



2019 ATHOMES SPRING CONFERENCE AGENDA

MAY 6 - 7, 2019 (Monday & Tuesday)

Meetings & Exhibits: Permobil, 300 Duke Drive, Lebanon, TN 37122

Accommodations: Comfort Suites, 600 Red Ink Drive, Mt. Juliet, TN 37122; \$90/night - "ATHOMES Association Corporate Rate"

Call Hotel Directly: (615) 206-3310, (if given a choice, select front desk option - online reservations don't support this rate)

(Payer Private Meeting Time TBD - BCBSTN, CGS, United Healthcare, etc. - invited)

MONDAY, MAY 6, 2019

9:30 am ATHOMES Board Meeting - Board Room; Exhibitors May Set Up

12:30 pm Registration for Convention - The Academy Room

1:00 pm General Session - Welcome - ATHOMES Committee Reports

1:15 pm Virginia Carraher, Sr. Quality & Production Manager, "Telephone Discussion & Reopening Process"

CMS uses this Demonstration to give suppliers the opportunity to provide verbal testimony through a phone discussion that could possibly result in a favorable outcome. C2C will provide an overview and historical results of the demonstration thus far. Attendees will receive detailed information of the two distinct programs (Telephone discussions on incoming appeals & Reopening/Remand process of cases currently pending at the ALJ).

1:45 pm Mark Higley, VP Regulatory Affairs, VGM "The NEW & Improved 2021 Bid Program - PART 1" **SPONSOR VGM**

We now know that the bid window opens in JUNE so come learn how the new auction will work (there is even some good news). Learn some tips, strategies – and perhaps a few hazards – that HME providers should be aware of and prepare accordingly to cast your best possible bid. Mark will demonstrate in PART ONE of his presentation. PART TWO at 3:45 pm with lots of time for QUESTIONS & ANSWERS!

3:00 pm - 3:15 pm Commercial Break - Associate Member "Brag Time" - EXHIBIT TIME

(Each Associate Member in attendance can have time to explain what THEY can do for ATHOMES Providers - "Live Commercials" provide "Brag Time" for a WIN-WIN Benefit)

3:15 pm EXHIBIT TIME

3:45 pm Mark Higley, VP Regulatory Affairs, VGM "The NEW & Improved 2021 Bid Program - PART 2"

This is PART TWO that continues the discussion from earlier and Mark will allow plenty of time for QUESTIONS & ANSWERS!

4:45 pm Ronda Buhrmester, Reimbursement Specialist, VGM - "Billing During the Gap Period" **SPONSOR VGM**

Getting back into the game during the competitive bidding hiatus can be a game changer if are you ABLE to implement a successful program. Any Willing Supplier can provide CB items to beneficiaries in a CB area for over a year now. The key is making sure you are ABLE. Obtaining your Supplier Number is one thing but becoming an Effective Supplier means you are able to service your customers timely and accurately with medically necessary equipment, being able to execute upgrades as requested and receiving proper payment (reimbursement) so you can remain profitable as a business. There are a lot of questions about reimbursement documentation, policies, procedures plus A LOT of different answers/opinions on what is correct. You MUST have accurate information in order to Be an Effective Supplier. Learning Objectives: Review on the importance of knowing the guidelines and requirements that suppliers need to follow for proper payment; Discuss obstacles with reimbursement; Identify the viable opportunities in competitive bidding areas

5:30 pm Carol Albaugh & Christina Thronson, VGM Forbin, "Optimizing Technology for HME Efficiencies - Tap into the Power"

Learn what advanced tools are available NOW for your HME business to thrive and succeed - Get important tips on Social Media, Website Optimization, Reputation Management plus the added necessity of Privacy & Cybersecurity!

6:30 pm Vendor Reception - Network with Your Suppliers Who Support ATHOMES then Join us at Jonathans Grille for dinner & drinks. Then Enjoy Nashville Downtown!

TUESDAY, MAY 7, 2019

8:30 am BREAKFAST EXHIBIT TIME & Networking

9:00 am Amber Casteel, BSM, CCM; Manager of Authorization Services, Blue Care of Tennessee "Health Plan Collaboration"

Learn about the services that health plans offer their members and how DME suppliers can tap into those resources. Make sure you and your staff are all aware of this collaboration to utilized as resources

"Respiratory DME RFP Update"

This session will outline the back ground of the RFP and update you on the specifics of the BlueCare Respiratory DME RFP

9:30 am Sharon Bock, Marketing Mgr., Allegiance Group, "Producing a Collections Policy"

We will discuss the purpose of a collection policy, The essential questions to answer in your policy, and share a template to help you get started. We will help you put the tools in place!

10:15 am EXHIBIT TIME

10:45 am Laura Williard, VP Payer Relations, AAHomecare, PART 1 - "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.

PART 2 - "Insurance Contract Negotiating"

11:45 am John Gallagher, VP of Government Relations, VGM - "Current Status of Legislative Activity" **SPONSOR VGM**

This portion of the session will provide participants with recent and timely information and government updates, explaining what they mean for the HME/DME industry. Topics will include current health care reform and the following HME issues: The competitive bidding program, Where the industry is going forward; fixes to the current program, State HME licensure progress, How to develop a grassroots campaign at the state/local level.

12:30 pm Lunch Served SPONSORED BY PHILIPS RESPIRONICS - Commercial Break - Associate "Brag Time" & EXHIBIT TIME

1:30 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. This presentation will provide an overview of the current landscape and future changes that could affect suppliers. Gather tips needed to successfully navigate audits and learn how to respond in the event you receive a 6-year lookback letter.

2:30 pm - 2:45 pm Commercial Break - Associate Member "Brag Time"

2:45 pm Belinda Yandell, CGS Community Coach, "What's NEW with Medicare?"

Don't miss this great opportunity to hear the latest news from Medicare! Belinda Yandell, from the Provider Outreach and Education team at CGS, the DME MAC for Jurisdiction C, will get you up-to-date on what's new, what's changed, and what's coming up, as well as valuable information on the newest tools available on the CGS website.

3:45 pm Adjourn