

39th OAMES Annual Meeting & Exhibition Schedule

October 29-30, 2019 – Renaissance Hotel, Polaris/Westerville, Ohio

(Schedule and Sessions Subject to Change)

Tuesday – October 29, 2019

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| 8:30 a.m. – 9:00 a.m. | Registration and Continental Breakfast |
| 9:00 a.m. – 9:15 a.m. | Welcome - Membership Business Meeting and Elections |
| 9:15 a.m. – 9:45 a.m. | State of the State Update Michelle Fitzgibbon, The Fitzgibbon Group and Nick Kalogeras, RPh., OAMES President |
| 9:45 a.m. – 10:45 a.m. | HME Payer Issues: Battles, Breakthroughs and Beyond Laura Williard, Vice President Payer Relations, American Association for Homecare |
| 10:45 a.m. – 11:00 a.m. | Break |
| 11:00 a.m. – 12:00 p.m. | Power Panel: Hot Topics and Trends in the Healthcare Payer Market John Reed (OAMES Past President), Laura Williard (AAHomecare) and Jeffrey Baird Esq. (Brown & Fortunato PC) |
| 12:00 p.m. – 1:00 p.m. | Lunch |
| 1:00 p.m. – 1:15 p.m. | OAMES Annual Recognitions |
| 1:15 p.m. – 2:15 p.m. | What's Next for Ohio's Medicaid Managed Care Program: Assessing the Current Program and Status of Re-procurement Jim Tassie Esq., Deputy Director, Senior Policy Advisor – Ohio Dept of Medicaid Roxanne Richardson, Interim Managed Care Deputy Director – Ohio Dept of Medicaid |
| 2:15 p.m. – 3:15 p.m. | Negotiating Managed Care Contracts Jeffrey Baird, Esq.- Brown & Fortunato, PC |
| 3:15 p.m. – 3:30 p.m. | Coffee Break |
| 3:30 p.m. – 4:45 p.m. | Cara's Crystal Ball: The 2020 Legislative and Regulatory Landscape Cara Bachenheimer, Brown & Fortunato PC |
| 4:45 p.m. – 6:00 p.m. | Social Reception in Exhibit Hall – <i>Exhibit open at 4:45 pm</i> |

Wednesday – October 30, 2019

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| 8:00 a.m. – 8:30 a.m. | Registration and Continental Breakfast in Exhibit Hall - <i>Exhibit Open</i> |
| 8:30 a.m. – 9:30 a.m. | Key Performance Indicators (KPIs) for your HME Revenue Cycle Joey Graham, Exec. Vice President & General Manager, Prochant |
| 9:30 a.m. – 10:30 a.m. | Marketing ROI – Make Your Investment Measure Up Michael Scarsella, National Sales Director – Compass Health |
| 10:30 a.m. – 11:00 a.m. | Break in Exhibit Hall - <i>Exhibit Open</i> |
| 11:00 a.m. – 12:00 p.m. | Disruption: What Does This Mean to Your Business and Operations? Sarah Hanna, President – ECS North |
| 12:00 p.m. – 1:00 p.m. | Lunch/Networking in Exhibit Hall – <i>Exhibits close at 1:00 pm</i> |
| 1:00 p.m. – 2:00 p.m. | Ohio's Medical Marijuana Industry – Understanding the Emerging Market and Impact on Employers Jan Hensel, Partner – Dinsmore & Shohl LLP Daniel Zinsmaster, Partner – Dinsmore & Shohl LLP |