

SC HFMA Vendor Summit Webinar

Introduction

August 14, 2024

Presented by: Valerie F. Barckhoff
Co-Chair, SC HFMA

About SC HFMA

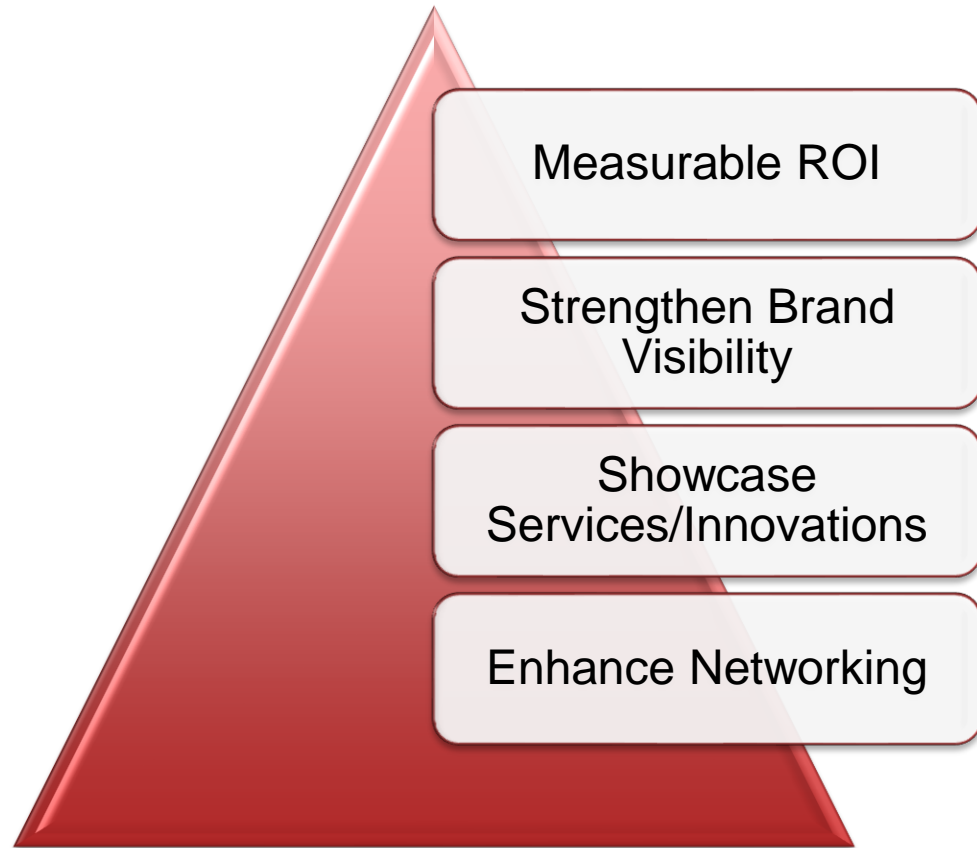
- Mission: to lead the financial management of healthcare by providing tools, solutions, and education to help members achieve optimal performance
- 2024-2025 “**Living Outside the Box**”: Not just a catchphrase, but a mindset that challenges the status quo and encourages a departure from traditional norms.
 - Adaptability in a Rapidly Changing Landscape
 - Patient-Centered Approaches
 - Collaboration Across Disciplines
 - Risk-Taking and Learning from Failures
 - Embracing Curiosity and Other Voices

The Importance of Our Vendor Sponsor Partnerships

- The partnerships with our sponsors are vital, bringing resources and innovations that drive forward our shared goals in healthcare finance



Introduction to the Vendor Summit



SC HFMA aims to create a dedicated platform for our sponsors to present their solutions, engage in meaningful networking, and explore new business opportunities!

Vendor Summit Structure

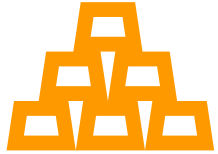


- Held bi-annually, in conjunction with SC HFMA Fall and Spring Institutes
- Inaugural Summit: October 22nd, 2024

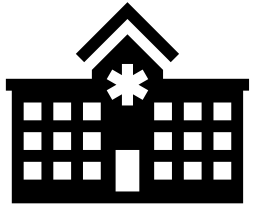


- Presentations by accepted vendors
- Structured networking sessions
- Facilitated discussions
- Agreement to provide a minimum of two (2) warm introductions

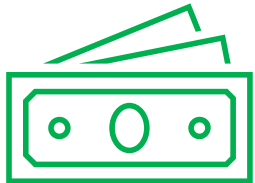
Eligibility Requirements



- Vendors must be at least a Gold level sponsor of SC HFMA
- Bronze and Silver sponsors may apply
 - If Accepted, Vendor agrees to upgrade to Gold or President chapter sponsor level



- Each application must include a provider recommendation, demonstrating your impact and effectiveness as a partner



- Accepted vendors will pay an additional \$1,500 to participate, ensuring a high-quality, productive environment for all attendees
 - First year fee is \$750 for October 2024 Summit

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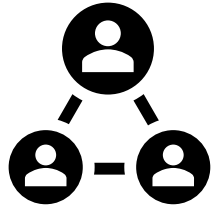
Categories of Participation

- Only one vendor will be selected in a category:
 - Charge Capture
 - Digital Patient Payments
 - Extended Business Office
 - Contract Management
 - Self-Service Scheduling and Navigation
 - Computer Assisted and Autonomous Coding
 - Charge Description Master (CDM)
 - Price Estimation
 - Insurance Discovery
 - Clinical Documentation Improvement (CDI)
 - Electronic Prior Authorization and Referrals
 - Revenue Cycle Consulting – General
 - Other – Please Specify
- If enough vendors apply, the chapter will create multiple “pods”

Benefits of Participation



- Opportunity to showcase your innovation solutions/services to an audience eager to learn how your services can support their clients



- Guaranteed at least two “warm” introductions to potential clients, enhancing your business development efforts

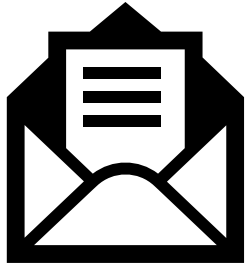


- Dedicated facilitators will ensure productive discussions and follow-ups, maximizing the value of your participation

Application Process



- Complete the Vendor Summit Application and send to vbarckhoff@windhambrannon.com by September 30, 2024

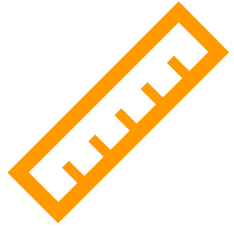


- Include a letter of recommendation from a provider that highlights your company's partnership with a provider



- Applications will be reviewed based on provider recommendations and alignment with HFMA goals. One vendor per category will be selected.

Accountability and Follow-up



- A post-event survey will assess the effectiveness of introductions and presentations, ensuring ongoing improvements



- Vendors failing to follow through on their networking commitments will be restricted from future participation

Next Steps



- Complete and submit your application to participate in the Fall 2024 Vendor Summit on Tuesday, October 22nd!