



## 41<sup>st</sup> Annual Meeting & Exhibition Agenda

November 1-2, 2022 • Renaissance Columbus-Polaris Hotel • Westerville, Ohio

**Presented by:** *Cardinal Health at-Home and Compass Health*

**Conference Sponsors:** *ACU-Serve, ACHC, Brightree, Cailor Fleming, Coloplast, McKesson Medical-Surgical, OxyGo, Molina Healthcare, NikoHealth, Pride Mobility/Quantum Rehab, Professional Medical Inc., Rifton, The VGM Group*

**Education Contributors:** *American Association for Homecare, Brown & Fortunato PC, CliniSync, Lieber Consulting, Ohio Association of Health Plans, The VGM Group, The van Halem Group, The Fitzgibbon Group*

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### Tuesday – November 1, 2022

**8:30 am – Registration and Continental Breakfast**

**SPONSORED BY RIFTON**

**9:00 am – Welcome by OAMES President Andy Willhelm**

**9:05 am – Federal Forecast: 2023 Legislative & Regulatory Outlook for the HME Industry**

- **Cara Bachenheimer, Esq., Head of Government Affairs – Brown & Fortunato PC and Jay Witter, Senior Vice President of Public Policy – American Association for Homecare**

This session will provide an update on the latest federal regulatory and legislative issues facing HME providers including Medicare activities, the future of the Medicare competitive bidding program, the on-going public health emergency, HME and CRT industry legislative priorities, outlook of federal elections and the political landscape as we head into 2023.

**10:15 am – Coffee Break**

**SPONSORED BY CAILOR FLEMING**

**10:30 am – Payer Relations Update: Payer and State Relations in Focus**

- **Laura Williard, Vice President of Payer Relations – American Association for Homecare**

Laura spearheads efforts across the country working alongside state associations with Medicaid programs and commercial payers, to problem-solve and educate decision-makers on the value of HME services and ensure appropriate access to services. She leads the development of the role of HME providers in care management models and advocates for strong networks that offer patients choice and quality care while protecting appropriate reimbursement and fair policies. She will share work being done with non-Medicare payers across the country and outline AAHomecare's priority initiatives today.

### **11:30 am – Ohio’s Legislative, Political and Elections Outlook**

- **Michelle Fitzgibbon, President – The Fitzgibbon Group**

Join Michelle for an overview of Ohio’s top issues in the Statehouse and beyond and look ahead to Election Day on November 8, what it means to business owners and constituents, and the state’s biennial budget heading in 2023.

### **12:00 pm – Lunch**

### **1:00 pm – OAMES’ Annual Recognitions**

### **1:15 pm – Update on Medicaid 2023 HME Policy Projects**

- **Mark Rogers, Administrator – Ohio Department of Medicaid, Non-Institutional Policy Section**

OAMES and the ODM Policy team work routinely and collaboratively on Medicaid HME policies. Ohio requires all state agencies to review their rules at least every five years and 2023 marks the year that many HME rules hit this requirement. We’ll hear from Mark regarding all of the rules projects currently underway and highlights of the coming policy changes.

### **1:45 pm – Interoperability in Healthcare – Ohio Takes a Look at CGMs**

- **Dan Paoletti, Chief Executive Officer – CliniSync, Ohio Health Information Partnership and Maura Flanary, Director Northern Region – Shield HealthCare/Lorraine Surgical Supply**

In 2009, the Ohio Health Information Partnership was founded which led to the development of CliniSync, a health information exchange. Their mission is to improve care for all Ohioans by facilitating the exchange of health and other critical information. The non-profit organization is exploring opportunities with Ohio Medicaid managed care plans to capture and share data from continuous glucose monitoring systems (CGMs) to improve patient outcomes. This session will highlight these efforts, the CGM-focused project and the potential role of HME providers.

### **2:15 pm – Coffee Break**

**SPONSORED BY CAILOR FLEMING**

### **2:30 pm – Ohio’s Next Generation Managed Care Program is Here! Where We Are and What’s Next?**

- **Jim Tassie, Deputy Director – Ohio Department of Medicaid**

Three years ago, the Ohio Department of Medicaid launched the Medicaid Managed Care Procurement process with a “*bold, new vision for Ohio’s Medicaid program – one that focuses on people and not just the business of managed care*”. This is the first structural change since CMS’ approval of Ohio’s program in 2005. ODM is currently rolling out its Next Generation managed care program with stage 1 OhioRISE launched on July 1 and stage 2 and 3 launching this fall culminating with the implementation of the Next Generation MCOs on December 1. Jim Tassie is leading the ODM team on this endeavor and will join us to share the latest details about the roll-out and steps in the weeks ahead.

### **3:30 pm – Meet Ohio Medicaid’s Next Generation Managed Care Plans: A Panel Discussion**

- **ODM Next Generation Managed Care Plans: AmeriHealth Caritas Ohio (Bill Walters), Anthem BCBS (Sheila Blackmore), Buckeye Health Plan (Dr. Brad Lucas), CareSource (Deirdra Yocum), Humana Healthy Horizons (Angela Fielding), Molina Healthcare (Amy Conn), United Healthcare Community Plan (Dale Lehmann), and moderators Anthony LaCute, OAMES Vice President/Seeley Medical, Vice President of Operations; and Angela Weaver, Director of Regulatory Services, Ohio Association of Health Plans (OAHP)**

This session will wrap up day one of the conference featuring representatives from all seven of Ohio’s managed care plans, providing an introductory overview by each plan as well as readiness and strategic goals for the Next Generation roll-out. Moderators Anthony LaCute from OAMES and Angela Weaver from OAHP will lead the interactive discussion.

**5:00 – 6:30 pm EXHIBIT HALL HAPPY HOUR (Exhibits Open!)** – Our evening social reception will be held in the exhibit hall to maximize networking opportunities and capture the popular fun of “happy hour”. Enjoy great fellowship with business colleagues at the end of day one before heading out for your own dinner plans!

**Wednesday – November 2, 2022**

**7:45 am – Continental Breakfast in Exhibit Hall**

**SPONSORED BY RIFTON**

**8:15 am – Staffing for Today: An Inside Look at Staffing Challenges and Success Stories**

- **Miriam Lieber, President – Lieber Consulting**

**SPONSORED BY ACU-SERVE**

Supporting staff through this challenging period will improve retention and keep staff engaged and invested in your success. In the HME workforce today, what are some strategies to support your staff? How are colleagues coping with the myriad of absences, skill set lags and overall increased mental health needs? A candid and timely discussion of ways to work through and around employee stress and shortages will be included in this interactive session. From in-sourcing to co-sourcing, outsourcing and employee support programs, hear from Miriam and her discussions with companies like yours about how they are contending with the real issue around HELP WANTED!

**9:15 am – Coffee Break in Exhibit Hall**

**SPONSORED BY MOLINA HEALTHCARE**

**9:45 am – Emerging HME Markets and Technologies for Value-Based Programs**

- **Craig Douglas, Vice President of Payer and Member Relations – The VGM Group and Laura Williard, Vice President of Payer Relations – American Association for Homecare**

There is a lot of discussion around, and attention being given to, the concept of alternative payment models and value-based care. Up to this point, the majority of those “new” payment models have focused on the physician and hospital services aspect of healthcare. Now, however, there are more payers focusing on applying those models to more aspects of healthcare, including DME products and services. During this session we will explore answers to questions like “What do these models look like for DME providers?” and “What tools, programs, or software exist to help providers better prepare for and implement these types of payment models?” Please join Laura Williard and Craig Douglas for a deeper dive into what this transition may look like for suppliers and show you real life examples of potential solutions for the future.

**10:45 am – Medicare Audits are Back in Force: What’s the Latest?**

- **Wayne van Halem, President - The van Halem Group**

**SPONSORED BY THE VAN HALEM GROUP**

Audits are back and the volumes continue to increase in both Medicare, Medicaid and commercial plans. This presentation will provide an update on the audit environment, specific products that are the focus, and what we anticipate will happen in the future as oversight agencies wrap up their year and begin planning for the next.

**11:45 am – OAMES Give-Back Feature: Flying Horse Farms**

- **Stacey Kyser; Director of Development – Flying Horse Farms**

OAMES continues its proud tradition to recognize and support an Ohio-based organization at our Annual Meeting. We are pleased to announce this year's program is **Flying Horse Farms** in Mt. Gilead, Ohio. Ms. Kyser will provide a brief presentation and participate in our exhibit hall to share their mission: improving the lives of children facing physical and mental challenges. Join us in supporting this group with our on-site fundraiser and wish list contributions which are available on OAMES website homepage at [www.oames.org](http://www.oames.org).

**12:00 pm - 1:00 pm – Lunch with Exhibitors**

**SPONSORED BY BUCKEYE HEALTH PLAN  
DESSERTS SPONSORED BY NIKOHEALTH**

**1:00 pm – Future of Value-Based Care in Post-Acute Care: What’s the Play for HME Providers?**

- **Laura Williard, Vice President of Payer Relations – American Association for Homecare; Miriam Lieber, President – Lieber Consulting; and Craig Douglas, Vice President of Payer and Member Relations**

The final session of the conference looks to the future of value-based care and the HME providers’ role in its evolution with the vision and experience of this power panel. Value-based care means different things to different people and organizations. HME providers must think strategically about their stake in the overall healthcare picture and leverage their expertise and connection to patients at home to maximize value to consumers and payers. We’ll look at payer vertical

integration occurring in the market today, emerging industry collaborations, referral, employee and patient engagement and learn how data and outcomes contribute to increased customer lifetime value and overall business success. This forward-thinking session will pull it all together sending you home with invaluable insight and achievable goals.

## **2:30 pm – Prize Give-aways and Conference Adjourns**

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### **HOST HOTEL INFORMATION**

OAMES host hotel is the Renaissance Columbus-Polaris Hotel in Westerville, Ohio. The property information is listed below along with instructions for making reservations:

**Renaissance Columbus-Polaris Hotel**  
409 Altair Parkway, Westerville, Ohio 43082  
Phone: 614-882-6800

Overnight Dates: October 31 and November 1, 2022

- OAMES has a room block for the Annual Meeting & Exhibition at the discounted group rate of \$167/night.
- Use the link below to make your reservation. **Cut-off date is October 10.**

<https://www.marriott.com/event-reservations/reservation-link.mi?id=1650997695936&key=GRP&app=resvlink>

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### **REGISTRATION INFORMATION**

**Registration** – Sign up using OAMES [secure online system](#) or use the hard copy registration form on page 5 to fax, mail or email your registration to the OAMES office (remember, new office address!) Early-bird discount registration rates expire 10/26/2022!

- Registrants will receive confirmation and facility directions via email.
- Refunds will be granted less a \$25 processing fee until October 26, 2022.
- No refunds will be issued after October 26, 2022. Substitutions are welcomed.

#### **Three easy ways to sign up:**

1. Register on-line at [www.oames.org](http://www.oames.org)
  2. Fax this form with credit card information to 614-467-2071 or email to Kam Yuricich at [Kam@oames.org](mailto:Kam@oames.org)
  3. Mail this form to OAMES, 4182 Worth Ave., No. I-115, Columbus, Ohio 43219
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### **QUESTIONS?**

Contact Kam Yuricich at the OAMES office. Office: 740-739-7638, Cell: 614-581-2958 or [kam@oames.org](mailto:kam@oames.org)