

# **West Virginia Medical Equipment Suppliers Association**

*You are Invited to the*

## **2013 WVMESA Fall Educational Conference & Annual Meeting**

### **SCHEDULE**

#### **Sunday - November 17, 2013**

6:00 - 8:00 pm *WVMESA will host a Meet and Greet complete with socializing, food and fun. This kickoff event will be a great opportunity to meet new people and renew old friendships. The evening will conclude with a drawing for door prizes.*

#### **Monday - November 18, 2013**

7:00 - 7:30 am Exhibitor Setup

7:30 - 8:00 Attendee Registration and Continental Breakfast with Sponsors/Exhibitors  
*WVMESA appreciates their valuable contribution to our Fall Conference!*

8:00 - 8:15 Welcome & Introductions  
*Speaker Pamela Kaehler, President, WVMESA, Richard Stevens, Executive Director, WVMESA*

8:15 - 9:15 "No Turning Back"  
*Speaker Bryan Anderson, Purple Heart Veteran; Actor, Author, Presenter; Spokesman, Pride Mobility*

9:15 - 9:30 Refreshment and Break with Sponsors/Exhibitors  
*Our sponsors make a high caliber meeting possible. Please show your support!*

9:30 - 11:00 State of the Industry: The Post Competitive Bidding Environment, HME in 2014 and Beyond  
*Speaker Mark J. Higley, Vice President Regulatory Affairs, VGM Group, Inc.*

11:00 - 12:15 Lunch & Learn  
Washington Update: What's New . . . What's Next?? The AAHomecare Update  
*Speakers Peter Rankin, Manager of Government Affairs; Heather Boyd, Manager of Regulatory Affairs, AAHomecar*

12:15 - 12:30 Break and Networking with Sponsors, Exhibitors and Speakers

12:30 - 1:45 A Strategic and Operational Approach to Audit Management ~ Medicare and Beyond  
*Speaker Andrea Stark, Medicare Consultant/Reimbursement Specialist, MiraVISTA, LLC*

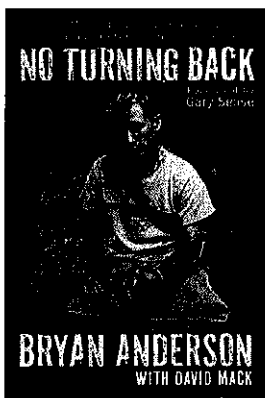
1:45 - 2:45 The Essential Medicare Update including Today's Hot Topics  
*Speaker Scott White, Provider Outreach and Education Senior Associate, CGS Administrators, LLC*

2:45 - 3:45 The Essential West Virginia Medicaid Update  
*Speakers Provider Field Representative, Molina Healthcare  
Helen C. Snyder, Associate Director IRG d/b/a APS Healthcare, Inc.*

3:45 - 4:15 General Membership Business Meeting

You will leave more prepared than when you arrived. WVMESA is pleased to bring you a full day of education, inspiration and an opportunity to network with your industry peers and partners. An EXCELLENT EDUCATION VALUE.

**DON'T MISS IT!**



## WVMESA 2013 Fall Conference Highlights

*Inspiration:* **Bryan Anderson**, [www.andersonactive.com](http://www.andersonactive.com)

Seriously injured by an Improvised Explosive Device in Iraq, Mr. Anderson reinvented himself around the new realities of his life. He passionately shares his remarkable story with audiences around the world. Bryan emphasizes taking advantage of opportunities as they present and challenges his audiences to do the same, in spite of the challenges they face. Author, actor, spokesperson, presenter, and Purple Heart Veteran, his powerful message is not to be missed.

*Legislative:* **Peter Rankin and Heather Boyd**, **American Association for Homecare**  
[www.aahomecare.org](http://www.aahomecare.org)

On a daily basis, AAHomecare staff and consultants communicate with Members of Congress, key Committees, and Congressional staff as well as various federal agencies, especially CMS.

Mr. Rankin and Ms. Boyd will **update on "all things Washington"** including competitive bidding, the Market Pricing Program, and much more.

Think politics doesn't impact your business? Think again!



*State of the Industry:* **Mark J. Higley**, **VGM Group, Inc.** [www.vgm.com](http://www.vgm.com)

As the director of regulatory affairs for the VGM Group, Mr. Higley's responsibilities include corporate business development, market research and industry analysis. His annual **State of the Industry** presentation is a clear favorite! With demographics, surveys, trends, and benchmarking, he ties these factors with current topics to provide audiences with a fresh, panoramic look at HME and a valuable planning tool.

*Reimbursement, Operations:* **Andrea Stark**, **MiraVista, LLC** [www.miravistallc.com](http://www.miravistallc.com)

Audit headaches? Face-to-face and WOPD confusion? Help is on the way! Ms. Stark, one of the most credible consultants in the industry, provides consulting, education, and billing services to suppliers throughout the country. In addition to timely advice on current, complex issues, this informative session will help inoculate your business from the **increasing and aggressive audit threat**.



*Medicare/Compliance:* **Scott White**, **CGS Administrators** [www.cgsmedicare.com](http://www.cgsmedicare.com)

Now more than ever, **you don't know what you don't know**. Get **current and correct** regarding the **Medicare** medical policies, supplier documentation, and Medicare's "hot topic" issues, from Mr. White, Provider Outreach and Education Senior Associate for Medicare Jurisdiction C DME MAC.

*State Reimbursement:* **West Virginia Medicaid ~ Molina Healthcare, APS/WVMI**

Soon, Medicaid will be expanding in West Virginia. Representatives of our Medicaid contractors will provide timely updates regarding policy, claims, prior authorization, and the **CareConnection DDE System for DME**. Provide input "from the field" to our Medicaid representatives ~ who previously implemented changes in workflows in response to recommendations from our Fall Conference attendees! Stay up-to-date on working successfully with our growing Medicaid program.

# West Virginia Medical Equipment Suppliers Association

With the support of your exhibitors and sponsors, is pleased to present its



## 2013 FALL EDUCATIONAL CONFERENCE & ANNUAL MEETING NOVEMBER 18, 2013

**REGISTER NOW!**

### REGISTRATION FORM

**TO DO:**

**TO DO:**

Register for the Fall Conference before October 26, 2013  
Please remember to reserve your hotel room by October 21, 2013 for  
WVMESA \$139 block room rate for Sunday night, November 17, 2013  
Charleston Marriott Town Center Hotel (304) 345-6500

Company Name \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Mailing Address \_\_\_\_\_  
Email Address \_\_\_\_\_  
Telephone \_\_\_\_\_

**Full Day General Session  
Includes Lunch and Break Refreshments**

**WVMESA Member Companies - \$125 first person, \$100 each additional person  
Non Member Companies \$250 per person, \$200 each additional person**

**Attendee Name**

**Fee Per Above Schedule**

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Please make checks for total fee payable to WVMESA.

Total Enclosed

*Mail this page & check payment to WVMESA 2016 1/2 Kanawha Blvd, East Charleston, WV 25311*

**WVMESA always welcomes new members! Contact us for details.**

Questions? Membership Information? Call Richard Stevens, Executive Director at 304-344-5320 or email Richard at [wvrds@aol.com](mailto:wvrds@aol.com); also Pamela Kaehler, President at 304-285-2700 Ext 18 or email Pam at [kaehlerp@monhealthsys.org](mailto:kaehlerp@monhealthsys.org).

#### HELP WVMESA HELP YOU!

In order to ensure that our speakers incorporate information most relevant to you, please help us by emailing any subject topics or specific questions to Pam Kaehler, at [kaehlerp@monhealthsys.org](mailto:kaehlerp@monhealthsys.org) for compilation. We will make every effort to inform our speakers of attendee interests and preferences. Individual providers will not be identified.

**The WVMESA Fall Conference: An exceptional educational value! Join Us!**