



CONFERENCE BROCHURE



11TH ANNUAL CONFERENCE

OCTOBER 16 – 17, 2024

 OLD RANCH COUNTRY CLUB
3901 Lampson Avenue
Seal Beach, CA 90740

EARLYBIRD DEADLINE:
Tuesday, September 3

PRE-REGISTRATION DEADLINE:
Monday, October 7



REGISTER ONLINE
at www.campsonline.org





On behalf of the CAMPS Board of Directors, we invite you to join us at the 11th Annual Conference, October 16-17, 2024. We have an exciting program to share with you this year. The educational offerings include Federal and CA Legislative and Regulatory updates, the latest in DME Medicare Updates, Maximizing Payer Contracting Efforts, and more! We've put together a panel presentation on Emerging Technologies that you won't want to miss. Back by popular demand, we are pleased to offer education for your Rehab Technologists (RT/ATP).

I encourage you to take full advantage of the resources and opportunities available throughout the meeting. Whether it's through attending sessions, participating in discussions, or exploring the latest products and services provided by our vendor partners, your active involvement will enrich your experience and contribute to the success of our event.

Together, we hope to make this a memorable and impactful event.

Paul Ondrusek
President



WEDNESDAY, OCTOBER 16

1:00 PM

Welcome and Announcements

Paul Ondrusek, CAMPS President

1:15 PM – 2:15 PM

Payer Relations Update: Medicare Advantage, Transparency Rule, & Value-Based Care

Alexis Ward, Senior Director of Payer Relations, AAHomecare

This session will review current burdens on DME-POS providers. We will learn about the nuances of working with Medicare Advantage Plans, Federal Rules impacting providers, and what the latest trends are with Value-Based Care. Come prepared to hear about resources to help your business succeed in the current DMEPOS environment.

Learning Objectives:

- Understand the challenges and opportunities with Medicare Advantage Plans (MAPs):
- Have improved knowledge of federal rules and their impact on DMEPOS providers
- Know how to find data & resources for use with payers

REHAB TRACK >>

1:15 PM – 2:15 PM

Primary Support Surfaces for Seating and Posture

(1 hour/0.1 CEU)

Jessica Presperin Pedersen, OTD, MBA, ATP/SMS, FAOTA, RESNA Fellow, Director Clinical Education North America, Sunrise Medical

This session provides education related to primary positioning devices including cushions and back supports and is designed for clinicians striving to enhance their knowledge and clinical practice. It

focuses on the properties/design intent and positioning capabilities of each seating and postural support. While considering common client characteristics, the participant will enhance their knowledge and apply the clinical value and application of each design.

Learning Objectives:

- Identify 3 characteristics of support surfaces.
- Define posterior pelvic tilt.
- Compare and contrast cushions that provide pressure distribution vs cushions that provide positioning

2:15 PM – 3:15 PM

The Latest in DME Medicare Updates and Comprehensive Error Rate Testing (CERT) Errors

Tanya Gillies and Mary Reineke-Ferguson, DME Provider Outreach and Education Consultants, Noridian Healthcare Solutions, LLC

Learning Objectives:

- Understanding recent DME Medicare updates
- Overview of the Comprehensive Error Rate Testing (CERT) program
- Documentation requirements

REHAB TRACK >>

2:15 PM – 3:15 PM

Documentation LIFE Preserver (1 hour/0.1 CEU)

Dan Fedor, VGM & Associates

Documentation for mobility products consumes so much time for both the LMCP (PT/OT) and the CRT supplier and in most cases more than treating the patient. The amount of documentation required is overwhelming and there just doesn't seem to be enough time during the day to give them what they expect. While this is necessary for those that qualify to receive the medically necessary items does it have to consume so much time? The answer is NO, as these payers have internal requirements and are driven by more than just the written policy. In this activity, participants will gain insight into health

insurance plans documentation requirements to **STREAMLINE** the process for mobility products. This course will teach attendees how to effectively and efficiently document and review for medical necessity for mobility products to reduce the time spent on writing and reviewing documentation.

Learning Objectives:

- Identify key requirements that must be clearly documented in the wheelchair evaluation with consideration of health insurance reimbursement
- Recognize how health insurers think and how to speak (write) their language so they understand what you see in your patient
- Connect the dots in the wheelchair evaluation to ensure your patient receives the medically necessary product in a timely manner

3:15 PM – 3:30 PM – EXHIBIT BREAK

3:30 PM – 4:30 PM

Audit Climate: What You Need to Know

*Kelly Grahovac, General Manager,
The van Halem Group*

Things are heating up when it comes to audits. We know it is not your favorite subject, but this presentation will provide a solid foundation of what you need to know as far as audits are concerned. We will provide an overview of what oversight entities and payers are currently focused on as well as a look into what we might expect in the second half of the year. Knowledge is power when it comes to protecting your business from audit recoupments and denials.

Learning Objectives:

- Identify issues or products that auditors from various payers are focusing their oversight efforts
- Learn what issues or products may be the subject of future oversight efforts
- Identify which audit entities are most active
- Identify steps a supplier can take to mitigate the impact of and audit and reduce denials or overpayments

REHAB TRACK >>

3:30 PM – 4:30 PM

Considering Mobility Equipment as It Relates to Development (1 hour/0.1 CEU)

Jessica Presperin Pedersen, OTD, MBA, ATP/SMS, FAOTA, RESNA Fellow, Director Clinical Education North America, Sunrise Medical

This course is designed for clinicians to enhance their knowledge and clinical application of the subject matter: considering mobility equipment as it relates to development. As part of this course, we will discuss the application of mobility equipment to support the development of self-initiated movement for function and participation. Additionally, the course will review specific challenges related to children with disabilities or delay, current evidence, and the assessment and prescription of products pertaining to on-time mobility or function desired.

Learning Objectives:

- Be able to list 2 benefits of on-time mobility intervention
- Understand how to compare and contrast reasons to utilize a dependent versus an independent wheelchair base
- Identify two interventions for power driver training

4:30 PM – 5:15 PM

State of the State

Cathleen Galgiani, CAMPS Lobbyist

Join us for an insightful session featuring the latest California regulatory and legislative updates, delivered by CAMPS' new lobbyist.



[CLICK HERE FOR MORE INFORMATION ABOUT CAMPS](#)



REHAB TRACK >>

4:30 PM – 5:30 PM

Don't let Documentation for Cushions be a Pain in the Ischial (1 hour/0.1 CEU)

Dan Fedor, VGM & Associates

Are cushion denials becoming a pain? How about determining how often a cushion can be replaced? Skin protection and positioning cushions are diagnosis (ICD-10) driven within the claims processing system; however, a qualifying ICD-10 is NOT enough for certain diagnoses, and the lack of detailed narrative in the medical record for a cushion may impact the coverage of the cushion and in certain situations the power base too! This session will outline in detail the coverage for skin protection and positioning cushions, how cushions impact the coverage of a solid seat power base, as well as how often a cushion can be replaced.

Learning Objectives:

- Identify coverage criteria for cushions
- Determine the required narrative for certain diagnoses
- Evaluate the impact cushions have on certain power bases
- Identify how long a cushion must remain intact
- Implement replacement protocol

5:15 PM – 6:30 PM

NETWORKING RECEPTION WITH EXHIBITORS



THURSDAY, OCTOBER 17

8:45 AM – 9:45 AM

Utilizing ALL Resources to Maximize Payer Contracting Efforts

Craig Douglas, Vice President of Payer & Member Relations, VGM & Associates

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 1) whether they can even get into a network, or 2) determining a fair reimbursement during “negotiations” with payers. This is often true because providers 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 “we have enough providers” or “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 available tools that providers can now utilize as they negotiate new or renegotiate existing contracts with payers to achieve more long-term stability in their contracts. Craig will give you some insight into data that can prove extremely helpful in these types of negotiations. Some additional questions that will be answered during this session:

- Do I have contracts with all of the major payers in my market? If not, which ones am I missing and are they worth pursuing?
- Do you feel 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?
- Reimbursement rates aside, what are payers looking for when it comes to their DME provider networks?



CONFERENCE SCHEDULE

REGISTRATION INFORMATION

REGISTER ONLINE TODAY!

Not a Member of CAMPS? Become a member at the time of registration and get ONE (1) Complimentary Registration.

EARLYBIRD DEADLINE:

Tuesday, September 3

PRE-REGISTRATION DEADLINE:

Monday, October 7

ONSITE: Additional \$50 Fee will be added for onsite registration



Cancellation Policy: Full refunds, less \$100 processing fee, when received on or before October 7, 2024. No refunds will be given for cancellations after this date. All requests for refund must be received in writing.

Special Assistance: If you require reasonable accommodation to participate in this event, please contact the CSP Office at 916.446.6001 x112.

HOTEL ACCOMMODATIONS

Please note that we do not have a designated block of rooms for this conference. Attendees are responsible for making their own hotel reservations. We recommend booking early to secure your preferred accommodations. For your convenience, a list of nearby hotels are below.

Hampton Inn and Suites

2401 Seal Beach Blvd
Seal Beach, CA 90740

Ayres Hotel Seal Beach

12850 Seal Beach Blvd
Seal Beach, CA 90740

9:45 AM – 10:45 AM

Unlocking Solutions for DME Companies:

Unveiling the Latest Industry Secrets

Ronda Buhrmester, VGM & Associates

Embark on a journey of innovation and success! The exclusive session unveils the latest industry updates regarding policies and reimbursement, game-changing technologies, and strategic insights that can transform your business. Don't just keep up—lead the pack! Join in for a dynamic experience that promises to elevate your DME venture to new heights. Seize the future of healthcare equipment—your success story starts here!

Learning Objectives:

- Learn about the regulatory updates with the policies and what is in the hopper.
- Understand the common areas of concern that may empower a solution.
- Explore how these innovations impact operational efficiency and cost-effectiveness.

10:45 AM – 11:00 AM – EXHIBIT BREAK

11:00 AM – 12:00 PM

CGM

Bill Baker, Vice President Key Accounts and Megan Coyne, Regional Account Manager, GEMCO Medical

Learning Objectives

- Introduce Medical Benefit CGM
- Introduce the Main Products / Main Business Case
- Who Qualifies for CGM and Basics for Billing Medicare and Commercial Payors

12:00 PM – 1:00 PM

LUNCHEON HONORING BOB ACHERMANN

1:00 PM – 2:00 PM

Emerging Technologies:

What's New in AI and Best Practices

Panel Presentation

2:00 PM

Closing Remarks

Paul Ondrusek, CAMPS President