

# 39<sup>th</sup> OAMES Annual Meeting & Exhibition Schedule

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

(Schedule and Sessions Subject to Change)

## Tuesday – October 29, 2019

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.	<b>State of the State Update</b> Michelle Fitzgibbon, The Fitzgibbon Group and Nick Kalogeras, RPh., OAMES President
9:45 a.m. – 10:45 a.m.	<b>HME Payer Issues: Battles, Breakthroughs and Beyond</b> 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.	<b>Power Panel: Hot Topics and Trends in the Healthcare Payer Market</b> 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.	<b>OAMES Annual Recognitions</b>
1:15 p.m. – 2:15 p.m.	<b>What's Next for Ohio's Medicaid Managed Care Program: Assessing the Current Program and Status of Re-procurement</b> Jim Tassie Esq., Deputy Director, Senior Policy Advisor – Ohio Dept of Medicaid Roxanne Richardson, Deputy Director Managed Care – Ohio Dept of Medicaid
2:15 p.m. – 3:15 p.m.	<b>Negotiating Managed Care Contracts</b> Jeffrey Baird, Esq.- Brown & Fortunato, PC
3:15 p.m. – 3:30 p.m.	Coffee Break
3:30 p.m. – 4:45 p.m.	<b>Cara's Crystal Ball: The 2020 Legislative and Regulatory Landscape</b> 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

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.	<b>Key Performance Indicators (KPIs) for your HME Revenue Cycle</b> Joey Graham, Exec. Vice President & General Manager, Prochant
9:30 a.m. – 10:30 a.m.	<b>Marketing ROI – Make Your Investment Measure Up</b> 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.	<b>Disruption: What Does This Mean to Your Business and Operations?</b> Sarah Hanna, CEO – 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.	<b>Ohio's Medical Marijuana Industry – Understanding the Emerging Market and Impact on Employers</b> Jan Hensel, Partner – Dinsmore & Shohl LLP Daniel Zinsmaster, Partner – Dinsmore & Shohl LLP