

Schedule of Events

Tuesday, November 18

- 9:00 AM..... Registration and Continental Breakfast
- 9:45 AM..... Welcome and Membership Business Meeting
- 10:00 AM..... Washington Update – The National HME Agenda
- 11:30 AM..... Lunch and Awards Presentation
- 12:30 PM..... Ohio Medicaid's Vision for Health Care Delivery – An Episode Based Payment Model
- 2:00 PM..... The Buzz on Workplace Wellness – What Does It Mean to Your Company?
- 3:00 PM..... Coffee break
- 3:15 PM..... Best Practices Panel – Emerging, Innovative HME Business Strategies That Work
- 4:45 PM..... PAC Reception
- 6:00 PM..... Social Reception in Exhibit Hall
- 7:30 PM..... Reception ends - conference adjourns for the day

Wednesday, November 19

- 8:30 AM..... Registration and Continental Breakfast
- 9:00 AM..... Welcome and Announcement of Board Elections
- 9:15 AM..... A National Regulatory Update on Medicare Issues
- 10:30 AM..... Coffee break in Exhibit Hall
- 11:00 AM..... Hospitals, the Affordable Care Act and the Changing Role of Providers – What Does the Future Hold for the DME Benefit?
- 12:15 PM..... Lunch and Networking in Exhibit Hall
- 1:15 PM..... Closing Keynote: When IT Meets Medicine – What Advanced Data Analytics Means to the Healthcare Delivery System
- 2:30 PM..... Conference Adjourns



General information

Choose from two hotels adjacent to Quest:

Fairfield Inn & Suites Columbus Polaris

9000 Worthington Road • Columbus, OH 43082
Call 614-568-0770 to make your reservations

Hampton Inn & Suites Columbus/Polaris

8411 Pulsar Place • Columbus, OH 43240
Make your reservation by calling 614-885-8400

Cancellation Policy: Refunds minus a \$25 admin fee are available through November 12, 2014. No refunds will be issued after November 12. Substitutions are welcome and encouraged.

CEs 9.25 hours of continued education credit is available for the Ohio Respiratory Care Board HME facility license to all full conference attendees. Tuesday only attendees will receive 5.5 hours, and Wednesday only attendees will receive 3.75 hours.

Session Descriptions

TUESDAY, NOVEMBER 18

Washington Update – The National HME Agenda

Tom Ryan, CEO/President – American Association for Homecare and Cara Bachenheimer, Senior Vice President, Government Relations – Invacare Corporation

The HME benefit remains threatened by the destructive bid program, the uncertainty of the Affordable Care Act and a flood of other national issues. Our advocacy efforts, under the leadership of AAHomecare, have never been more vital to the HME sector's survivability and we're pleased this year to welcome a dynamic duo from Washington DC to lead this presentation. Cara and Tom will update us on the latest issues from Capitol Hill and our efforts to regain industry credibility by engaging aggressive new strategies and tools. We'll also touch on the outcome of the recent federal elections and current HME bills in Congress. Tom is a former HME provider who brings tenacity and industry experience to the fight as our national spokesperson. Cara is a well-respected veteran that has a special, long-standing connection to Ohio and our advocacy work. This is a don't miss, power-hitting program!

Ohio Medicaid's Vision for Health Care Delivery – An Episode-Based Payment Model

Miranda Motter, President and CEO – Ohio Association of Health Plans

The Ohio Department of Medicaid has engaged public and private sector partners in designing a new health care delivery payment system that rewards the value of services – not the volume. Beginning in November, Ohio's largest commercial health insurance plans and Medicaid managed care plans will begin reporting performance data on five high cost episodes of care. This is the first step in a comprehensive plan to reset the basic rules of health care competition so the incentive is to deliver better care instead of more care and keep Ohioans as healthy as possible. A lofty goal but what does this mean to healthcare delivery in Ohio? What does it mean to the HME/homecare community? Join us for an overview to understand the initiative's five-year strategy and what this holds for your future.

The Buzz on Workplace Wellness – What Does It Mean to Your Company?

Stefanie Morrow, Director of Wellness and Health Coaching – The Ohio State University Medical Center
Could there be a Value on Investing (VOI) in your employees? Is it possible that a healthy work culture and a healthy employee increase productivity? If this is true, where do you even begin to integrate such a program?

This session will explore employer health and wellness trends today, and regardless of the size of your operation, see if a scorecard makes sense for you and your employees today or in the future.

Best Practices Panel – Emerging, Innovative HME Business Strategies That Work

Moderated by: John Reed, OAMES Vice President, Robyn Parrott (Sleep Solutions – Michigan; small independent), Kevin Stewart (St. Vincent Home Medical – Indiana; hospital-based) Tom Voorhees (The PromptCare Companies – New Jersey; regional independent)

It isn't all gloom and doom for healthcare providers with today's pace of change. Many HME companies are finding success and navigating these challenges; finding new opportunities in this intense healthcare market. Join us for this panel session to hear how others are avoiding the pitfalls and reinventing their companies to play a vital partnership role with local payers and referral sources. This includes growing in non-government markets, retail, online sales and branding of the local provider as a resource for the homecare customer. This will be an engaging discussion to hear what others are doing outside of the Ohio market, to share best practices and innovative strategies around emerging trends, and get a realistic portrayal of the possible opportunities that your organization can pursue.



WEDNESDAY, NOVEMBER 19

A National Regulatory Update on Medicare Issues

Kim Brummett, MBA, Vice President for Regulatory Affairs – American Association for Homecare
Join us for an informative session on all of the hot regulatory issues impacting HME providers on the national level. We'll hear the latest from Kim on policy discussions with CMS including prior authorization expansion, audit reform, future rounds of bidding and a number of other issues that AAHomecare leadership is working on with the federal agency. The timing is excellent as we expect to see the final rule soon from Medicare on the possible expansion of "single payment rates" to non-bid areas and the "bundling" concept they've recently proposed so we'll cover any breaking developments as well. This session will be interactive and provide plenty of time for questions and answers.

Hospitals, the Affordable Care Act and the Changing Role of Providers – What Does the Future Hold for the DME Benefit?

Brian Smith, Executive Vice President, Mercy Health
Whether it's the ACA or Medicaid reform, federal and state government payers are pushing initiatives that are moving us away from fee-for-service and towards managed care, integrated care and bundling. Brian will join us to share his perspective of how these issues are affecting the way hospitals operate including what this means for their relationships with ancillary service providers. How can we maximize our role with increasing demands on outcomes and shrinking reimbursement? Where will healthcare be in the next five years? What will the DME benefit look like? What should you be doing now to prepare for clinically integrated networks, the expansion of the Medicare Advantage market, and other trends. Join us to tackle these questions and enjoy a visionary discussion covering the full continuum of care challenge.

Closing Keynote: When IT Meets Medicine – What Advanced Data Analytics Means to the Healthcare Delivery System

Warren Strauss, ScM., Director of Advanced Analytics and Health Research, Battelle
Health care data sharing, advanced data analytics, and information technologies enable the fast and efficient analysis of all types of health care data, allowing providers, patients and health care companies to enhance wellness and make treatment decisions based on the most current and accurate evidence. Mr. Strauss is a biostatistician with over 20 years of experience in applying statistical and mathematical design and analysis strategies to problems related to the fields of environmental health, medicine, and toxicology. He's working with the Ohio Hospital Association on a program called Wayfinder® an advanced analytics tool that helps hospitals identify preventable adverse events which was just launched this year. Join us as we close our conference on a forward-thinking, deep-diving discussion on what modernized medicine will look like in the years to come and how this fits into the HME world.

Thank You
for
Joining us