



VGM Roadshow & TexMEP Social Event

Location: Hilton Garden Inn DFW North Grapevine

205 W State Hwy 114

Grapevine, Texas 76051, USA

When: Thursday, March 3, 2022

Cost: \$50 per person

8:45-9:15am Registration

9:15-9:30am Opening Comments from Victoria Peterson, President of TexMEP

9:30-10:30am Maximizing Resources to Ensure Fair Reimbursement – Craig Douglas

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 Death, Taxes, and Changing Government- John Gallagher

While Benjamin Franklin said, "The only two certainties in life are death and taxes," the saying could probably be modified to include government and legislation. There is no doubt that the past year to 18 months has proven that change in our government and legislation is also 'certain.' This presentation will dive into the state and federal legislative issues impacting the DME industry as well as how providers and constituents can help in grassroots efforts. Topics will include how the midterm 2022 elections will impact industry efforts, key congressional committees of jurisdiction and how they impact DMEPOS, current industry legislation, and state level reimbursement concerns. John will also

discuss recently released studies and how to use them in your discussions with congressional members and staff, and potential alternatives to the competitive bid program.

Noon-1pm **Lunch/Vendor Time**

1-2:15pm **Projecting the Likely Reimbursement Environment in 2022: Interpreting the Final Rule, Competitive Bid Program, and More – Ronda Buhrmester**

As we begin 2022 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 pretty 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. In addition, there will updates provided on the new oxygen NCD and Condition of Payment ruling. With that said, this session will evaluate and project the likely major issues of 2022.

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 John Gallagher.

4:00-6pm **TexMEP Social**

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. TexMEP, while only 5 years old, has one of the most productive and valuable state associations. TexMEP offers its members education, collaboration among other suppliers in Texas, as well as state and federal updates. Join VGM and TexMEP 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.