

## 2015 Home Health Care EPPS

### Education & EPPS Programs

ECRM's educational sessions provide EPPS attendees with the opportunity to learn from thought leaders and category experts on a variety of topics aimed at their professional development. These sessions include presentations, moderated panel discussions, special events, workshops, and roundtable discussions focused on category insights and trends, as well as hands-on workshops to help buyers and sellers enhance the effectiveness of their meetings during an EPPS.

Monday, March 2, 2015

#### The Industry Speaks: A Panel Discussion on Important Issues Facing the Home Health Care Market

##### **60 minutes**

Join top industry experts in a spirited panel discussion of important issues facing the Home Health Care Market. Hear from all sides of the Home Health Care delivery system from wholesalers to retailers to manufacturers. Come be a part of this dynamic interchange of ideas and opinions from seasoned industry professionals.

[Doug Wedekind Feature](#) [Matt McElduff Feature](#)

Expert Panel <br>

<font style="font-weight: bold; font-size: 12px;">Kevin Lohmeyer, Category Manager at AmerisourceBergen <br>

Bill Kibby, Purchasing Manager at Hart Medical Equipment <br>

Drew Massey, Clinical Services at Fruth Pharmacy <br>

Doug Wedekind, Director HME/DME at Walgreens <br>

Matt McElduff, Sr. VP, Business Development at Compass Health <br>

Doug Harper, Group Vice President, North America at Invacare <br>

Scott Deis, Vice President at Nova <br>

Matt Hobbs, Owen Mumford <br>

## HME – State of the Union Address

### **40 minutes**

This is not your grandmother's Home Medical Equipment market. Today's HME landscape is riddled with IEDs, snipers and drones trying to squeeze your margins and cash flow. This session will focus on the major issues facing the HME market including Competitive Bidding, audits, Face-To-Face requirements and lowered reimbursement. Come learn the external forces working against the industry and some suggestions for combating them.

[Bruce Brothis Feature](#)

Bruce Brothis, President  
Allegient Billing & Consulting, Inc.