

## Mary Ellen Conway, RN, BSN

### Teaming Partner

**Ms. Mary Ellen Conway** is a nurse health care consultant with over 25 years expertise in management throughout the health care continuum.

As the President of Capital Healthcare Group, LLC, she is known for her special expertise in operations and regulatory compliance issues in the acute care setting as well as in the post-acute arena, from physician practice, home health, hospice, medical equipment, to supplemental staffing and accreditation.

Ms. Conway is qualified as a legal expert in home health and has served on the faculty of both Georgetown University and Catholic University's Schools of Nursing. She is a nationally recognized health care speaker and author. She writes a monthly column for Homecare Magazine and is a member of several advisory boards.



### Representative Client Experience

- Interim Management as well as Consulting Assistance for Home Health, Hospice, DME, Nutrition, Pharmacy and Physician Practice.
- Assistance with New Business Start-up
- Education regarding nutrition interventions for post-acute services
- Operations, Regulatory Compliance and Plans of Correction, Creation of New Expansion Programs for Current Providers

### Subject Matter Expertise

Home Care, Hospice and DME:

- Regulatory Compliance
- Operation Re-design
- Audit Support
- Sales and Marketing
- Staff Training and Re-training
- Compliance Programs
- Quality Improvement
- Accreditation Support

Physician Practice:

- Operational Re-design
- Billing Services



- Audit Support
- Staff Training
- Policies and Procedures
- Assistance with Expansion Opportunities

## **Prior Experience**

In addition to working with HCIC clients, Mary Ellen is a Nurse who has worked with providers nationwide for the last 25 years to help them meet their regulatory requirements and tackle challenges. Clients include large, regional healthcare systems as well as small “Mom and Pop” independent providers. Prior to her current work, she was the Director of Post Acute Services for the consulting division of a large DC-based healthcare law firm after being the Administrator of two national home care and DME operations. Prior to being an Administrator, she ran physician practices following her work in acute care.

## **Education/Affiliations**

Mary Ellen Conway received her Bachelor of Science in Nursing from Georgetown University. She is an active alumnus and was named to their list of Successful Business Entrepreneurs in 2000. She has been selected to serve in the class leadership program every year since 1991.

Ms. Conway is involved in many local and national professional groups including the Maryland National Capital Homecare Association (MNCHA) and the American Association for Homecare (AAHC) where she serves on the invitation-only Regulatory Council, working with CMS to minimize the effects of new regulatory challenges in the DME industry. She has been a member of the Medtrade Educational Advisory Board for more than 10 years, coordinating the cutting-edge educational programs for the DME industry's largest national tradeshows. Ms Conway has recently been appointed to serve on the Joint Commission's (TJC's) Professional Technical Advisory Board and is known as a national expert in accreditation.

Ms. Conway is a regular speaker at many state homecare association meetings, pharmacy and independent group meetings and is a routine contributor to Homecare Magazine, has a column in one accreditor's quarterly newsletter and has written several operations Policy and Procedure Manuals for DME. She is regularly interviewed for such publications as Beacon Health's Homecare Direction, HME News, Homecare Monday and Medtrade Monday.

**Associated with HCIC since 2003**

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