

THE HME SERVICES OF TODAY

WILL NOT BE THOSE OF TOMORROW

You may or may not be aware of a new law passed by Congress that will soon affect all home medical equipment suppliers in your area. Home medical equipment (HME) and services has already been a cost-effective alternative to expensive institutional care and a solution for controlling spending growth in Medicare; however the U.S. government has implemented a program that will negatively impact this industry and your quality and level of service. This program is known as "Competitive Bidding".

WE'RE HERE TO HELP!

Graham-Field is one of the world's leading manufacturers and distributors of medical products in the health care industry, offering approximately 4,000 medical, rehabilitation, long-term care and homecare products.



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GF Health Products, Inc. Atlanta, Georgia 30360
800.347.5678 www.grahamfield.com

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How Does “Competitive Bidding” Affect You?

- ❑ Competitive Bidding will eliminate a large number of current providers in your area which will reduce access to equipment and services and may force you away from a current supplier you rely on and trust.
- ❑ The level of service that you may be accustomed to will be affected. Your current health care providers will experience declining revenues due to this competitive bidding which will reduce the level of services provided. Setting up or adjusting wheel-chairs and walkers, preventative maintenance checks on equipment, product education and more will be limited due to this program.
- ❑ Product Selection will be limited to low cost and low quality equipment. Manufacturers will be reluctant to develop innovative products due to requirements of having low cost products.
- ❑ Those in rural areas will have limited home visits because providers will remain in their local coverage areas. This will make it more difficult for those with limited ability to receive critical care services.

And the most interesting and saddening fact is that Home Medical Equipment represents **less than 2 percent of the Medicare budget.**

Many of these home medical equipment providers work hard and diligently to provide you with the best level of quality and services and are concerned that this Competitive Bidding program will hurt you, the user of these products and services the most.

So What Can You Do To Show Your Support?

- ❑ Write your Congressman and Representative and urge them to support the H.R. 3790, the bill to stop Medicare's HME bidding program. If they already signed onto the bill, thank them for their support.
- ❑ Spread the word to family and friends about Competitive Bidding and encourage them to write their Congressman and Representative.

- ❑ Share your story with local media of how your provider may have helped you and given you the level of service you needed.

On behalf of Manufacturers and HME providers, we thank you for your support and hope that you will join us in our efforts to eliminate Competitive Bidding and continue our focus of providing you with the highest level of quality products and services.



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