

Wednesday, April 3

6:30 am – 6:15 pm **Registration**

6:30 am – 8:00 am **Pre-Conference Session Breakfast**

PRE-CONFERENCE SESSIONS

8:00 am – 11:30 am **Physician-Administrator Dyad**

PROGRAM DIRECTOR: WARREN LEVY, MD, FACC, PRESIDENT & CMO, VIRGINIA HEART; FALLS CHURCH, VA

Part 1: Succession Planning for the Dyad

GREG CORBETT, CEO, VIRGINIA HEART; FALLS CHURCH, VA

EDWARD T.A. FRY, MD, FACC, FSCAI, CHAIR, CARDIOLOGY DIVISION AND CVSL, ST. VINCENT MEDICAL GROUP, ST. VINCENT HEART CENTER; INDIANAPOLIS, IN

ANN HONEYCUTT, EXECUTIVE DIRECTOR, VIRGINIA CARDIOVASCULAR SPECIALISTS; RICHMOND, VA

WILLIAM KATSIYIANNIS, MD, MINNEAPOLIS HEART INSTITUTE; MINEAPOLOIS, MN

WARREN LEVY, MD, FACC, PRESIDENT & CMO, VIRGINIA HEART; FALLS CHURCH, VA

LORI SHANNON, ASCENSION HEALTH; INDIANAPOLIS, IN

TOM TALLEY, CHIEF OPERATING OFFICER, MINNEAPOLIS HEART INSTITUTE AT ABBOTT NORTHWESTERN HOSPITAL; MINEAPOLOIS, MN

KETAN TRIVEDI, MD, VIRGINIA HEART; FALLS CHURCH, VA

The challenge of succession planning requires a careful plan to ensure a smooth transition. Join us to explore this issue through the case studies of groups that have successfully managed their change in leadership for both the physician executive as well as the administrative leader. A moderated discussion after the case studies will provide you with further insight into this important issue.

- How does the world of “integration” alter our ability to independently address succession planning?
- How do we move from giving succession planning lip service to implementing a formal plan that is independent of individual preferences and tendencies?

Part 2: Understanding Hospital Financial Reports and Language

CATHIE BIGA, RN, PRESIDENT & CEO, CARDIOVASCULAR MANAGEMENT OF ILLIONOIS AND PAST PRESIDENT, CAA; WOODBRIDGE, IL

GREG SIMPSON, CFO, CARDIOVASCULAR ASSOCIATES; ELK GROVE VILLAGE, IL

Often hospital financial reports and nomenclature can be confusing to physician leaders and administrators alike. During this session, we will present a brief overview of how to better understand hospital financial reporting and how it impacts our ability to have a meaningful voice at the table. Some of the topics we will cover include:

- What is the difference between an inpatient, an observation patient, an outpatient in a bed, and a same day procedure!!
- Understanding hospital reimbursement and how hospitals get paid
- Understanding accrual accounting
- What are the key elements in a hospital department's P& L statement
- What should we track/watch in a CV SL structure
- Service Line Profit & Loss Statements aka blended financials
- Understanding Total Patient Revenue, Total Net Revenue, Direct v. Indirect costs, Contribution Margin, Total Operating Income, Allocated Cost

Wednesday, April 3 – Continued

PRE-CONFERENCE SESSIONS

8:00 am – 11:30 am **Practice Operations Nuts and Bolts**

GINGER BIESBROCK, PA-C, MPH, MPAS, AACC, VICE PRESIDENT, MEDAXIOM CONSULTING; GRAND RAPIDS, MI

NICOLE KNIGHT, LPN, CPC, CCS-P, DIRECTOR, REVENUE CYCLE SOLUTIONS AND SENIOR CONSULTANT, MEDAXIOM; JACKSONVILLE, FL

JOEL SAUER, MBA, VICE PRESIDENT, MEDAXIOM CONSULTING; FORT WAYNE, IN

LORI WALSH, VP, MEMBERSHIP AND SENIOR CONSULTANT, MEDAXIOM; CROSSETT, AR

This pre-conference bootcamp will focus on ambulatory operations within the practice and how to expand and manage access by following the patient journey of receiving a referral, in-office experience, follow-up and billing. The target audience for this session is: Practice administrators, Managing Partners/Physician Leads, Mid-level managers, Nurse/Clinical Manager, APP Managers.

Topics covered will include:

- Effective Governance & Leadership
- Referral Management
 - Phones
 - Schedule Optimization – Special consideration for sub-specialties, specialty clinic development
- Patient Throughput
 - Front desk/Intake/Reg
 - Patient Rooming/Visit Prep
 - Discharge
 - In basket
- Patient Follow-up Management
 - Recall infrastructure
 - Matching demand with capacity
 - Prescription Refill Best Practices
- Revenue Cycle Considerations
 - Appropriate provider billing practices
 - Coding & documentation hot buttons
 - Predicting patient mix

Wednesday, April 3 – Continued**GENERAL SESSION**

- 1:00 pm – 1:20 pm **Welcome and Opening Remarks**
JOEL SAUER, MBA, VICE PRESIDENT, MEDAXIOM CONSULTING; FORT WAYNE, IN
LORI WALSH, VP, MEMBERSHIP AND SENIOR CONSULTANT, MEDAXIOM; CROSSETT, AR
- 1:20 pm – 1:45 pm **ACC and MedAxiom Merger Overview**
TIM ATTEBERY, CEO, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON, D.C.

Hear from The American College of Cardiology (ACC) Foundations CEO about the recent merger with MedAxiom. He will share how this acquisition will allow ACC to expand its offerings as the professional home for the entire cardiovascular team to include services and education in non-clinical domains such as interpersonal and organizational leadership, strategic design, operational and performance management, improvement and technological infrastructure.
- 1:45 pm – 2:30 pm **MedAxiom Survey Review**
JOEL SAUER, MBA, VICE PRESIDENT, MEDAXIOM CONSULTING; FORT WAYNE, IN

This presentation will offer a sneak preview of the 2019 MedAxiom Provider Compensation & Productivity Survey data including trends in CV physician compensation and production. In addition, key cardiovascular service metrics and other interesting data will be reviewed.
- 2:30 pm – 3:15 pm **Late Breaking Topic**
- 3:15 pm – 3:30 pm **Corporate Partner Introductions (Part 1 of 2)**
- 3:30 pm – 4:00 pm **Break with Corporate Partners and Exhibitors**
- 4:00 pm – 4:45 pm **Navigating the Corridor from Volume to Value-Based Healthcare**
JAMES RIDER, MD, BELLIN HEALTH CARDIOLOGY ASSOCIATES; GREEN BAY, WI
ANDREA WERNER, SENIOR VICE PRESIDENT, BELLIN HEALTH; GREEN BAY, WI

With many different variables to consider, determining costs as your organization moves from volume to value-based care can be difficult. Attend this session to hear from members that have developed an outline of cost per case and created a transparent way to manage it.
- 4:45 pm – 5:30 pm **Will Artificial Intelligence Disrupt Cardiovascular Care?**
JOHN RUMSFELD, MD, PHD, FACC, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

Artificial Intelligence continues to improve and offer new ways for us to test, manage and track our cardiovascular patients. As we work to incorporate these new capabilities into our programs we also recognize the potential for disruptions. Join this session to hear from our speaker as he discusses the topics below to address where we are today and how to identify key barriers for success with AI applications in CV care.

Discussion topics to include:
- Potential applications of AI
 - Imaging and risk prediction
 - The current state of evidence supporting AI applications for CV care
 - Identifying key barriers to successful AI applications for CV care
- 5:30 pm – 5:45 pm **Corporate Partner Introductions (Part 2 of 2)**
- 5:45 pm – 6:45 pm **Networking Reception with Corporate Partners and Exhibitors**
- 6:45 pm **Group Dinner**

Thursday, April 4

6:30 am – 8:30 am	Breakfast
6:30 am – 6:00 pm	Registration
6:45 am – 7:45 am	Physician-Only Breakfast
8:00 am – 9:30 am	POD Sessions
9:30 am – 10:00 am	Break with Corporate Partners and Exhibitors
10:00 am – 11:30 am	POD Sessions (continued)
11:45 am – 12:45 pm	EDUCATIONAL SPOTLIGHT LUNCHES – Choose 1 of 3

1. How to Build, Grow and Enhance a Quality Cardiovascular PET Program**Sponsored by Molecular Imaging Services**

GARY V. HELLER, MD, PH.D., FACC, FASNC, FAHA, MEDICAL ADVISOR, MOLECULAR IMAGING SERVICES, INC.

This lecture will describe the fundamental concepts and requirements for developing a quality cardiovascular PET Program. Dr. Heller will provide insight on patient selection, achieving a high level of imaging quality, and strategies to build physician awareness. Additionally, the presentation will address the requirements for implementing an effective myocardial blood flow program and the potential impact on outcomes in the cath lab.

2. Sponsored by Murj**3. Sponsored by Preventice****GENERAL SESSION****1:00 pm – 1:45 pm Value-Based Care Compensation Plan/Unique Compensation Models**

JOSEPH GOEKE, MD, FACC, SAINT LUKE'S MID AMERICA HEART INSTITUTE CARDIOVASCULAR CONSULTANTS;
KANSAS CITY, MO

ARIE SZATKOWSKI, MD, THE STERN CARDIOVASCULAR CENTER, PA; GERMANTOWN, TN

MODERATOR: JOEL SAUER, MBA, VICE PRESIDENT, MEDAXIOM CONSULTING; FORT WAYNE, IN

We have been talking about the transition to a value-based economy in healthcare for nearly a decade, yet in 2019 the vast majority of revenue is still derived from volume. At the same time, cardiology has become deeply subspecialized with new focus areas like structural heart and heart failure, challenging reward systems built on work Relative Value Units (wRVUs). For best patient care this complex cardiovascular system must act like a unified team. So in this sometimes polarized environment what is the best method for compensating physicians? Two MedAxiom member programs will highlight their respective answers to this question, showcasing unique compensation models for cardiology in these challenging times. Aspects that work well and challenges will be discussed in a panel-style format that will include audience participation.

1:45 pm – 2:30 pm Cardiology Advocacy Alliance (CAA) Update

PAT HOLLOWAY, CPA, CHIEF OPERATION OFFICER, OKLAHOMA HEART HOSPITAL PHYSICIANS AND PRESIDENT,
CAA; OKLAHOMA CITY, OK

CATHIE BIGA, RN, PRESIDENT & CEO, CARDIOVASCULAR MANAGEMENT OF ILLIONOIS AND PAST PRESIDENT, CAA;
WOODBIDGE, IL

JERRY BLACKWELL, MD, FACC, MBA, PRESIDENT, WELLMONT CVA HEART INSTITUTE; KINGSPORT, TN

MARSHALL BRACHMAN, LOBBYIST, CARDIOLOGY ADVOCACY ALLIANCE

Cardiology Advocacy Alliance (CAA) represents cardiologists in Washington to ensure our voices are heard as the Value Agenda is updated. This session will review the latest developments in Washington, both regulatory and legal, that impact the CV health care community.

Topics will include:

- Latest details on CMS Rules
- Legislative Outlook
- CAA Priorities

Thursday, April 4 – Continued

2:30 pm – 3:00 pm **Outreach: Team Based Care Strategy**

DINO RECCHIA, MD, TRAVERSE HEART AND VASCULAR; TRAVERSE CITY, MI

KAY STEWART-HUEY, VICE PRESIDENT, CARDIAC SERVICES, CHILDREN'S HEALTHCARE OF ATLANTA; ATLANTA, GA

ROBERT VINCENT, MD, CFO, CHILDREN'S HEALTHCARE OF ATLANTA; ATLANTA, GA

One of the main goals of team-based care is to ensure each patient receives the most efficient, effective and evidence-based care available. Join this session to hear from two programs that have implemented this as part of their strategy to manage the care of their population of patients with this collaborative approach to providing valuable healthcare.

3:00 pm – 3:30 pm **Break with Corporate Partners and Exhibitors**

3:30 pm – 4:15 pm **BREAKOUT SESSIONS – Choose 1 of 3**

1. Implantable Devices & Remote Monitoring Panel

MODERATOR: LORI WALSH, VP, MEMBERSHIP AND SENIOR CONSULTANT, MEDAXIOM; CROSSETT, AR

JACOB CORBELL, MBA, EXECUTIVE VICE PRESIDENT, BUSINESS DEVELOPMENT, CARDIOVASCULAR INSTITUTE OF THE SOUTH; LAFAYETTE, LA

STEVE HARRIS, FACHE, DIRECTOR CARDIOLOGY, OCHSNER MEDICAL CENTER; NEW ORLEANS, LA

Panel presenters will discuss how they are optimizing device clinic operations and monitoring using the latest technologies to improve patient care, practice workflow, resource utilization, and revenue capture. In addition to their stories, this session will make for a great opportunity to ask your burning questions.

2. Maximizing Reimbursement with HCCs/Risk Adjustment Strategies

NICOLE KNIGHT LPN, CPC, CCS-P, ACS-CA, DIRECTOR, REVENUE CYCLE SOLUTIONS, MEDAXIOM; JACKSONVILLE, FL

LINDA GATES-STIBBY, COMPLIANCE MANAGER, ST. VINCENT MEDICAL GROUP; INDIANAPOLIS, IN

Hierarchical Condition Categories (HCCs) have been included in Medicare's methodology for risk adjusting provider payment since 2004. And while not new, they continue to be a topic of concern. This session will focus on understanding the role of these programs, financial implications and strategies to improve documentation and diagnosis code capture.

3. Triad of Care

This session will further explore collaborative transformations to improve the clinical, financial and operational outcomes of cardiovascular service lines across the country. The framework is built on the triad of physicians, administrators, and industry creating a community of thought leadership committed to reinventing cardiovascular care. This session will present evolutions of projects with service lines and opportunities to engage more deeply with an organized collaborative model.

Thursday, April 4 – Continued4:25 pm – 5:10 pm **BREAKOUT SESSIONS – Choose 1 of 3****1. Wearable Devices & Operational Remote Monitoring**

JOHN LANIER, HEALTH CARE SHAREHOLDER, MAYNARD COOPER GALE; BIRMINGHAM, AL

MIKE MYTYCH, PRINCIPAL AND FOUNDER, HEALTH INFORMATION CONSULTING, LLC; MILWAUKEE, WI

Advances in wearable arrhythmia diagnostics technology are making cardiac monitoring processes easier and more efficient. The latest technologies, procedures, and billing opportunities will be discussed by a panel of those who are having success on the front lines. Bring your questions and engage!

2. Bundle Specific Clinical Strategies

EDDIE BARBER, CHIEF EXECUTIVE OFFICER, CARDIOLOGY ASSOCIATES NORTH MISSISSIPPI; TUPELO, MS

RICHARD LOCKWOOD, CEO, HEARTPLACE; DALLAS, TX

KRIS ZELLER, CMPE, MSHSA, PRACTICE ADMINISTRATOR, CARDIOVASCULAR, MEDICINE, PC; DAVENPORT, IA

Join this session to get early learnings from several programs who were part of BPCI Advanced. These programs will explore their experience in both procedural and medical CV bundles through a Question and Answer round table session. Their learnings will include patient attribution, clinical strategy development, team communication and other important keys to success in the BPCIA program.

3. Care for Adult Patients with Congenital Heart Disease and Heart Failure: What Is It, How Is It Managed, and Who Manages the Patients

THOMAS RYAN, MD, THE HEART INSTITUTE OF CINCINNATI CHILDREN'S HOSPITAL MEDICAL CENTER; CINCINNATI, OH

ROBERT VINCENT, MD, CFO, CHILDREN'S HEALTHCARE OF ATLANTA; ATLANTA, GA

This breakout session will focus on issues important in caring for adult patients with congenital heart disease who go on to develop heart failure. Specifically, the need to facilitate transition of care to providers specially trained to care for this unique population, and how standard heart failure guidelines may not apply. After the session, the audience should have a new perspective on how adult patients with congenital heart disease develop and manifest heart failure, possible treatment modalities, and the process of transitioning from pediatric- to adult-focused providers.

5:10 pm – 6:10 pm

Networking Reception with Corporate Partners and Exhibitors

Friday, April 56:30 am – 8:00 am **Breakfast**6:30 am – 12:00 pm **Registration**6:45 am – 7:45 am **Physician-Only Breakfast Meeting****GENERAL SESSION**8:00 am – 8:45 am **Patient-Centricity – What Does This Really Mean?**

GINGER BIESBROCK, PA-C, MPH, MPAS, AACC, VICE PRESIDENT, MEDAXIOM CONSULTING; GRAND RAPIDS, MI

This talk will explore what it really means to provide patient centric care. A review of foundational elements will be provided along with review of several best practices around accessibility, understanding the patient perspective, use of patient experience data and performance management will be included.

8:45 am – 9:30 am **MIPS is Changing – Are you Prepared?**

CATHIE BIGA, RN, PRESIDENT & CEO, CARDIOVASCULAR MANAGEMENT OF ILLIONOIS AND PAST PRESIDENT, CAA; WOODBRIDGE, IL

As MIPS enters its 3rd year understanding how to access your data, interpret it, and create meaningful action plans becomes challenging. This session will review the Quality, Promoting interoperability, and Improvement activities scoring and how it looks on the QPP web site. We will also do a deep dive on the newest category – cost. Finding the episode data that is in use for calculating the 2019 data as well as looking forward to 2020 and understanding how to interpret it will be the focus of this important session.

9:40 am – 10:25 am **BREAKOUT SESSIONS – Choose 1 of 3****1. Private Practice Roundtable**

This roundtable discussion will allow private practice groups to share details on new strategies, approaches and innovative projects they are working on that allow them to remain private while improving efficiency, performance and patient satisfaction.

2. ACC Divisional Activities and How They Can Serve MedAxiom Members

MODERATOR: WILLIAM J. OETGEN, MD, MBA, FACC, ACC EXECUTIVE VICE PRESIDENT, SCIENCE & QUALITY, EDUCATION AND PUBLICATION, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

JULIA CHANG, MS, MBA, DIVISION VICE PRESIDENT, SCIENCE & QUALITY, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

KIM MURPHY, DIVISION VICE PRESIDENT, PUBLISHING, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

LARA SLATTERLY, MS, DIVISION VICE PRESIDENT, CLINICAL ACCREDITATION AND REGISTRIES, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

JANICE SIBLEY, MS, MA, DIVISION VICE PRESIDENT, EDUCATION, AMERICAN COLLEGE OF CARDIOLOGY; WASHINGTON D.C.

This breakout session will feature brief presentations by the Division Vice Presidents of the outward-facing service divisions of the College in which their divisional activities are listed and described. The remainder of the session will be an open discussion of how these services may be useful to MedAxiom member organizations.

3. Chronic Care Management: Potentially Profitable, But Can It Add Real Value?

MARK KLAKULAK, ADMINISTRATOR, CLINICAL OPERATIONS, OKLAHOMA HEART HOSPITAL PHYSICIANS; OKLAHOMA CITY, OK

NICOLE KNIGHT, LPN, CPC, CCS-P, DIRECTOR, REVENUE CYCLE SOLUTIONS AND SENIOR CONSULTANT, MEDAXIOM; JACKSONVILLE, FL

Chronic Care management is one of the critical components of care that contributes to better health and care for individuals, as well as reduced spending. While many providers have embraced the opportunity for the non-face-to-face services associated with managing patients' chronic conditions, reimbursement has been challenging for care coordination services. Attend this session to hear one group's journey of implementing a CCM program where you'll gain knowledge about key factors to aid in building your own successful program.

Friday, April 5 - Continued10:30 am – 11:15 am **BREAKOUT SESSION****Clinic Operations**

GINGER BIESBROCK, PA-C, MPH, MPAS, AACC, VICE PRESIDENT, MEDAXIOM CONSULTING; GRAND RAPIDS, MI

NICOLE KNIGHT, LPN, CPC, CCS-P, DIRECTOR, REVENUE CYCLE SOLUTIONS AND SENIOR CONSULTANT, MEDAXIOM; JACKSONVILLE, FL

Get expert insights and advice from the MedAxiom Consulting team. This informal roundtable discussion will include a review of the top issues facing cardiovascular care providers as well as time for a Q&A session with attendees.

Just some of the topics that will be discussed:

- Cardiac urgent care centers
- The rising role of telemedicine
- Predictions on physician recruitment, compensation and production
- Team based care and how to maximize efficiency
- Improving patient access

11:15 am

Conference Adjourns