



August 10, 2012 (226)

Volume 8 - Issue 16

[www.medgroup.com](http://www.medgroup.com)

## calendar of events

### Activities & Events – Save the Date

- MED Regional Meeting – Hampton Inn Airport, Kansas City, MO – August 14, 2012
- MED Regional Meeting – Hilton Mystic, Mystic, CT August 28, 2012
- MED Regional Meeting – Fairfield Inn, Orlando, FL August 30, 2012
- MED Monday – October 15 & Medtrade Fall – Atlanta, GA – Georgia World Congress Center – October 16 through October 18, 2012

### Webinars (All are Central Time Zone)

(Playbacks of prior Webinars are now [available here.](#))

- MED “Quantum Rehab Innovations & Complex Mobility Solutions” w/Janel Burakiewicz and Julie Pello, Pride Mobility – 08/15/2012, 2:00pm
- MED, “Learn About MED U – MED’s Learning Management System!” w/Mike McKillip, Dir., Business Services – 8/15/2012, 11:00am
- MED “Quantum Rehab Innovations & Complex Mobility Solutions” w/Janel Burakiewicz and Julie Pello, Pride Mobility – 08/16/2012, 12:00pm
- MED Respiratory Network, “Home Sleep Testing: Are You In or Out?” w/Kelly Riley, Dir., National Respiratory Network - 8/16/2012, 2:00pm (1.0 CRCE)
- MED Respiratory Network, “Tools to Grow Your Business” w/Kelly Riley, Dir., National Respiratory Network - 8/17/2012, 11:00am
- MED “ACU – Service Audit Services: Let’s Look At the Trends of Audits” w/Laura King, ACU-Serve Corp. 8/21/2012, 2:00pm
- MED Certified Repair Center, “CRC Overview” w/Karyn Cruz, Business Services – 8/22/2012, 11:00am
- MED, “Learn About MED U – MED’s Learning Management System!” w/Mike McKillip, Dir., Business Services – 8/24/2012, 3:00pm
- MED “Learn About What the National Rehab Network Can Do for YOU!” w/Tim Pederson, Dir, Rehab and O & P Networks – 8/29/2012, 2:00pm
- MED “Learn About What the National O & P Network Can Do for YOU!” w/Tim Pederson, Dir, Rehab and O & P Networks – 8/30/2012, 2:00pm

- MED Respiratory Network, “Tools to Grow Your Business” w/Kelly Riley, Dir., National Respiratory Network - 9/21/2012, 11:00am
- MED “Learn About What the National Rehab Network Can Do for YOU!” w/Tim Pederson, Dir, Rehab and O & P Networks – 9/26/2012, 2:00pm
- MED “Learn About What the National O & P Network Can Do for YOU!” w/Tim Pederson, Dir, Rehab and O & P Networks – 9/27/2012, 2:00pm

**REGISTER** or call your MSR at **(800) 825-5633**

## industry news

### Medtrade Registration Get Lower Rates Now!

Medtrade Fall in Atlanta, GA is right around the corner! Medtrade is now accepting your registration – at a significant savings for the Expo and other Medtrade events.

For pricing and registration, [click here](#) and get ready for the Medtrade Conference starting October 16<sup>th</sup> at the Georgia World Congress Center.

Also remember, The MED Group will continue the tradition of bringing MED Monday to our Members attending Medtrade. Save the date Monday, October 15<sup>th</sup> for MED education, updates, discussion, networking and the MED reception that evening.

## MED news

### Keeping Up-To-Date on MED Payer Contracts?

Are you up to date on our payer contracts? MED is constantly working to update contracts, fee schedules and MED Members’ participation criteria. Once you login, click on [Payer Profiles](#) from the Member Central home page. Here you can find all of MED’s information on payer contracts and information on how to participate.

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Under MED's Payer Profiles you will find summaries and links to all of our contract information. You will also find several documents to help you understand how to use the contracts and MED's Network Participation Criteria.

Under each contract link scroll down to the bottom of the page under additional documents and you will find a copy of the fee schedule, client listings and any other additional information about that contract, as well as the contract itself.

You will also find a quick summary of the contracts claims submission requirements, payment time frames and website link. If you don't have a current copy of the fee schedule and the terms (i.e. % off of billed charges), then you should download these documents from MED's website, and ensure you have the most current copy.

A point you must remember when using MED's payer contracts: if your usual and customary billed rate is lower than the amount stated in the fee schedule, you will be paid at the lower rate. MED's contracted rates do vary, but most range from CMS to CMS plus 40%. Also, if a contract's rate is stated at a percentage off of billed charges and you bill at that already discounted rate, CMS or insurance will take the discount AGAIN and you will cut your reimbursement. We see these simple mistakes on explanation of benefits (EOBs) that come to us for arbitration again and again.

If you would like to know more about our contracts, MED offers webinars on a regular basis to help educate our Members on these contracts. You can also contact our Payer Development Team for questions or help in tracking down more information at 800.825.5633.

### **"5 Pillars of Success" Coming to Your Area**

MED is offering one day regional meetings focused on the 5 Pillars of Success:

- Revenue Enhancement
- Revenue Diversification
- Reduce Operating Costs
- Increasing Productivity and Driving Efficiencies
- Talent Management

At these meetings you will have the opportunity to receive tools and programs related to the 5 Pillars and network with other MED Members who have embarked on some of the strategies that will be discussed. Please embrace this opportunity to participate and gain knowledge about how to execute and implement for success.

Please register soon as space is limited. You may [click here](#) to register or contact your MED [Sales Team](#) at 800.825.5633.

### **MED U Learning Management Webinars**

MED Business Services will be holding informative webinars on MED's "Learning Management System," [MED U](#). These informative webinars will help you understand the need for a continuing education and training program in your business.

Many MED Members are unaware of the continuing education requirements and how MED's learning management system can help your company keep track of any continuing education and training, both through MED and any other educational source.

Join us on one of these times and dates:

- [August 10 @ 3:00pm](#)
- [August 15 @ 11:00am](#)
- [August 24 @ 3:00pm](#)
- [August 30 @ 3:00pm](#)

All times are Central and there is no charge to attend these webinars. For more information, contact your MED [Sales Team](#) representative at: 800.825.5633.

### **2012 Wage & Salary Survey Needs More Data**

The 2012 Wage and Salary Survey is up and running on the MED Group website. The only way you can access the data is if we have your survey data! Compensation will be a topic at MED Monday and we want as many representative samples as possible for the best outcomes.

Contact [Mike McKillip](#) for the 2012 Wage and Salary data form and we will enter that information

med suppliers network news



### **On-going Round 1 Recompete Information**

Based on prior information from Round 1 Rebid and Round 2 bidding from CBIC (Competitive Bidding Implementation Contractor) it would be to your advantage to have a obtain a copy of your credit report to review for errors so that your company can have the information updated or correct when the bidding timeline and further information is released. The importance of having good credit and proper credit lines with your manufacturers cannot be overstated.

The Members who are doing well within Round 1 of Competitive Bidding have established strong relationships with their manufacturers to move the relationship to a partnership level. Getting the manufacturers involved early and establishing compliance levels along with making sure proper credit lines and financing lines are established before the bidding process was essential to their success.

Some tips regarding your credit report are:

- Run your credit report-choose one of the following-will be submitted in bid package with

numerical score (cannot be more than 90 days old when submitting your bid)-if remains the same as Round 1 Rebid and Round 2 Bidding

- [Experian](#)
- [Transunion](#)
- [Equifax](#)
- [Dun & Bradstreet](#)
- [Standard & Poor's](#)
- Verify if information is correct (name, social security number, TIN, address, and claims)
- Settle any issues and disputes that are on your credit report
  - There are procedures on each website on "How to dispute a charge or claim"
- Double check the credit report to be sure it is updated to show disputes or items that have been settled or changed
  - This could take up to 60 days to be processed and handled
  - Be ready to provide proof if something was paid that should be marked as such on the credit report
  - Very difficult to have an item removed from a credit report-could be settled, disputed or paid (usual and customary)

The MED Group will continue to be your source for Competitive Bid and Recompete information.

### **[MED Suppliers Network adds Ventilator Program](#)**

MED unveiled the creation of the new Ventilator Program, an addition to the [MED Suppliers Network](#) website. This program was created to assist healthcare professionals in the coordination of care for complex respiratory patients needing ventilation products and services by identifying quality MED Member providers to care for their patients.

The Ventilator Program is in direct response from needs expressed by case managers, discharge planners and payers seeking quality clinical respiratory providers to care for their ventilation patients. The MED Suppliers Network now offers comprehensive information about Home Medical Equipment, including oxygen therapy, complex respiratory, mobility, and general homecare needs.

To be visible to over 3 million visitors that will go to the MSN website this year, a Member must opt in to the network and fill out the necessary form. Your MED Sales Team representative can help you get started.

The MED Suppliers Network website is another powerful tool developed by MED to locate DME providers who are bid winners within the recently implemented Medical Competitive Bidding Program for Durable Medical Equipment.

## business partner news



### **[Breathe Easy with CAIRE SeQual Financing Plan](#)**

MED is pleased to inform MED Members of an exciting new financing plan from CAIRE, Inc. If you need to order [SeQual](#) Eclipse, Helios and [CAIRE](#) Oxygen Systems, now is the time! CAIRE SeQual is offering "6 Months Same as Cash," a new innovative and flexible financing plan that is specifically designed to allow MED Members to overcome budgetary limitations and order CAIRE SeQual systems today, while taking up to 6 months to pay for it!

For more information, please contact CAIRE SeQual Customer Service at: 800.482.8473, or contact your local Sales Representative.

### **[Fisher & Paykel Introduces New CPAP Mask](#)**

MED Business Partner [Fisher & Paykel's](#) new Pilairo™ CPAP mask is now available for order. The Pilairo is their lightest nasal pillow mask, coming in at 1.83 oz. It also integrates a new self-inflating AirPillow seal with minimal headgear. For more information on the Pilairo, contact Fisher & Paykel at: 800.446.3908

### **[MK Battery Kicks Off "Power for Funding"](#)**

For the third straight year, [MK Battery](#) will hold a "Power for Funding®" campaign at Medtrade Fall in Atlanta. MK Battery is the leading supplier of batteries to mobility equipment manufacturers and providers and over the past two years, MK Battery's "Power for Funding" initiatives have raised nearly \$150,000 for industry and trade organizations.

Dennis Sharpe, MK Battery's HME Category Manager, reports that several national consumer organizations have already committed to participating in the Power for Funding 2012 program and they represent hundreds of thousands of constituents in a variety of Home Healthcare sectors. MK Battery is contributing \$50,000, most of which will be donated equally to the participating consumer groups.

For more information about MK Battery and the "Power for Funding" initiative, contact your MK Battery sales associate at: 800.372.9253.

## government news



Communicate with Washington D.C.  
and your own home State Capital.

Go to [Capitol Connection](#) and take action on  
Capitol Hill issues and activities.

## **PMD Demonstration Beginning Soon**

CMS recently posted in the Federal Register that the power mobility device demonstration will begin September 1, 2012. This demo will run for three years in the following seven states: California, Florida, Illinois, Michigan, New York, North Carolina, and Texas.

As posted, the demonstration project will apply to the following chairs/HCP codes:

- Group 1 Power Operated Vehicles (K0800 through K0802 and K0812).
- All standard power wheelchairs (K0813 through K0829).
- All Group 2 complex rehabilitative power wheelchairs (K0835 through K0843).
- All Group 3 complex rehabilitative power wheelchairs without power options (K0848 through K0855).
- Pediatric power wheelchairs (K0890 and K0891).
- Miscellaneous power wheelchairs (K0898).

(Remember, Group 3 single and multiple power option complex rehabilitative power wheelchairs (K0856 through K0864) are EXEMPT from the PMD Prior Authorization Demonstration Project.)

A PMD Demonstration Project Open Door Forum by CMS has been scheduled for August 28th and will be the start of intensive physician, supplier, and beneficiary educational outreach.

### partner promotions

**NEW – Drive Medical** (7/27/12 – 8/10/2012) – Exclusive MED pricing – use the code MEDJLY when ordering the Deluxe Folding Walker, walker accessories and other retail products.

[Click here](#) to view the promotion details.

**NEW – CAIRE SeQual** (8/01/12 – 8/24/2012) – Take advantage of the “6 Months Same as Cash” deal and stock up on oxygen systems while you can!

[Click here](#) to view the promotion details.

**Maddak** (8/01/12 – 9/30/2012) – Receive MED promotional pricing on over 60 Tenura Anti-Slip and Grip aids to daily living products in August and September.

[Click here](#) to view the promotion details.

**Patterson Medical – Sammons Preston** (7/13/12 – 9/30/2012) – Clean up on bath lift savings with the Bathmaster Deltis! Get all of the features AND a 3-year warranty when purchasing the Deltis.

[Click here](#) to view the promotion details.

**Responsive Respiratory** (7/13/12 – 9/30/2012) – Get MED exclusive Q3 Specials now! Cylinders, valves, and converter/oximeter packages all on sale.

[Click here](#) to view the promotion details.

**Miller’s Adaptive Technologies** (6/29/12 – 8/31/2012) – New Essential Series Headrests – Exclusive Pricing. Buy 10, get 2 free – AND get Free Freight! No limits to how many times you can order.

[Click here](#) to view the promotion details.

**MADA** (6/29/12 – 8/30/2012) - A New product from MADA - CPAP Mask Wipes! A smart solution to cleaning and protecting your CPAP mask – Buy it by the case and save by mentioning code: MG3/12.

[Click here](#) to view the promotion details.

### new members

**Jim’s Home Health Supplies - Lincoln, NE**

**Forever Active – Pasadena, CA**

**Aero Mobility, Inc - Santa Ana, CA**

**RESP-I-CARE, Inc. - Kingsport, TN**

**Dependable Home Medical Equipment, LLC – Lincolnwood, IL**

**Classic SleepCare, LLC - Agoura Hills, CA**

**Hawthorne Medical Equipment, Inc. Columbia, SC**

**Ocean State Rehab Equipment dba Majors Medical Supply – Johnston, RI**