



VGM Roadshow & MNCHA Event

Location: Marriott BWI Airport (1743 W. Nursery Road, Linthicum, MD)

When: June 22nd

Cost: \$50 per person

Register Here: <https://www.eventbrite.com/e/vgm-roadshow-mncha-social-event-registration-327579096897>

8:45-9:15am Registration

9:15-9:30am Opening Comments from Caitlin Houck, RN, MS, Executive Director of MNCHA

9:30-10:30am Maximizing resources to ensure Fair reimbursement – Craig Douglas, VP of Payer Relations

Have you found yourself feeling somewhat powerless when discussing the payment terms of your payer contracts? If so, are you tired of being in the dark when it comes to those negotiations? Reaching an agreement with fair reimbursement rates has traditionally been a tedious process that can take an immense amount of time without much data available to assist you. Providers are often at the mercy of payers when it comes to determining a fair reimbursement during those “negotiations”, as they often don’t have the same transparency into claims and other types of data that payers have at their disposal. Payers often utilize a “take it or leave it” approach, saying “this is what we pay everyone else”. This usually leaves providers with nothing to leverage back with; until now, that is. In this session, we will dive into some newly available tools that providers can utilize as they negotiate new or renegotiate existing contracts with payers to achieve more long-term stability in their contracts. We will give you some insight into data that can prove extremely helpful in these types of negotiations. We will also discuss any relevant updates on MCO related issues.

10:30-10:45am Break

10:45-noon Projecting the Likely Reimbursement Environment in 2022: Interpreting the Final Rule, Competitive Bid Program & More – Mark Higley, VP of Regulatory Affairs

As MNCHA members strategically plan for 2022 and beyond, and look back on 2021, we recognize the challenges over the past two years by the COVID-19 pandemic and its effect on the DMEPOS industry. Coupled with supply chain issues, product recalls and surcharges, demanding demographic changes, and the uncertainty attributable to the reimbursement direction from the industry’s biggest payor (Medicare), it is perhaps somewhat remarkable that our businesses have overall fared well. Valuations have never been higher, the decade long trend of a reduction in supplier locations has considerably eased, and a

sampling of suppliers' anticipated 2021 financial results suggests overall stable earnings, with many companies indicating single to double digit growth. This session will feature Mark's analysis and commentary!

noon-1pm

Lunch- Vendor Time

1-2:15pm

Streamlining Documentation & Order Requirements with a Goal of a Clean Claim – Ronda Buhrmester, Senior Director of Reimbursement and Payer Relations

Understanding documentation requirements are key for any business that is submitting claims to payers within the HME space. Having an order on file is only a start to contacting the patient and dispensing a product, the documentation within the medical record is the key element to getting clean claims paid in addition to keeping that money in years to come when post-payment audits occur. Is medical necessity allowed on an order? What information is needed for payment by a payer? What is the best method for handling an audit? During this session, there will be a discussion around these questions and more!

Learning Objectives:

- Discuss how to identify documentation requirements necessary for payment.
- Explain a good order versus a not-so-good order.
- Discuss the best methods for working an audit with the various contractors.

2:15-2:30pm

Break

2:30-3:45pm

Supply Chain Roundtable Discussion: Medical Equipment is Not Immune to Supply Shortages. How does our industry overcome the issues with the supply chain crisis? We will hear from vendors and suppliers both during this roundtable discussion moderated by the VGM Team.

4:00-6pm

MNCHA Social Event

State associations provide a unified voice at federal and state levels, education opportunities, as well as collaborative and networking opportunities to succeed in this fast-paced industry. While MNCHA's strength lies in the Home Health arena, a strong HME presence is needed in Maryland. MNCHA offers its members education, collaboration among other suppliers in as well as state and federal updates. Join VGM and MNCHA for this social event networking event. Drinks and appetizers will be provided.

- **Education:** We offer exclusive discounts for educational sessions, webinars and workshops relevant to the home medical equipment (HME) industry.
- **Committees:** Joining a committee will give you a chance to collaborate with colleagues in the HME industry as we strive to move the association forward. We're looking to bring our members together in a positive and proactive way.
- **Association Updates:** The association keeps members in touch with each other and current issues through our website and email updates of emerging issues relevant to our state and industry.

Thank you for joining us today!