

TUESDAY, SEPTEMBER 24, 2019

9:30 am **ATHOMES Board Meeting - Polk Board Room (2nd Floor); Exhibitors May Set Up - Crown Room (10th Floor)**

12:30 pm **Registration Open - Hallway of Crown Room (10th Floor)**

1:00 pm **General Session (Crown Room) - President's Welcome and ATHOMES Committee Reports**

1:15 pm **Knowing and Understanding Your Contracts with Payers**
Craig Douglas, VGM- SPONSOR VGM

Most DME suppliers work with a variety of payers, and many are facing challenges with declining reimbursements, increasing audits and recoupments, closed and narrow networks, etc. Because of the challenges, suppliers are often learning the intricate details of their contracts with payers when it's a little too late. During this session, Craig will review the challenges with negotiating payer contracts to avoid future roadblocks. Learning objectives: Describe the significance of reviewing payer contracts – what to look for; Identify key information to assist with negotiating payer contracts; Guidelines & requirements suppliers need to follow.

2:00 pm **Competing Forces Within: Balance Sales with Successful Reimbursement**
Ronda Buhrmester, Reimbursement Specialist, VGM - SPONSOR VGM

We all know sales are essential, however, if the reimbursement from that sale is recouped in a post-pay audit it is not a good sale. Is there such a thing as a bad sale? In this session we will discuss some common scenarios where competing forces within must ensure they are ALL acting in the best interest of the company. Examine the different internal MOTIVATION in deciding when a product is ready to be delivered. Identify the NON-NEGOTIABLE REQUIREMENTS for Medicare reimbursement. Illustrate the different OUTCOMES of these decision. Implement a protocol to ensure a SUCCESSFUL reimbursement outcome.

3:00 pm - 3:15 pm Commercial Break - Associate Member "Brag Time" - EXHIBIT TIME until 3:45 pm
(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)

3:45 pm **Current Status of Legislative Activity**
John Gallagher, VP of Government Relations, VGM - 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.

4:15 pm **You Asked - Now Time to Deliver!**
Ronda Buhrmester, Reimbursement Specialist, VGM - SPONSOR VGM

The ATHOMES Board is listening to your requests for topics and Ronda, from VGM, will deliver these requests to you! This is not be the standard medical policy (LCD) review, instead, going a little deeper into documentation review and particular situations that the DME supplier faces regularly for respiratory equipment referrals. For those that offer Group II Support Surfaces, there will be a brief review of the process. This will be a participating discussion so please bring your questions and examples if you prefer along with some best practices. We will cover: Oxygen documentation review for hospital discharges; Best practices for oxygen tank deliveries; CPAP supplies – mailing in state and out of state requirements; CPAP supplies – Medicare requirements VS commercial payers; NIV documentation requirements & review; Group II support surface prior auth (PA) process.

5:15 pm **E-prescribing: The Response to CMS' Goal to Kill the Fax Machine**
Wayne van Halem, The van Halem Group

CMS is in the process of completing an environmental scan on e-Prescribing in the DMEPOS industry. The results of which could change the way DME is ordered in the future. This presentation, led by industry compliance expert, Wayne van Halem, is designed to provide some background and information pertaining to each software option along with some candid conversation of the benefits, challenges, and pitfalls. This includes thoughts on CMS oversight and considerations when using this type of software and what the future potentially holds for e-Prescribing. Any supplier wanting to learn more or considering their options for an e-Prescribing platform should attend this discussion. You will: Identify specific e-prescribing solutions available to DMEPOS suppliers; Learn key components that each software is able to provide for suppliers; Identify benefits of using an e-Prescribing platform; Identify challenges and pitfalls and using an e-Prescribing platform

6:15 - 7:15 pm **Vendor Reception - Network with Your Suppliers Who Support ATHOMES!**
Afterwards, Meet Us at Jack's Bar-B-Que (416 Broadway, Nashville) for networking dinner then Broadway for music!

WEDNESDAY, SEPTEMBER 25, 2019

8:30 am **BREAKFAST EXHIBIT TIME & Networking**

9:00 am **Round 2021 Bid Window is Closed: NOW What? - Predictions, Analysis & Commentary**
Mark Higley, VP Regulatory Affairs, VGM - SPONSOR VGM

Mark's crew has made an attempt to survey a wide variety of DME companies as to what they bid on, what discount was applied, and to how much "capacity" they offered. In addition, he'll review comments from these suppliers as to their opinion of the new bid program, questions they had and concerns overall. And, as usual, an update on the status of the industry!

10:00 am **What's NEW with Medicare?**
Belinda Yandell, CGS Community Coach

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.

10:45 am **Commercial Break - Associate Member "Brag Time" & EXHIBIT TIME**

11:15 am **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.

12:15 pm **Lunch Served SPONSORED BY PHILIPS RESPIRONICS - EXHIBIT TIME**

1:00 pm **OUR STATE ISSUES:**
Garrett Decosimo, Governor's Office, Policy Issues & The Latest Healthcare Initiatives

We are very fortunate to have Mr. Decosimo as he will share the latest healthcare initiatives from the Governor's Office. Our own John Goetz will present the Legislative & Regulatory Update following Mr. Decosimo.

John Goetz, Bridge Public Affairs, Tennessee Legislative Issue & Regulatory Update
Tennessee Health Plan Roundtable - Presentations and Open Discussion with Time for Meetings with Plans

3:00 pm **Adjourn**