



AAOE New England Chapter



Inaugural Meeting

Mohegan Sun · Uncasville, CT

September 23 - 24, 2010





A Letter from the President

Welcome to the New England Chapter of the American Academy of Orthopedic Executives—New England's first formal resource for orthopedic group management.

Our mission is to provide orthopedic practice administrators with the knowledge and networking tools they need, and to set a standard for excellence in practice management. The scope of our work is unique and not many understand it. We find ourselves responsible for things we never thought possible. In the environment we experience, where nothing is simple as it was years ago, we need a resource that we can access at a local level, and the best way to achieve this is to build it ourselves. We want to bring our chapter to a level that provides all orthopedic groups with not only education, but with an environment of mutual help and sharing of information through networking.

Our vision is to have this resource continue and grow for future administrators, and to do our part to pass along our experiences and the knowledge we've gained. We welcome you and ask you for your participation in this exciting new venture.

Warm Regards,

Diane Menard, President



NE AAOE Board Members

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Meeting Agenda

THURSDAY, SEPTEMBER 23, 2010

- 3:00 Hotel check-in
6:00 Dinner: SRSsoft

FRIDAY, SEPTEMBER 24, 2010

- 7:00-8:00 Registration/Breakfast
- 8:00-9:00 **John Hornberger, CEO Innovative Healthcare Business Solutions**
A Principal with the firm, John specializes in business and operational analysis and improvement, strategic planning, physician relations, practice mergers and consolidations, physician compensation arrangements, financial projections and feasibility studies.
- 9:00-10:00 **Steve Fiore, MBA, FACMPE - Strategies for Expense Control through Purchasing and Overhead Reduction, a Case Study**
All Orthopaedic practices are dealing with increased costs, minimal growth in reimbursement, along with few sources of alternative new revenue; practice managers are facing tougher challenges to offset the creep in overhead rates. Single practices have very little leverage in negotiating pricing which continues to be heavily volume driven. This case study will illustrate how several groups joined forces to develop a Group Purchasing Organization (GPO) in order to influence specific vendor's pricing strategies to lower costs which increased margin on revenue based products and services.
- 10:00-10:30 Break with Vendors
- 10:30-11:30 **Stephen Cowherd, Esq., Jeffers Cowherd P.C. - Healthcare Reform: Opportunities and Challenges for the Orthopedic Practice**
This presentation will focus on how the expansions in insurance coverage, changes in reimbursement methods, establishment of new delivery systems and the continuing initiatives aimed at improving quality and enforcing fraud and abuse laws contained in The Patient Protection and Affordable Care Act of 2010 (PPACA) that was signed into law last March has changed the regulatory framework in which orthopedic practices operate and what practice managers need to know in order to navigate through this landmark healthcare legislation.
- 11:30-12:30 **Douglas Goumas, MD - DME in the Office and/or Interfacing with a DME Services Provider**
This session will cover: Managing DME inventory to maximize DME profitability, Personnel Requirements, Software Requirements, Getting Started, and How we do it at our office.
- 12:30-1:30 Lunch with Vendors
- 1:30-2:30 **Patricia Whelan, MHA - Orthopedics, IT & The Cloud**
This session focuses on how Orthopedic practices today are leveraging technology to improve the patient experience, streamline workflow, and reduce operating costs. From interactive websites to leveraging cloud computing, find out who's doing what to boost their on-line presence and bottom line.
- 2:30-2:45 Break with Vendors
- 2:45-3:45 **Teresa Elia, MA, PT - Components of an Effective Compliance Program**
The Patient Protection and Affordable Care Act (PPAC) recently signed into law by President Obama contains an unprecedented array of aggressive new authorities to fight waste, fraud and abuse. The act increased funding to detect fraud and abuse by \$250 million over 10 years. The act also contains a provision to require all Medicare providers and suppliers to implement compliance programs as a condition of enrollment. This presentation will outline the seven components, specified by the OIG, that provide a solid basis upon which a physician practice can create a comprehensive compliance program.
- 3:45-4:00 **Closing Discussion: Topics for Next Year**





Accommodations

HOUSING INSTRUCTIONS

Please contact Mohegan Sun's toll free Group Reservation line at 1-877-Mohegan (664-3426) or on the web by visiting: https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=2559712&fromResdesk=true

Please reference **2010AAOENE Conference** for the discounted room rate of \$209. Must be booked by August 24, 2010

Mohegan Sun Hotel Guests

Please follow the signs for the Hotel and you can park in the Hotel Valet. Your event is being held in The Cabaret (NOT the Convention Center). Please follow signs for the Cabaret from hotel lobby.

Guests Attending Event Only

Please utilize the Riverview Garage or the Sky Valet. These are the easiest entrances to access the Convention Center.

****Your event is being held in The Cabaret (NOT the Convention Center). When you walk into the Riverview Entrance; bear left and the Cabaret will be located just past the restrooms on the left.****



Local Attractions

Olde Mistick Village

Address: Exit 90 off I-95
Mystic, Connecticut, 06355
Phone: 860.536.4941
Website: www.oldemistickvillage.com



Ocean Beach Park

Address: 98 Neptune Avenue,
New London, CT 06385
Phone: 860.447.3031
Website: www.ocean-beach-park.com



Jonathan Edwards Winery

Address: 74 Chester Maine Road
North Stonington, CT 06359
Phone: 860.535.0202
Website: www.jedwardswinery.com



Mohegan Sun Country Club at Pautipaug

Address: 7 Dows Lane,
Baltic, CT 06330
Phone: 860.822.6375
Website: www.mohegansun.com/golf





Attendee Registration

American Academy of Orthopedic Executives - New England Chapter
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Name and Title: _____

Practice Name: _____

Mailing Address: _____

Phone Number: _____ Fax Number: _____

Work E-Mail: _____

Number of Physicians: _____ Number of Locations: _____

Certifications: _____

Practice Type: Private Multi-Specialty University Affiliated Hospital Based/Owned Solo Clinical

Does the Practice Employ: RN Occupational LPN NP MA Surgical Asst PA

Hand Therapist Ortho Tech PT Radiology Tech Other: _____

Does the Office Have: X-Ray Physical Ambulatory Surgery Center MRI CT Occupational

Charts: Electronic Paper EMR/EHR Name: _____

PMS Name: _____

Attending Thursday Welcome Reception? Yes No

Registration fee: No charge during the 1st year.

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