

Scott received a Bachelor's degree in Business Administration from the Fogelman College of Business at the University of Memphis in Tennessee. He also earned a Master's degree in Business Administration from the College of Business at the University of Arkansas at Little Rock.

Eugene Gessow has served as a Director of Medical Services in three states including Maine, Iowa, and, since 2010, Arkansas. Mr. Gessow worked in Iowa for six years, first as the Medicaid Director and then as the Director of the Department of Human Services. He held the position of Director of the Bureau of Medical Services in Main from 2000 – 2003.

Mr. Gessow has a Master's degree in Public Administration from Harvard, a Master's degree in Law from New York University, a Juris Doctor degree from the University of Denver and a Bachelor's degree in Economics from the University of Wisconsin.

Larry M. Fogarty is the Vice President Supply Chain at Methodist Le Bonheur Healthcare in Memphis, Tennessee. He is a certified public accountant; received a BS in Accounting from the University of Memphis; and received a Masters in Health Administration from the University of Alabama at Birmingham.

Lynda M. Johnson is a partner with Friday, Eldredge & Clark, LLP in Little Rock. She has practiced in health law since 1986 representing a wide variety of healthcare provider including hospitals, physicians, physician groups, nursing homes and home health agencies. Recently, her practice has revolved, to a large extent, around representation of hospitals and physicians in HIPAA compliance efforts and other areas of regulatory compliance. Her practice also includes issues involving Stark I and II and Anti-Kickback compliance, Medicare/Medicaid reimbursement,

corporate compliance issues, physician and hospital organization issues, managed care, healthcare and hospital law, long term care and home health. Selected for inclusion in the *Best Lawyers in America* in Health Law, Ms. Johnson received her Bachelors of Professional Accountancy degree from Mississippi State University and her JD from the University of Arkansas at Little Rock School of Law.

CANCELLATION POLICY

The conference is free, however the amount of food ordered will be based on the number of those registered. If you cannot attend this conference, please cancel before October 10, 2011.

DRESS CODE

Casual attire is acceptable for the conference.

MEETING LOCATION

The Fall Conference will be held at the Arkansas Hospital Association, 419 Natural Resources Drive, Little Rock. For driving directions, please visit the AHA Web site at www.arkhospitals.org.

HOTEL INFORMATION

AHA has made arrangements with nearby hotels for reduced rates on sleeping rooms. Please see information accompanying this program brochure.

QUESTIONS

For questions regarding this workshop, please contact Lyndsey Dumas at ldumas@arkhospitals.org.



Society for Arkansas Healthcare Purchasing and Materials Management

An affiliate of



Fall Conference

October 14, 2011

Arkansas Hospital Association
419 Natural Resources Drive
Little Rock

WWW.SAHPMM.ORG

REGISTRATION



WHAT: Society for Arkansas Healthcare Purchasing and Materials Management (SAHPMM) Fall Conference

WHERE: Arkansas Hospital Association, Little Rock

WHEN: Friday, October 14, 2011

REGISTRATION FEE:

Registration is FREE; however you MUST submit a registration form for lunch.

PERSON ATTENDING:

Name

Title

Hospital/Institution

Mailing Address

City, State, Zip

Phone

Fax

E-Mail Address

PLEASE REGISTER (by mail or fax) NO LATER THAN OCTOBER 10 TO:

Lyndsey Dumas
Arkansas Hospital Association
419 Natural Resources Drive
Little Rock, AR 72205
Telephone #501-224-7878 Fax #501-224-0519
ldumas@arkhospitals.org

Society for Arkansas Healthcare Purchasing and Materials Management

**Fall Conference
October 14, 2011**

AGENDA

8:30 a.m. Registration and Refreshments

9:00 a.m. Arkansas Healthcare Payment Improvement Initiative

Frank Scott

Deputy Director of Policy
Office of the Governor

Eugene Gessow

Medicaid Director for the State of
Arkansas

In an effort to make healthcare more affordable and to improve the quality of care, the Arkansas Department of Human Services (DHS) is working with health insurers, doctors, hospitals and other health providers to transform the payment structure of the healthcare system statewide. Attendees will learn more about this initiative and have the opportunity to pose questions.

10:00 a.m. Break

10:20 a.m. The Need to Think Differently About the Price to Pay for Implants

Larry M. Fogarty

VP Supply Chain
Methodist Le Bonheur Healthcare
Memphis, TN

Regardless of the differences that may exist between healthcare organizations, the cost of implants is significant. You will never think the same about the costs again. Learn how to think differently about the price to pay for implants.

11:30 a.m. Lunch (Provided)

12:30 p.m. Round Tables

Issues impacting the purchasing and materials managers in healthcare will be discussed.

1:45 p.m.

Break

2:00 p.m.

**Compliance Issues for
Materials Management
Departments**

Lynda Johnson

Friday Eldredge & Clark
Little Rock

Lynda will discuss business associate agreements with vendors; record keeping requirements for materials management departments; the competitive bidding process for Medicare DME; and management conflicts of interest and dealing with vendors coming onto the hospital campus.

3:00 p.m.

Evaluation & Adjournment

SPEAKER BIOS

Frank D. Scott, Jr., a native of Little Rock, serves as Director of Intergovernmental Affairs & Deputy Director of Policy for the Office of Governor Mike Beebe. Scott develops and organizes implementation of the governor's legislative agenda. He advises Governor Beebe on a wide array of public policies such as broadband, budget, healthcare, health information technology (HIT), human services, economic development and workforce development. Additionally, he serves as the official liaison between the Governor's office and the congressional delegation, the White House, federal agencies, National Governors Association, Southern Governors Association, Democratic Governors Association and the Delta Regional Authority.

In 2009, Scott was appointed by Governor Beebe to serve as Arkansas's Interim HIT Coordinator for the American Recovery and Reinvestment Act of 2009, U.S. Department of Health and Human Services HIT Cooperative Agreement Program. In this role, Scott served as the governor's lead policy advisor overseeing the development of the USDHHS HIT grant application for \$7.9 million, which was fully funded in 2010.