

**2017**

***MAPAM FALL CONFERENCE***



***“BE A REVENUE CYCLE  
SUPERHERO!”***

***OCTOBER 23 - 24, 2017***

***RED JACKET BEACH RESORT***

***SOUTH YARMOUTH MA***

# MAPAM Fall Conference Agenda

**Monday, October 23, 2017**

8:00 am to 8:45 am	<b><u>Registration and Breakfast</u></b>
8:45 am to 9:00 am	<b><u>Opening Remarks – MAPAM</u></b> <b>Patrick McDonough, MAPAM President</b>
9:00 am to 9:15 am	<b><u>National AAHAM Update</u></b> <b>Tim Moore, Marcam Associates</b>
9:15 am to 10:15 am	<b><u>Overcoming Obstacles in Patient Access</u></b> <b>Sandra Clay-Hillyard, Lowell General Hospital</b>  Lowell General Hospital is one of only three hospitals or health systems in the country to win the HFMA MAP Award for Revenue Cycle Excellence for the past two years. MAP Award winners excel in meeting industry standard revenue cycle benchmarks (MAP Keys), implementing patient-centered recommendations and best practices, and achieving outstanding patient satisfaction. In this presentation, Sandra looks at the impact Patient Access can have on Revenue Cycle Excellence
10:15 am to 11:15 am	<b><u>Challenges in 2017 – Data Integrity, Revenue Integrity, and Denial Prevention</u></b> <b>Christy Matheson and Laureen Rimmer, Medical Record Associates, LLC</b>  In this session, the strategies required for a revenue cycle team collaborative approach to denial prevention will be explored. Understanding the types of audits, whether internal, external, concurrent, retrospective, federal payer, commercial payer, risk adjustment etc. will be discussed, as will methods to utilize data to trend patterns. Based upon audit outcome data, attendees will learn how to develop best practices to substantiate findings, conduct root-cause analysis and then implement workflow enhancements to achieve improved revenue integrity.
11:15 am to 12:15pm	<b><u>The Compliance Topics that Are (or Should Be) Keeping Us up at Night</u></b> <b>Catherine Kaiser</b>  The best way to maintain compliance is by building it into the billing process. In this presentation, attendees are walked through not only putting out the fires caused by today's hottest billing compliance topics, but also how to prevent them from ever starting in the first place. Topics will include: <ul style="list-style-type: none"> <li>• Targeted Medicare Pre-Pay Reviews – What do they tell us? And what do they not tell us?</li> <li>• Sleep Studies – Should we be losing sleep over sleep studies?</li> <li>• Assessing denials to identify compliance risks – How do I become Queen of Denial?</li> <li>• Monitoring outlier payments – Using Outliers to point to the problems.</li> <li>• 501r requirements and the threat of loss of tax exempt status – What is it? How do I get it? And how do I keep it?</li> </ul> And more!



12:15 pm to 1:00 pm	<b><u>Lunch</u></b>
1:00 pm to 2:00 pm	<p><b><u>Analysis Paralysis: Don't be a Victim</u></b>  <b><u>Will Israel, The SSI Group</u></b></p> <p>Analytics doesn't have to be an insurmountable business problem, nor does data have to be a dirty word. With a few simple steps, you can change the way you approach analytics and learn to turn meaningless numbers into actionable insights for process improvement at your organization. In this presentation, we'll conduct an in-depth review of the five key mistakes people make with analytics.</p>
2:00 pm to 3:00 pm	<p><b><u>Panel Discussion: Successfully Navigating Mergers</u></b>  <b><u>John Burke, Baystate Noble Hospital</u></b>  <b><u>Debra Conceicao, Beth Israel Deaconess Medical Center</u></b>  <b><u>Christine Dupont, Steward Health Care</u></b></p> <p>It seems every morning, we hear news of a new merger or acquisition that will effect a significant portion of our membership. This panel of industry veterans will discuss their experiences, what they believe makes some mergers seamlessly successful while others travel a bumpier road, and will answer your questions about their experiences.</p>
3:00 pm to 4:00 pm	<b><u>Networking and Hotel Check-In</u></b>
4:00 PM	<p><b><u>MAPAM Annual Polar Plunge: "Superhero Soak"</u></b></p> <p>We're pleased to announce our Second Annual Polar Plunge. There is a \$25 entrance fee to participate and all proceeds will be donated to The Ellie Fund for Breast Cancer. Participants will be given a commemorative t-shirt.</p>
6:00 pm to 11:00 pm	<p><b><u>Evening Reception</u></b></p> <p>The Annual President's Dinner will be hosted in the courtyard. Enjoy waterfront views, a cocktail hour with passed hors d'oeuvres, dinner, and reception to follow. Dress to impress and be entered in our costume contest. This year's theme is "Be a Revenue Cycle Superhero" and we welcome all superheroes and supervillians to the dress their part.</p>



## ***TUESDAY, OCTOBER 24, 2017***

8:30 am to 9:30 am

### **Full Breakfast**

9:30 am to 10:30 am

### **Combatting Denials**

**Dr. Ed Niewiadomski, MedMetrix**

In this in-depth analysis of Denial Challenges, attendees will learn about both payer-induced and provider self-imposed denials. The session will include methods for quantifying and preventing denials, plus how to recover denials retrospectively.

10:30 am to 11:30 am

### **How to be a Clean Claims Superhero**

**Derek Johnson, Colburn Hill Group**

Failures in configuration or maintenance often result in underperforming claim editors, either routing claims for manual intervention that could be fixed automatically, or passing claims that will eventually be denied. In this session, attendees will learn how to critically interpret industry definitions of Clean Claim Rate (CCR), how to understand what *their* CCT means, how to achieve a CCR that strikes a balance between minimizing denials and labor costs, and ten steps to improve their CCR.

11:30 am to 12:30 pm

### **Navigating Changes to S-10 under the 2018 IPPS Final Rule**

**DeLicia Maynard, Besler Consulting**

This session is designed to help you understand the reimbursement implications and PFS role in successful preparation and audit of the S-10. Topics include:

- Understanding changes to DSH reimbursement
- Approaches to completing S-10
- Audit responsibilities

12:30 pm

### **Closing Remarks and Additional Networking Opportunities**



## REGISTRATION AND OTHER CONFERENCE INFORMATION

<b>Registration Fees:</b>	\$ 395.00	<input type="checkbox"/>	Full program, <b>MAPAM Member</b> -Includes 1 Participant for lodging (Monday night), program materials, refreshments, reception dinner, breakfast, lunch, and room gift
	\$ 450.00	<input type="checkbox"/>	Full program, <b>Non-MAPAM Member</b> , includes above
	\$ 175.00	<input type="checkbox"/>	Spouse/Partner – includes lodging and meals
	\$ 70.00	<input type="checkbox"/>	Single-day seminar only (Non-member Rate) – includes program materials plus daytime meals
	\$ 100.00	<input type="checkbox"/>	Single-day seminar attendance only (Non-member Rate)

All full program registrations should be made through the MAPAM web site [www.mapam.org](http://www.mapam.org). If you have any questions about fees, please contact MAPAM Treasurer Sandra Magaw at [Sandra.magaw@bolderhealthcare.com](mailto:Sandra.magaw@bolderhealthcare.com)

### **Location and Accommodations**

The Red Jacket Beach Resort is located at 1 South Shore Drive in South Yarmouth, MA. (Please note: if you are using a GPS, using the address 28 South Shore Drive may yield more accurate driving directions.) Information for the hotel, including directions, can be found at <http://www.redjacketresorts.com/red-jacket-beach-resort/driving-directions-red-jacket-beach-resort/> There is no need to contact the hotel for accommodations. **All registrations for the seminar and hotel accommodations are to be made through the MAPAM web site.**

### **Registration Deadline**

Your registration must be received no later than October 9<sup>th</sup>, 2017 with your registration fee received no later than October 16<sup>th</sup>, 2017 to confirm your registration and guarantee accommodations.

This year, as an incentive for early registrants, we will be raffling off a **\$100 Visa Gift Card** among the people who are registered prior to September 15<sup>th</sup>, 2017!

### **Dress Code**

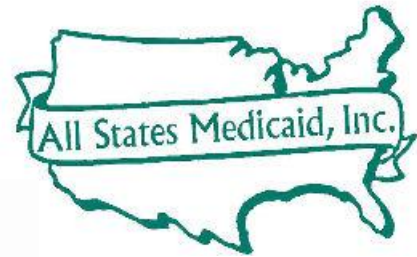
Please note that dress for the conference is business casual.



## ***SPECIAL THANKS TO OUR FALL CONFERENCE SPONSORS!***

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