

Registration Form

*Las Vegas and Baltimore registration must be done online at respective Web sites.

Seminar Date/Location _____

VGM Member # _____

State Association Affiliation _____

State Association Member # _____

Name _____ Title _____

Company _____

Address _____

City _____ State _____ ZIP _____

Phone () _____ Fax () _____

E-mail _____

Payment Method

Master Card Visa Am Ex Check

VGM Account

Credit Card # _____

CVV2 (required) _____

Expiration Date _____ Name on card _____

Additional Attendees:

Name _____

E-mail _____

Name _____

E-mail _____

Name _____

E-mail _____

Total number of registrants _____

Total registration cost \$ _____

VGM National Competitive Bidding Services is committed to being the industry's top resource. We are driven to educate and assist our members through the competitive bidding process, providing the necessary resources and ensuring their best chance at making the proper bidding decisions. Whether you choose to bid as an individual, join a network, or take advantage of subcontracting options, VGM NCB Services has the tools you need.

"While VGM remains active in the fight to halt competitive bidding via the judicial system and support of mitigating legislation, we recognize the industry must be prepared."

Ron Bendell, President
VGM & Associates



Competitive Bidding Round 1.2: The Rules Have Changed



The VGM National Competitive Bidding Services team is coming to your city.



We're prepared to discuss all aspects of the revamped Competitive Bidding program (Round 1.2) in detail, as well as field your questions and provide you with the bidding tools for success. The agenda for this one-day educational event includes:

The current status of Competitive Bidding Program

An evaluation of Round 1 in your metro area, including lessons learned

The rules and regulations of Competitive Bidding

- Who is affected?
- What products are affected?
- Who is eligible to bid?
- How are bids evaluated?

The "Disqualified Bidders"

- Two-thirds of Round 1 bidders were rejected...why?
- What steps must be taken to significantly reduce the likelihood of rejection?
- What corrective measures has CMS taken?

Bidding options

- Should you bid on your own?
- Should you bid as a member of a network?
- Should you use subcontractors?
- Should you become a subcontractor yourself?

Bid preparation

- What forms must be completed?
- What information will be necessary?

Hard-copy documentation

- What documents are necessary?
- What data must they include and what should they look like?

The legislative battle

- We're not done fighting the fight against competitive bidding!

Seminar Dates

3/24 Las Vegas, NV*
@Medtrade Spring
www.medtradespring.com

4/22 Baltimore, MD
@HME Expo
www.hmeexpo.com

6/16 Orlando, FL

6/18 Charlotte, NC

6/23 Pittsburgh, PA

6/24 Cleveland, OH

6/26 Cincinnati, OH

6/30 Miami FL

7/2 Dallas, TX

7/7 Kansas City, MO

7/9 Riverside, CA

Seminar Registration: 8:30 a.m.

Seminar: 9 a.m. - 4 p.m.



To Register:

Fax the attached form to (800) 568-7039 or visit www.vgmNCBservices.com.

Registration includes breakfast, lunch, education materials and VGM NCB Services bidding packet.

Registration Fees:

- VGM or State Association Member \$229
- Non-member \$279

Cancellations must be made **7 days prior** to the event. Late cancellations will be responsible for registration fees.

Notice: VGM reserves the right to cancel or reschedule any event. If we cancel or reschedule, registered attendees will be notified immediately. Prepaid registered attendees will be eligible for a full refund or can reschedule for another event.

For more information:

Contact Alan Morris or Jamie Blomme at (800) 642-6065 or e-mail NCBhelp@vgm.com.

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