

NILA's 2015 "Lab Leaders Forum" and Mid-Winter Meeting



Preliminary Schedule of Events

Friday, February 6, 2015

7:00 am. – 8:00 a.m.

Continental Breakfast

8:00 a.m. – 10:00 a.m.

Washington Update – The Legislative and Regulatory Outlook for 2015

By NILA Washington Representative **Julie Scott Allen**, District Policy Group

10:00 a.m. – 10:30 a.m.

Break

10:30 a.m. – 12:00 Noon

Why Healthcare's Evolution is Creating New Opportunities to Redefine the Value of Clinical Laboratories

By **Robert Michel**, Editor in Chief, *The Dark Report*

12:00 Noon – 1:00 p.m.

Lunch – NILA Business Meeting

1:00 p.m. – 3:00 p.m.

Open Discussion on the Following Topics:

- Gaining Access to Restrictive Managed Care Contracts
- Implementation of the Protecting Access to Medicare Act (PAMA)
- Federal Oversight of LDTs
- Coding and Coverage Issues
- Strategies for Generating New Revenue Streams
- Cost Cutting Ideas
- Complying with Recommendations in Manufacturers' Package Inserts
- Sales and Marketing
- Mergers and Acquisitions
- Interfacing with Electronic Medical Records, and
- Other topics that **YOU** want to discuss.

3:00 p.m. – 3:30 p.m.

Break

3:30 p.m. – 5:00 p.m.

Guarding Against Fraud and Abuse Violations and Other Legal Pitfalls

By NILA Legal Counsel **Jeffrey J. Sherrin, Esq.**, O'Connell & Aronowitz

Saturday, February 7, 2015

7:00 am. – 8:00 a.m.

Continental Breakfast

8:00 a.m. – 10:30 a.m.

Open Discussion on the Following Topics (continued):

- Gaining Access to Restrictive Managed Care Contracts
- Implementation of the Protecting Access to Medicare Act (PAMA)
- Federal Oversight of LDTs
- Coding and Coverage Issues
- Strategies for Generating New Revenue Streams
- Cost Cutting Ideas
- Complying with Recommendations in Manufacturers' Package Inserts
- Sales and Marketing
- Mergers and Acquisitions
- Interfacing with Electronic Medical Records, and
- Other topics that **YOU** want to discuss.

10:30 a.m. – 11:00 a.m.

Break

11:30 a.m. – 1:00 p.m.

Open Discussion on the Following Topics (continued):

- Gaining Access to Restrictive Managed Care Contracts
- Implementation of the Protecting Access to Medicare Act (PAMA)
- Federal Oversight of LDTs
- Coding and Coverage Issues
- Strategies for Generating New Revenue Streams
- Cost Cutting Ideas
- Complying with Recommendations in Manufacturers' Package Inserts
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- Interfacing with Electronic Medical Records, and
- Other topics that **YOU** want to discuss.