



2022 Home Health Care Session

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.

Tuesday, March 29, 2022

How COVID Shaped the HME Industry...for the Better

40 minutes

Sue Chen
Nova Medical Products

Thought Interaction Pods

60 minutes

Discuss relevant industry topics in a round table format with fellow industry professionals.

Table #1:

Becky Dant, PharmD, BCACP, AGMM Professional Services at Costco Wholesale Pharmacy
Discussion Topic: How COVID Home Tests Will Impact Diagnostics Long Term

Table #2:

Greg McGough, Director of Operations at Access Medical Equipment Co
Discussion Topic: The Shift to Ecommerce: How Brick-N-Mortar Can Remain Relevant

Table #3:

Dave Wendland, Vice President – Strategic Relations at Hamacher Resource Group
Discussion Topic: Empower Customers – Reinventing the Retail Experience for People with Diabetes

Table #4:

Brian Sharpe, CEO at Liviliti Health Products
Discussion Topic: Supply Chain Management and Logistical Challenges

Table #5:

Caleb Umstead, CEO / Partner at 1st Class Medical
Discussion Topic: Home Health Care Sales - Lead Generation

Table #6:

Joe Montoto, Rx Srv- Procurement/PBM Managed Care/Clinical Srv at Wakefern Food Corporation
Discussion Topic: Billing the Medicare Patient for CGM Supplies at Retail: Best Practices

Transforming Care: A World of Integrated, Frictionless Tools for People with Diabetes

60 minutes

This is a panel discussion moderated by Dave Wendland of the Hamacher Resource Group.

Panelists Include:

- Joe Montoto, Rx Srv- Procurement/PBM Managed Care/Clinical Srv at Wakefern Food Corporation
- Kevin Lohmeyer, Sr. Director Category Management – Consumer at AmerisourceBergen Corporation
- Becky Dant, Director of Professional Services at Costco
- Graham Hurrell, Director Global Customer Insights at LifeScan