



Navigating New Opportunities in HME

2012 Annual Meeting • April 30-May 1 • The Crowne Plaza, White Plains, NY

Conference At-a-Glance

Monday, April 30 • 6-8:30pm

COCKTAIL HOUR & DINNER Eat, drink and network with other industry professionals

SILENT AUCTION (Begins Monday night, winners announced Tuesday afternoon - goal is \$5,000)

Often, even more during these unsettling times, it is critical for our members to travel to Washington and speak directly with our elected officials on the changes that will negatively affect our industry and those we serve. NYMEP is keenly aware that companies do not have extra funds available for travel and have decided to create a special fund to financially offset some of the travel burden for members. This year at our annual meeting we will have a silent auction and the proceeds will go to this special fund.

Choose one of the following Tracks for Tuesday, May 1

Tuesday, May 1 • 8am-4:30pm

NYMEP Conference & Exhibition

LEARN at educational sessions targeting your specific interests and concerns

- Launching New Ventures within HME Industry
- New Federal and State Health Initiatives
- Legislative Update
- Surviving & Thriving in Chaos

NETWORK with other industry professionals

- Learning @ Lunch

VIEW hot new products and services from leading industry manufacturers

Who Should Attend: Owners, Managers, Supervisors

Tuesday, May 1 • 9am-4pm

DME MAC Jurisdiction A Educational Session

NHIC, Corp. DME MAC A, in partnership with NYMEP, is once again offering a full-day education track for DMEPOS supplier billing staff. This session is being offered for an additional fee and includes a buffet lunch.

- What's New—Updates
- Medicare Audits—What you need to know
- Advanced Billing
- Repair Replacement—DME
- Visit the DME MAC A Exhibit Table!

Who Should Attend: Billing Supervisors & Staff

Thank you to our major sponsors:



Schedule of Events

DME MAC Jurisdiction A Educational Session

NHIC, Corp. DME MAC A, in partnership with NYMEP, is once again offering a full-day education track for DMEPOS supplier billing staff. This session is being offered for an additional fee and includes a buffet lunch.

DME MAC A Speakers:

James Hardiman
Outreach Specialist
New York State (Interim), New York City,
New Jersey, and Delaware

Denise Winsock
Outreach Specialist
District of Columbia, Maryland,
Outside Jurisdiction A



NHIC, Corp.
A CMS CONTRACTOR

DME MAC Jurisdiction A

NHIC, Corp.
75 William Terry Drive
Hingham, MA 02043
www.medicarenhic.com/dme

Morning Sessions (9:00 AM—12:00 PM)

What's New – Updates

This session was developed to provide an overview on some of the newest DME MAC updates for the PMD Pilot initiative, recent Local Coverage Determination (LCD) Updates, and PECOS Update.

Medicare Audits – What You Need to Know

Emphasis will be placed on important documentation components needed to successfully execute compliance. Additional information will be provided on common Comprehensive Error Rate Testing (CERT) errors, and Probe reviews, as well as tips/tools available to help avoid these errors.

Afternoon Sessions (1:00 PM—4:00 PM)

Advanced Billing:

The objective of this session is to assist DMEPOS suppliers in learning how to take a proactive stance and effectively manage patient documentation collection. FAQs and resources will be provided.

Repairs/Replacements – DME

This training session is a basic overview of the Repairs/Replacements for Durable Medical Equipment (DME). The attendee will receive information how to bill for a repair and/or a replacement.

Visit the DME MAC A Exhibit Table!

During the designated times, DME MAC A representatives will also be available in the exhibit area to engage in direct one-on-one interaction in order to further enhance your overall educational experience.

Schedule of Events

Monday, April 30, 2012 and Tuesday, May 1, 2012

NYMEP Conference & Exhibition

Registration fees include continental breakfast, Learning @ Lunch, education workshops and admission to the exhibit hall.

Monday, April 30, 2012		
Time	Details	Sponsor
6:00-7:00pm	Cocktail Hour Join us in the Exhibit area for cocktails and bid on Silent Auction items. All conference attendees are welcome to attend.	 Products for life from people who care.™
7:00-8:30pm	Dinner Speaker– PENDING Invited New York State Lt Governor Robert (Bob) Duffy Building a New NY.... With you. New York is Open for Business. Governor and Lt. Governor efforts to redesign the way state government works in order to drive economic growth and create jobs.	
Tuesday, May 1, 2012		
Time / Sponsor	Details	
7:00-8:00am	Registration— Ballroom Lobby Area	
7:00-8:00am	NYMEP Safety Group Meeting - Details announced to Group Members	
8:00-8:30am	Opening Remarks and Summary of NYMEP's Activity over the Past Year. Membership Meeting swearing in ceremony 2012 Board of Directors <i>Irene Magee and Carol Napierski</i>	
8:30-9:30am 	Keynote Address: Launching New Ventures Within the HME Industry <i>Clifford Schorer, Adjunct Professor at Columbia Business School</i> Professor Schorer is a serial entrepreneur who specializes in the start-up acquisition and development of small and mid-size companies. He focuses on businesses with unique ideas or technologies that are in need of guidance during their initial growth phases.	
9:45-10:30am	Exhibit Hall	
10:30-11:45 	New Health Initiatives: New Models...New Opportunities <i>Andrea Smyth: A. Smyth Advocacy</i> <i>Carla Hogan Esq; Tuczinski, Cavalier, Gilchrist & Collura</i> <i>Mary Ellen Conway: Capital Healthcare Group</i> Learn firsthand Federal and New York state health care initiatives and explore new opportunities for Home Medical Providers.	
12:00 -1:00pm	Learning @ Lunch—Breaking Bread and Sharing Ideas	
1:00-1:45 	Legislative Update— <i>John Gallagher; Vice president of government relations, VGM Group</i> <i>Keeping up on the rapid changes...proposed changes in federal regulations can be a full time job for all providers.</i>	
1:45- 2:15 	"Strategies to Market to New Health Care Models" <i>Michael Sperduti, President and Chief Executive Emerge Sales.</i> New opportunities presenting to the HME provider– tools to help providers market to these new entities.	
2:15-3:00pm	Exhibit Hall	
3:00-4:30pm 	"Surviving - Thriving in Chaos" - <i>Michael Sperduti, President and Chief Executive Emerge Sales</i> Tool, strategies and ideas for re-inventing your company and prospering in the new era of home care.	

Participant Registration Form

RSVP due by April 13, 2012

One RSVP form per participant—please copy this form for additional participants.

Participant Information: Please print name and affiliation exactly as you would like it to appear.

Name: _____

Title: _____

Company Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

Fee Schedule:

In order for NYMEP to plan properly, please Circle the applicable personal selections below.

Date	Event	NYMEP Members	Non-Members	Members Only Early Bird Discount Before 3/30
April 30- May 1	NYMEP Conference ALL INCLUSIVE! Includes Cocktail Hour / Dinner / Continental Breakfast / Learning@Lunch <input type="checkbox"/> I will be attending the Cocktail Hour	\$300	\$400	\$269
May 1	NYMEP Conference Includes Continental Breakfast / Learning@Lunch	\$225	\$325	\$197
May 1	NHIC Includes Continental Breakfast / Lunch / PM Break	\$225	\$325	\$197
	Special Dietary Needs: <input type="checkbox"/> None <input type="checkbox"/> Vegetarian <input type="checkbox"/> Kosher			
	TOTAL			

Group Discounts: NYMEP Members sending three or more individuals will receive a 25% discount off the fourth and any additional employees from the same agency! **Encourage your staff to attend today!**

Two Ways to Register:

Mail: NYMEP
6 Airline Drive
Albany, NY 12205
Fax: (518) 436-9667

Registration fees **DO NOT INCLUDE** Lodging. NYMEP has arranged for a special discounted rate for attendees at the **Crowne Plaza White Plains, 66 Hale Avenue, White Plains, NY 10601**. When registering use the **group code UQ6** (group rate of \$145 per night). Reservations can be made online at www.cpwestchester.com or by calling 800-227-6963 or the hotel direct at 914-682-0050.

Cancellation Policy: Conference registration cancellations received before April 6, 2012, entitles registrants to a full refund. **NO REFUNDS** will be issued for cancellations received after April 6, 2012. Refunds will **NOT** be made for no-shows. However, substitutions will be allowed.

Not a Member?

Non-members that would like to join the New York Medical Equipment Providers Association and attend the NYMEP Annual Meeting & Exhibition will receive **\$200 off membership dues** for the year and will be able to attend the Annual Meeting & Exhibition at the discounted NYMEP member rate. Don't miss out on this great opportunity! **JOIN TODAY!** For further information or to receive these discounts, contact NYMEP at (518) 436-9637 or nymep@nymep.org.

Payment Information:

Total amount charged to credit card: \$ _____

Check enclosed, made payable to New York Medical Equipment Providers Association.

Charge my credit for \$ _____ MC VISA AMEX

Account # _____

Expiration Date: _____ CSV Code: _____

Name on Card: _____

Billing Address: _____

Authorized Signature: _____



Supporting the industry that provides
quality medical equipment and services at home.