



Reimbursement Program
WEDNESDAY, May 8, 2019
Registration and Light Continental Breakfast: 8:30 - 9:00am
Program Sessions: 9:00am - 4:00pm

Reimbursement Program Session will run from 9:00am - 4:00pm

8:30am to 9:00am Registration and Light Continental Breakfast - included with registration

9:00 – 10:30am HME Revenue Cycle Best Practices **Joey Graham, Executive Vice President & General Manager, Prochant:**
 When it comes to revenue cycle management, how does your organization stack up? The DME revenue cycle begins with incoming referrals and order intake and ends with A/R management. Industry expert and Prochant EVP & General Manager, Joey Graham, will guide you through the DME revenue cycle workflow and discuss best practices for each step. You will leave this session with a better understanding of the complete DME revenue cycle.
Joey Graham is Proudly Sponsored by: Prochant

10:30 – 10:45am Email and Telephone Break

10:45am – 12:15pm: Competing Forces Within: Balancing a Sale with Successful Reimbursement:
Ronda Buhrmester, VGM Group.

All HME providers want to service their customers with timely delivery of medically necessary items. Everyone in the organization wants to do what's best for the customer but are they always doing what is best for the long-term success of the company? 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?

Depending on who you ask within the office, the answer usually varies among team members (billing, compliance, ATPs, respiratory therapists and sales), as all have a different agenda/motivation when it comes to performing their job functions. Each is motivated and evaluated by a different measurable (claims paid, successful audits, sales quotas, servicing the patient in a timely fashion), which can compete with each other, and if not managed correctly, can jeopardize the long-term success of a company.

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
Ronda Buhrmester is Proudly Sponsored by: VGM Group

12:15 – 1:00pm: Networking Lunch - included with registration

1:00 – 3:00pm 2019 Audit Update: What's the latest? **Wayne H. van Halem, CFE, AHFI, President, The van Halem Group – A Division of VGM Group, Inc.**

In today's environment, it is not a question of if a supplier will be audited, but when a supplier will be audited. New audit programs, such as Targeted Probe and Educate (TPE), 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. Managed Care Plans are also now running rampant with requests for documentation. 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.
Wayne van Halem is Proudly Sponsored by: The van Halem Group – A Division of VGM Group, Inc.

Objectives:

1. Identify current industry trends as is relates to audits and appeals
2. Identify current and potential risk areas for audits
3. Identify common issues suppliers being audited are facing
4. Identify tips for successfully managing multiple types of audits

3:00 - 3:15pm Email and Telephone Break

3:15 – 4pm: E-prescribing: The Response to CMS' Goal to Kill the Fax Machine. **Wayne H. van Halem, CFE, AHFI, President, The van Halem Group – A Division of VGM Group, Inc.**

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.

Objectives:

1. Identify specific e-prescribing solutions available to DMEPOS suppliers
2. Learn key components that each software is able to provide for suppliers
3. Identify benefits of using a e-Prescribing platform
4. Identify challenges and pitfalls and using a e-Prescribing platform

***MAMES reserves the right to change the schedule.**

