

2023 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, May 9, 2023

Focusing on CARE where HEALTH meets the HOME

60 minutes

Healthcare advancements have enabled patients from all walks of life to receive care from the comfort of their homes. Not only is home healthcare more effective at improving patient outcomes, but it is also has proven to be cost-effective alternative to hospitalization, saving both Medicare and taxpayers money.

Even before the pandemic, home-based care was one of the fastest growing provider growth segments because of favorable demographic and regulatory trends. Because of an increasingly diverse and fragmented care-delivery ecosystem many options have emerged to address recovery and care at home.

As a result, there is opportunity for retailers, distributors, and brands to tackle the unmet need to organize these activities through building new businesses, acquiring capabilities, or partnering with other service providers. This unique panel discussion offers a bird's eye view of the future of care delivery and offers a glimpse into how various organizations are responding to the evolving needs of patients, their caregivers, and the overarching consumerism of health.

Moderator

Dave Wendland, Hamacher Resource Group, Vice President, Strategic Initiatives

Panelists

Kevin Lohmeyer, Sr. Director Category Management – Consumer,
AmerisourceBergen

Alan Vazquez, Sr. Category Manager, Carewell

Patty Post, Founder & CEO, Checkable

Kamal Haddad, CEO, Health Mobius

John Hickman, BDM- Brands and At Home Diagnostics, HEB

Faisal Poonawala, General Manager, Spring Branch Medical Supply

Aaron Sapp
UNFI-Conventional

ECRM & Drug Store News Buyers Choice Awards

15 minutes

Join us for the Buyer's Choice Awards hosted by ECRM and Drug Store News! Suppliers will submit their product offering and participating buyers will cast their vote for their favorite product!