preview and Predictions** *Deborah Hackathorn, Senior Vice President – CivicPoint, LLC* After eight years under the Kasich Administration, Ohio will soon have a new Governor. Just two weeks from voting day at the time of the conference, join us to hear the latest from Deb on what the election outcomes are shaping up to look like and what it could mean to Ohio voters and businesses.

5:00 PM - Social Reception in Exhibit Hall

6:00 PM - Day 1 Adourns

Wednesday, October 24, 2018

8:30 AM - Cash and Third Party Pay – How to Co-Exist *Mike Scarsella, National Sales Director – Compass Health* Increasing cash sales while still operating a third party-based business is a challenge more providers are willing to tackle. However, since each has a different cost structure and requires different strategies, it's difficult to make the right decisions. Learn how to remove emotion and conjecture and separate sales, COGS, and expenses to see both sides of your business clearly. We will carve up an actual P&L for a better view of each model's performance and highlight the path to improvement and growth.

9:45 AM - Break in Exhibit Hall

10:15 AM - Interpreting & Preparing for the 2019-2021 Proposed Rule Changes *Mark Higley, Vice President Regulatory Affairs – VGM Group*

The proposed ESRD/DMEPOS rule, released by CMS on July 11, 2018, suggests major revisions to the near-term and future Medicare reimbursement climate. A delay in the next bidding program, new interim payment methodologies, and an overhaul to the competitive bid auction processes are all likely. Mark will offer analysis and commentary to assist HME providers in their preparation for these changes so that you're ready to make informed decisions best suited for your business.

11:30 AM - Lunch/Networking in Exhibit Hall

12:45 PM - How to Create a Culture of Success for Positive Performance & Customer Satisfaction *Brian Garver, Vice President Sales and Marketing – KeyBridge Medical Revenue Care*

Discover how to create a dynamic, purposeful culture that drives superior financial results and optimal employee satisfaction. No matter what business you're in, your success can very often boil down to one thing – your culture. Brian is an engaging presenter that will help attendees learn how to choose your culture rather than have a culture by default, gain complete buy-in from your staff and know how to use it as a strategic competitive advantage. At companies with winning cultures, people not only know what they should do, they know why they should do it.

2:00 PM - Conference Adjourns