

HME News

BUSINESS NEWS FOR HOME MEDICAL EQUIPMENT PROVIDERS

DECEMBER 2023

State of the Industry 2023

Updated with 2022 Data



The HME Market By The Numbers



Thank you to our
2023 sponsors!

SUMMIT SPONSORS



Parachute
Health



PEAK SPONSORS



RANGE SPONSORS



PROMOTIONAL SPONSOR

OFFICIAL TRADESHOW SPONSOR



BROUGHT TO YOU BY



Mixed bags and musical chairs

COVID and its impact on utilization is still THE thing to look at in this State of the Industry Report.

But because we're now featuring 2022 data, it's more about looking to see if the spikes in utilization we've seen due to the pandemic, particularly for respiratory related equipment, are normalizing to pre-COVID levels.

Let's start by looking at general Medicare growth on page 5. Something to note here: Oxygen and supplies are at about \$3.95 billion in Medicare spending in 2022, down from \$4.2 billion in 2021 and \$4.9 billion in 2020. So, from 2020, the year the pandemic hit, to 2022, we're seeing about a 19% decrease in utilization for oxygen and supplies. (Medicare spending on oxygen and supplies was \$770 million in 2019 and \$750 million in 2018, but it's not quite apples to apples, because CMS restructured the BETOS Classification System starting in 2020.)

Two other notes on page 5: The continued steady increases for orthotic devices (from \$14.7 billion in 2020 to



\$18.25 billion in 2022) and the leveling increases for other DME, which includes CPAP and diabetic products (from \$15.3 billion in 2020 to \$34.3 billion in 2021, but only to \$35 billion in 2022). With orthotics under such scrutiny, I'm surprised to see continued growth; and with CPAP supply freeing up in late 2022, I'm surprised there's not more growth.

There's plenty more to drill down into on a code level on pages 7-17, where you'll see some growth for oxygen concentrators (E1390), significant growth for multi-function ventilators (E0467) and a slight decline for CPAP devices (E601).

Medicare's top providers in 2022 (see page 19) continues to be an exercise in musical chairs, with Lincare staying in the No. 1 spot but Apria Healthcare moving up to the No. 4 spot from the No. 3 spot, switching places with Lincare Pharmacy Services. Something more interesting: Outside of Lincare and Apria, the remaining companies in the top 5 all saw reduced allowed charges in 2022 compared to 2021.

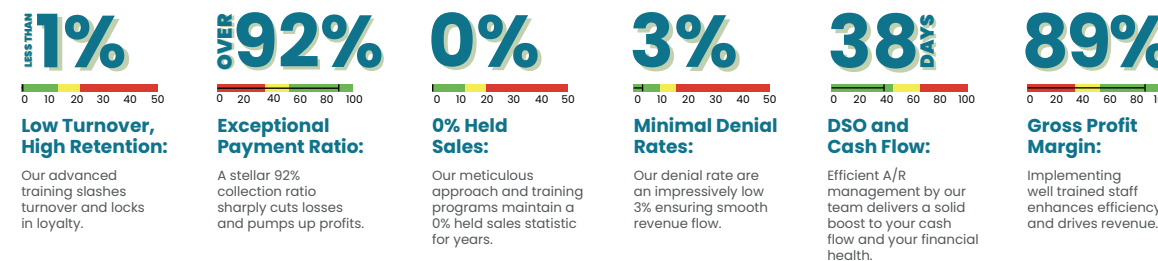
That's all from me for now. Time for you to dig in!

—Liz Beaulieu, editor, HME News

THE NUMBERS DON'T LIE.

Transform every facet of your operations into a measurable, improvable force of success. TBO doesn't just meet industry benchmarks—we elevate them.

Real examples of current client score cards using TBO team members.



Metrics are the language of progress in business, and our metrics tell a story of unwavering commitment to excellence. By leveraging TBO's strategic staffing solutions, your business will not only meet these metrics but also have at its core a team that's experienced in fostering such a positive work environment.

Revolutionize your hiring process with the most reliable HME staff.
Join us and watch your business goals evolve from targets to measurable triumphs.

TacticalBackOffice.com
(800) 558-7501

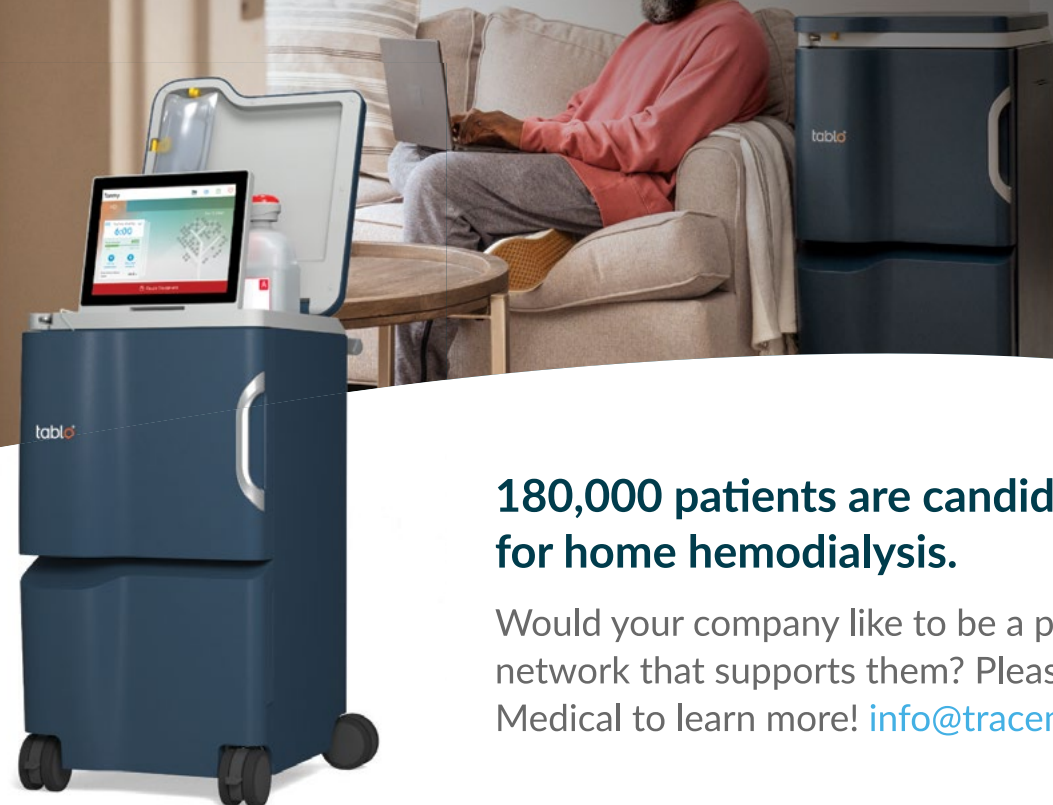




NOW OFFERING

Technologically Advanced In-Home Dialysis Rentals for Enhanced Comfort & Convenience

tablo®



180,000 patients are candidates
for home hemodialysis.

Would your company like to be a part of a provider network that supports them? Please contact Trace Medical to learn more! info@tracemedical.com

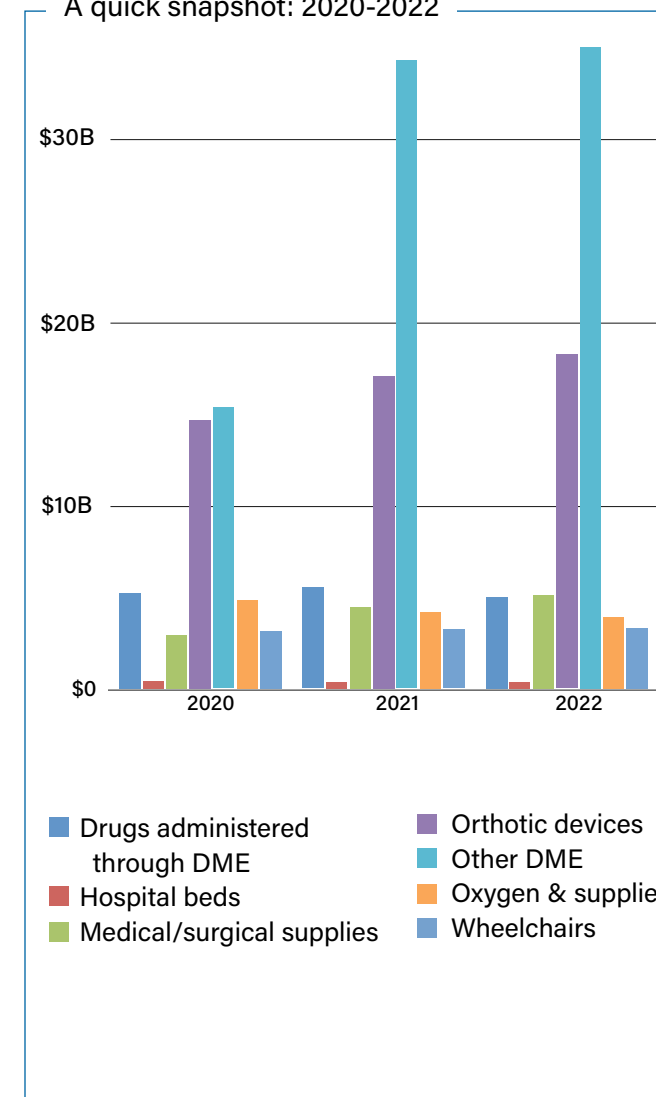
PLEASE CONTACT
FOR INQUIRIES Trace Medical | info@tracemedical.com | 888.627.0950 | A Better Rental Solution.

DIVERSE PRODUCT LINE | CREATIVE PRICING STRUCTURES | COST-EFFECTIVE SOLUTIONS | VALUED VENDOR PARTNER

[Outset, Tablo, and TabloHub] are trademarks of Outset Medical, Inc.
Trace Medical is an authorized partner of Outset Medical, Inc. to offer HME providers exclusive access to rent Tablo Consoles.

Medicare: DME growth by category

A quick snapshot: 2020-2022



Restructured BETOS Classification System

BETOS	2020	2021	2022
Drugs administered through DME	5.3B	5.6B	5.06B
Hospital beds	484M	437M	411M
Medical/surgical supplies	3B	4.5B	5.17B
Orthotic devices	14.7B	17.1B	18.25B
Other DME	15.3B	34.3B	34.99B
Oxygen & supplies	4.9B	4.2B	3.95B
Wheelchairs	3.2B	3.3B	3.37B
Total	47B	69B	71.2B

Allowed Charges

What is a BETOS bucket?

BETOS STANDS FOR BERENSON-EGGERS TYPE OF SERVICE, and it's the name of a coding system developed to analyze the growth in Medicare expenditures. The coding system covers all HCPCS codes; assigns a HCPCS code to only one BETOS bucket; consists of readily understood clinical categories that permit objective assignment; is stable over time; and is relatively immune to minor changes in technology or practice patterns.

SOURCE: CMS

DME Definitions

Drugs administered through DME

- No RBCS Family
- Bronchodilator
- Vasodilator

Hospital beds

- No RBCS Family

Orthotic devices

- No RBCS Family
- Below Knee Orthotic
- Intermittent Urinary Catheter
- Knee Orthosis
- Lumbar Sacral Orthosis (LSO brace)
- Ostomy

Other DME

- No RBCS Family
- Blood Glucose Test/Reagent Strips
- CPAP (Sleep Apnea)
- Home Ventilator

Oxygen & Supplies

- No RBCS Family
- Oxygen Concentrator

Wheelchairs

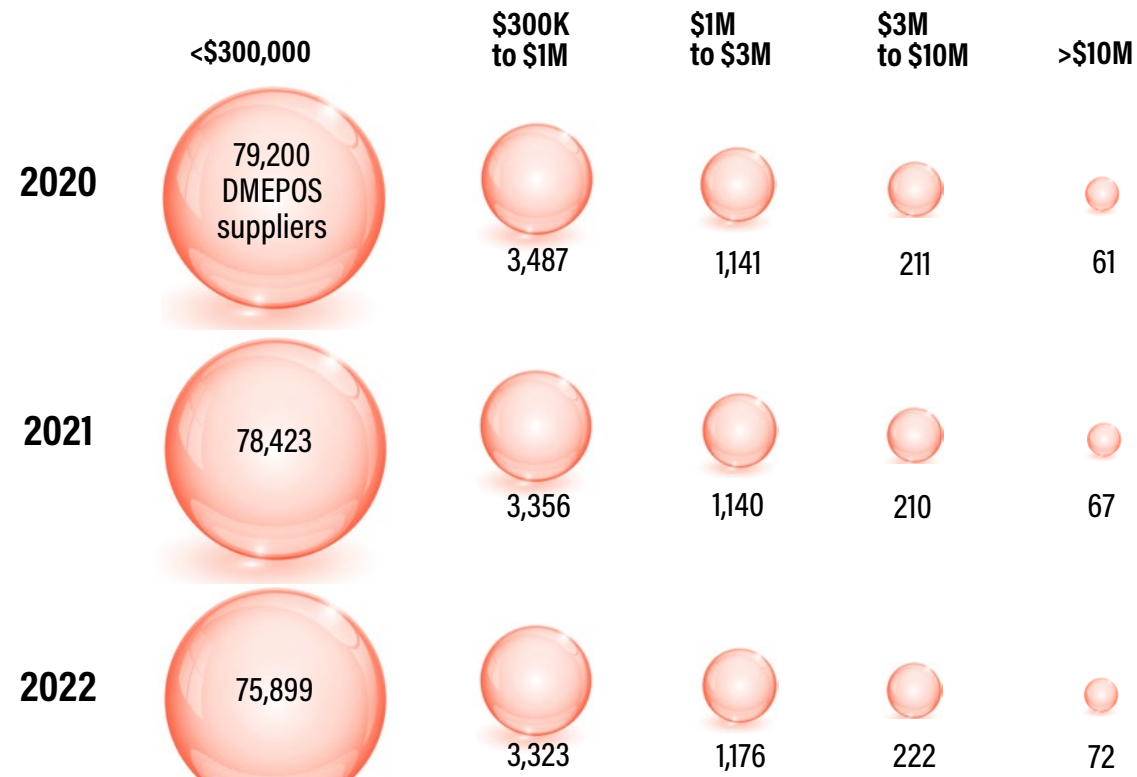
- No RBCS Family
- Power Wheelchairs, Accessories

Medical/surgical supplies

- No RBCS Family

SOURCE: CMS

Most DMEPOS suppliers bill Medicare less than \$300,000 per year



SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2022, top HCPCS

Respiratory

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E1390	Oxygen concentrator	\$730,693,656.97	6,557,274	5.58%
E0466	Home vent non-invasive inter	\$578,749,254.43	523,437	1.65%
A7030	CPAP full face mask	\$218,944,499.18	1,895,706	4.94%
A7031	Replacement facemask interfa	\$206,698,003.54	4,756,415	7.95%
E0601	Cont airway pressure device	\$166,915,058.04	3,593,889	-2.11%
A7032	Replacement nasal cushion	\$161,314,499.99	6,708,723	7.76%
A7034	Nasal application device	\$161,193,309.67	2,286,573	6.22%
A4604	Tubing with heating element	\$115,881,950.47	2,445,264	5.61%
A7033	Replacement nasal pillows	\$88,317,662.03	4,710,822	7.07%
E1392	Portable oxygen concentrator	\$72,039,313.06	1,661,618	6.46%
E0562	Humidifier heated used w pap	\$68,328,820.15	1,219,377	9.08%
E0431	Portable gaseous O2	\$67,457,714.17	3,013,631	9.76%
E0470	Rad w/o backup non-inv intfc	\$62,179,526.63	529,248	0.86%
A7038	Pos airway pressure filter	\$59,447,513.12	21,310,265	4.65%
A7035	Pos airway press headgear	\$59,287,490.20	2,522,686	5.06%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



We build you a tailor-made solution.

YOU DESERVE A TEAM YOU CAN TRUST

Expert Intake | Customer Service | Billing



STRATEGIC
OFFICE
SUPPORT

CALL US TODAY!
(737) 225-1331



Your Financial Health is Our Priority



Intake



Billing



Collections



Missy U.
Reimbursement Success Manager
14 years experience

- Over 20+ years RCM experience
- AI-driven tools & analytics
- US-led, low-cost global expert team

Schedule your
complimentary revenue
cycle audit today!

(888) 349-9015

prochant.com

Medicare: Utilization for 2022, top HCPCS

Respiratory, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E0465	Home vent invasive interface	\$51,250,687.32	46,570	-5.86%
E0471	Rad w/backup non inv intrfc	\$50,194,506.93	174,560	0.74%
A7037	Pos airway pressure tubing	\$28,227,639.55	1,498,757	0.79%
A7046	Repl water chamber, pap dev	\$24,776,664.59	1,603,892	6.29%
K0738	Portable gas oxygen system	\$18,489,130.83	423,733	-2.10%
E0467	Home vent multi-function	\$12,054,548.06	9,218	99.06%
E0443	Portable O2 contents, gas	\$11,785,854.27	199,611	-1.39%
E0570	Nebulizer with compression	\$11,123,178.00	1,511,753	1.46%
A7039	Filter, non disposable w pap	\$5,371,196.26	655,741	-14.94%
E0955	Cushioned headrest	\$5,030,309.11	98,476	0.94%
A7005	Nondisposable nebulizer set	\$3,036,916.21	163,964	-0.76%
A7036	Pos airway press chinstrap	\$2,655,773.66	214,598	3.45%
A7003	Nebulizer administration set	\$1,299,737.61	650,269	-10.51%
E0439	Stationary liquid O2	\$1,001,159.38	9,227	-20.59%
E0442	Stationary O2 contents, liq	\$852,764.24	13,593	-25.25%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2022, top HCPCS

Respiratory, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E0565	Compressor air power source	\$773,930.12	19,224	-6.22%
E0444	Portable O2 contents, liquid	\$755,989.05	12,953	-23.81%
E0434	Portable liquid O2	\$640,810.71	14,417	-16.72%
A7027	Combination oral/nasal mask	\$370,470.29	2,574	-13.10%
A7028	Repl oral cushion combo mask	\$332,278.08	8,355	-1.72%
E2208	Cylinder tank carrier	\$263,520.10	5,654	-3.55%
A7029	Repl nasal pillow comb mask	\$177,562.42	9,972	-10.74%
A7015	Aerosol mask used w nebulize	\$137,542.91	89,475	-6.07%
A7004	Disposable nebulizer sml vol	\$91,202.97	59,136	-22.35%
E0463	Press supp vent invasive int	\$0.00	0	-100.00%
E0464	Press supp vent noninv int	\$0.00	0	-100.00%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Fisher & Paykel Healthcare masks do not contain magnets.

Fisher & Paykel HEALTHCARE

Your source for Medication Delivery

Seeking alternatives to discontinued medication delivery items?

Check out Sunset's full line, including pediatric character nebulizers and our anti-static valved inhaler chamber. Sunset's customer favorite NEB100 Tabletop Compressor Nebulizer is simple to use and set up and features highly durable construction with fast treatment times. Contact us today.

SCAN FOR MORE INFO

Call 1-877-578-6738 or visit SunsetHCS.com

SUNSET HEALTHCARE SOLUTIONS

Medicare: Utilization for 2022, top HCPCS Durable Medical Equipment.

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E0260	Hosp bed semi-electr w/ matt	\$52,086,855.30	804,459	-2.01%
E0143	Walker folding wheeled w/o s	\$32,506,681.38	537,451	1.76%
E0630	Patient lift hydraulic	\$13,889,614.77	240,265	-6.39%
E0163	Commode chair with fixed arm	\$11,460,043.92	178,052	-2.23%
E0261	Hosp bed semi-electr w/o mat	\$7,753,010.00	125,208	0.01%
E0194	Air fluidized bed	\$7,693,361.96	2,613	-4.18%
E0185	Gel pressure mattress pad	\$6,710,742.53	39,898	0.73%
E0277	Powered pres-redu air mattrs	\$6,369,874.84	30,197	-10.65%
E0303	Hosp bed hvy dty xtra wide	\$3,115,330.63	19,195	-12.87%
E0156	Walker seat attachment	\$3,000,031.20	158,991	-1.18%
E1035	Patient transfer system <300	\$2,783,662.13	5,228	-2.47%
E1038	Transport chair pt wt<=300lb	\$1,973,765.47	156,173	17.92%
E0250	Hosp bed fixed ht w/ mattres	\$1,944,997.66	32,483	-19.51%
E0184	Dry pressure mattress	\$1,916,703.78	13,576	-12.36%
E0295	Hosp bed semi-elect w/o matt	\$1,836,560.92	29,336	-11.49%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2022, top HCPCS Durable Medical Equipment, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E2615	Pos back post/lat width <22in	\$1,610,598.74	3,465	10.95%
E0635	Patient lift electric	\$1,328,104.78	12,640	6.61%
E0255	Hospital bed var ht w/ matr	\$1,257,297.79	19,974	-11.65%
E0181	Press pad alternating w/ pum	\$1,174,409.76	75,222	-5.64%
E0776	Iv pole	\$1,097,975.83	100,025	-6.38%
E0135	Walker folding adjust/fixed	\$1,062,223.61	19,885	2.64%
E0149	Heavy duty wheeled walker	\$1,048,373.44	87,200	-2.56%
E0627	Seat lift mech, electric any	\$953,373.13	3,144	-22.24%
E0165	Commode chair with detacharm	\$913,787.06	79,931	-6.60%
E0147	Walker variable wheel resist	\$885,148.69	1,979	4.79%
E0168	Heavyduty/wide commode chair	\$738,087.16	10,766	-11.31%
E0301	Hd hosp bed, 350-600 lbs	\$609,730.38	3,947	1.30%
E0271	Mattress innerspring	\$580,881.46	6,143	-5.67%
E0912	Hd trapeze bar free standing	\$573,615.78	7,436	-9.71%
E0910	Trapeze bar attached to bed	\$525,909.61	47,263	-12.62%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



“WE’RE SO CONFIDENT IN OUR POC QUALITY”

Introducing Rhythm Resolve

POC Warranty Claims are
Easy as 1-2-3

This **INDUSTRY LEADING POLICY** offers the initial purchaser of any Rhythm POC a Warranty Replacement instead of a repair.



[Click Here for Program Details](#)



Own a Franchise
in One of the
Fastest Growing
Industries!

Next Day Access at a glance:

- Fulfilling Purpose
- Recession Resistant
- Market Support
- Flexible Business Model

TARGET DEMOGRAPHIC

- People who want to 'Age in Place'
- People with disabilities
- Caregivers

[LEARN MORE ABOUT HOW WE SUPPORT OUR FRANCHISE OWNERS.](#)

[NEXTDAYACCESSFRANCHISE.COM](https://nextdayaccessfranchise.com) | 901.617.7536

Medicare: Utilization for 2022, top HCPCS

Durable Medical Equipment, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E1020	Residual limb support system	\$444,340.18	21,656	-9.65%
E0294	Hosp bed semi-elect w/ matr	\$438,852.91	6,400	58.77%
E0304	Hosp bed xtra hvy dty x wide	\$405,274.59	850	-10.79%
E0705	Transfer device	\$394,835.69	8,206	-10.03%
E0154	Walker platform attachment	\$393,219.39	7,974	-8.25%
E0730	Tens four lead	\$391,840.32	6,331	93.48%
E1036	Patient transfer system >300	\$367,710.16	474	-7.09%
E0373	Nonpowered pressure mattress	\$319,924.30	1,074	-46.88%
A4595	Tens suppl 2 lead per month	\$289,855.81	16,031	-24.81%
E0940	Trapeze bar free standing	\$266,444.41	12,953	-8.83%
E0371	Nonpower mattress overlay	\$224,721.16	936	-14.70%
E0731	Conductive garment for tens	\$218,350.97	1,160	-21.39%
E0372	Powered air mattress overlay	\$128,842.10	500	17.59%
E0720	Tens two lead	\$22,434.79	532	-8.94%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2022, top HCPCS

Mobility

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E1007	Pwr seat combo w/shear	\$137,507,178.26	15,993	4.31%
K0861	Pwc gp3 std mult pow opt s/b	\$69,872,510.66	12,386	2.47%
E2311	Electro connect btw 2 sys	\$43,333,435.59	18,874	4.57%
K0005	Ultralightweight wheelchair	\$37,410,284.06	17,489	14.22%
K0001	Standard wheelchair	\$35,506,537.04	1,397,923	8.16%
K0823	Pwc gp 2 std cap chair	\$24,029,453.79	116,469	-5.97%
E1002	Pwr seat tilt	\$21,029,886.46	6,251	2.19%
K0003	Lightweight wheelchair	\$17,108,582.28	461,407	1.90%
E1161	Manual adult wc w tiltspac	\$16,897,531.29	71,710	5.58%
E1028	W/c manual swingaway	\$16,606,240.02	230,389	1.88%
E2611	Gen use back cush wdth <22in	\$15,651,897.63	83,415	1.37%
E0973	W/ch access det adj armrest	\$11,561,966.13	196,249	6.37%
K0856	Pwc gp3 std sing pow opt s/b	\$11,292,855.24	2,154	-0.47%
E2377	Expandable controller, initl	\$7,742,425.59	16,408	2.39%
E2620	Wc planar back cush wd <22in	\$7,659,428.96	13,645	1.63%
E0971	Wheelchair anti-tipping devi	\$7,588,194.33	336,097	3.46%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



Empowering Providers, Powering Suppliers

- ✓ 96% Clean, complete orders the first time
- ✓ ePrescribing platform 370,000+ clinicians love
- ✓ 3x Increase in operational efficiency

With Parachute there has been so much improvement to our process. It takes me 3 minutes to place a Parachute order for a new patient.

—Jill Vollbrecht, MD



parachutehealth.com/dme-report



Elevate outcomes, not effort.

With the industry's leading **resupply solution**, you can take care of your patients and your profits — with a lot less effort. In fact, Brightree ReSupply manages all your resupply patients and their multiple lines of therapy in one fully automated workflow, giving you greater clinical and financial gains.



We'll show you how.
brightree.com/elevateoutcomes



Medicare: Utilization for 2022, top HCPCS

Mobility, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
K0108	W/c component-accessory nos	\$7,468,267.73	70,182	-17.03%
E2370	Pwr wc dr wh motor/gear comb	\$6,904,487.34	11,517	-13.64%
K0195	Elevating whlchair leg rests	\$6,749,869.35	655,096	-0.19%
E2201	Man w/ch acc seat w>=20"<24"	\$6,449,874.35	46,633	8.65%
E2228	Mwc acc, wheelchair brake	\$5,882,898.14	73,505	28.99%
E2361	22nf sealed leadacid battery	\$5,814,220.13	43,055	-3.18%
E2601	Gen w/c cushion wdth < 22 in	\$5,722,836.24	136,391	-0.84%
K0825	Pwc gp 2 hd cap chair	\$5,490,703.27	20,401	-9.89%
K0006	Heavy duty wheelchair	\$4,885,687.24	74,607	-0.77%
K0007	Extra heavy duty wheelchair	\$4,751,924.75	49,147	-2.55%
K0862	Pwc gp3 hd mult pow opt s/b	\$4,386,994.40	622	-4.20%
K0002	Stnd hemi (low seat) whlchr	\$4,350,681.97	105,609	-0.15%
K0800	Pov group 1 std up to 300lbs	\$4,140,771.55	5,148	-10.81%
E2607	Skin pro/pos wc cus wd <22in	\$3,372,514.68	11,499	8.13%
K0835	Pwc gp2 std sing pow opt s/b	\$3,267,965.89	1,466	-1.15%
E2363	Gr24 sealed leadacid battery	\$3,228,388.11	17,841	-3.82%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2022, top HCPCS

Mobility, *con't.*

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
E2365	U1 sealed leadacid battery	\$3,000,803.62	35,075	-14.44%
K0821	Pwc gp 2 std port cap chair	\$2,855,238.72	15,102	0.60%
K0004	High strength ltwt whlchr	\$2,808,955.23	54,504	-8.15%
E2310	Electro connect btw control	\$2,429,211.01	2,571	-6.77%
E1226	Manual fully reclining back	\$2,230,065.01	21,187	-0.63%
K0848	Pwc gp 3 std seat/back	\$1,924,914.12	371	-9.65%
E2386	Foam filled drive wheel tire	\$1,915,530.41	14,546	-17.80%
E0956	W/c lateral trunk/hip suppor	\$1,892,121.92	18,920	-2.70%
E2366	Battery charger, single mode	\$1,726,248.99	8,406	-7.28%
E2375	Non-expandable controller	\$1,623,763.64	2,519	-21.16%
E1010	Add pwr leg elevation	\$1,282,343.88	1,240	24.95%
K0822	Pwc gp 2 std seat/back	\$1,274,699.00	6,016	-19.83%
E2392	Solid caster tire, integrate	\$1,088,894.15	20,714	-11.05%
E1008	Pwr seat combo pwr shear	\$792,899.81	88	-4.04%
K0816	Pwc gp 1 std cap chair	\$253,421.96	1,378	-33.77%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Partner With the Powerhouse in HME

As a 100% employee-owned company, we have a vested interest in your success. Partnering with VGM Group means access to solutions for every aspect of your business.

EXPLORE YOUR OPPORTUNITIES

All Your Business Solutions Under One Roof

- ✓ HME Expertise
- ✓ CPAP Resupply
- ✓ Business Insurance and Bonds
- ✓ Patient Care Coordination
- ✓ Web and Managed IT

MEDTRADE EXPO + CONFERENCE

MARCH 26-28, 2024

DALLAS, TX



medtrade.com

Produced by:
EMERALD

* Free expo pass offer valid for qualified attendees only and does not apply to exhibiting-type companies (manufacturers/producers/distributors) who sell to attendees.



Medicare: Utilization for 2022, top HCPCS

Diabetes, Infusion & Supplies

Proc. Code	Product	Allowed Charges	Allowed Services	2022 Change
K0553	Ther cgm supply allowance	\$960,484,483.63	3,952,563	47.77%
A4253	Blood glucose/reagent strips	\$93,163,492.32	11,017,703	-17.68%
E2402	Neg press wound therapy pump	\$69,786,148.61	78,208	-2.66%
K0554	Ther cgm receiver/monitor	\$64,224,341.10	259,673	92.16%
E0784	Ext amb infusn pump insulin	\$56,983,535.71	146,444	-2.55%
B4152	Ef calorie dense>/=1.5kcal	\$44,031,855.98	115,402,760	-0.70%
B4035	Enteral feed supp pump per d	\$44,004,331.98	6,566,012	-2.60%
A4222	Infusion supplies with pump	\$29,125,998.31	676,849	-7.36%
B4154	Ef spec metabolic noninherit	\$26,315,455.89	33,308,146	-3.72%
A6550	Neg pres wound ther drsg set	\$23,373,776.64	854,420	-4.10%
B4150	Ef complet w/intact nutrient	\$22,530,347.98	49,767,573	-3.26%
B4153	Ef hydrolyzed/amino acids	\$20,008,189.44	14,090,092	6.28%
B4034	Enter feed supkit syr by day	\$16,800,875.86	4,329,415	-2.34%
A4221	Supp non-insulin inf cath/wk	\$7,588,630.87	326,846	-3.90%
B9002	Enter nutr inf pump any type	\$6,504,312.15	84,003	-4.54%
A7000	Disposable canister for pump	\$6,241,986.87	695,103	-3.82%
B4036	Enteral feed sup kit grav by	\$5,614,727.35	1,066,383	-0.69%
E0781	External ambulatory infus pu	\$4,436,336.04	18,901	-13.30%
B4149	Ef blenderized foods	\$4,212,412.37	3,540,937	7.81%
A4259	Lancets per box	\$3,489,474.31	2,383,616	-18.55%
K0552	Sup/ext non-ins inf pump syr	\$1,209,285.18	404,171	6.43%
B4155	Ef incomplete/modular	\$846,149.46	1,121,800	-6.38%
A7002	Tubing used w suction pump	\$670,016.02	157,797	-3.59%
A4258	Lancet device each	\$376,689.73	163,032	-18.98%
B4087	Gastro/jejuno tube, std	\$266,957.91	8,591	-5.42%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Number of beneficiaries, suppliers, 2022

✓ E1390 O2 Concentrator

Jurisdiction	Beneficiaries	Suppliers
A	160,643	1,370
B	194,465	1,937
C	421,341	3,211
D	268,217	2,077
Nation*	1,041,822	4,626

✓ E0601 CPAP

Jurisdiction	Beneficiaries	Suppliers
A	110,130	1,074
B	126,529	1,649
C	259,858	3,214
D	174,063	1,909
Nation*	669,105	4,748

✓ E0260 Hospital Beds

Jurisdiction	Beneficiaries	Suppliers
A	52,072	937
B	35,136	1,160
C	72,807	2,437
D	29,950	1,234
Nation*	190,411	4,469

✓ A4253 Blood Glucose Strips

Jurisdiction	Beneficiaries	Suppliers
A	434,708	12,970
B	353,606	10,603
C	492,816	20,411
D	405,474	11,404
Nation*	1,622,365	43,401

✓ K0823 Power Chair

Jurisdiction	Beneficiaries	Suppliers
A	2,469	182
B	4,089	236
C	10,192	637
D	4,945	352
Nation*	21,658	1,280

✓ K0001 Standard Chair

Jurisdiction	Beneficiaries	Suppliers
A	64,312	1,225
B	44,043	1,549
C	131,646	2,936
D	59,321	1,654
Nation*	298,252	5,266

*Note: "nation" numbers of beneficiaries and suppliers are across all dme jurisdictions (beneficiaries and suppliers in multiple jurisdictions are counted only once)

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

HMENews
Love our news?
[Click to Renew](#)

Maximize PAP Compliance
Meet Jeanie, Your New Clinical Assistant

- Comprehensive Compliance Management
- Seamless 24/7 Patient Assistance
- Reduce Patient Non-Adherence by 50%
- Double Patient Revenue

LEARN MORE

SCAN FOR DEMO

powered by sovaSage

GEMCO MEDICAL

GEMCO Medical offers over 30 years of industry expertise, training, support, drop-ship programs, and a dedicated team to ensure your success in the diabetes category. Get started today!

- Continuous Glucose Monitors (CGMs)
- Insulin Pumps
- Diabetes Supplies
- And Much More!

Dexcom
CONTINUOUS GLUCOSE MONITORING

2024 GEMCO Medical, Inc. All rights reserved. V1.11.20.23

SCAN ME

Medicare: Top providers in 2022

Rank	Company	Allowed Charges	Rank	Company	Allowed Charges
1.	LINCARE INC.....	\$698,429,132.03	51.	QUEST HEALTH SOLUTIONS LLC.....	\$23,534,899.62
2.	ACCREDITO HEALTH GROUP INC.....	\$527,884,860.22	52.	HEALTH CARE SOLUTIONS AT HOME INC.....	\$23,508,283.78
3.	APRIA HEALTHCARE LLC.....	\$261,533,285.17	53.	OCEAN HOME HEALTH SUPPLY, LLC.....	\$23,311,737.35
4.	LINCARE PHARMACY SERVICES INC.....	\$220,914,988.53	54.	WALMART INC.....	\$23,006,335.71
5.	ZOLL SERVICES LLC.....	\$164,835,259.39	55.	TRICOUNTY MEDICAL EQUIPMENT AND SUPPLY LLC.....	\$22,297,518.45
6.	WALGREEN CO.....	\$163,393,321.28	56.	OPTUM INFUSION SERVICES 550 LLC.....	\$22,211,446.87
7.	NORTH COAST MEDICAL SUPPLY LLC.....	\$162,849,276.32	57.	PROCARE PHARMACY DIRECT LLC.....	\$22,187,320.95
8.	DEGC ENTERPRISES (U.S.), INC.....	\$155,675,543.78	58.	KONANIAH MEDICAL EQUIPMENT & SUPPLIES LLC.....	\$22,131,567.23
9.	BYRAM HEALTHCARE CENTERS, INC.....	\$154,270,235.22	59.	ELECTROMED, INC.....	\$21,537,309.78
10.	180 MEDICAL INC.....	\$153,506,359.13	60.	EBI LLC.....	\$21,405,185.12
11.	UNITED STATES MEDICAL SUPPLY, LLC.....	\$124,381,194.48	61.	NATIONWIDE MEDICAL, INC.....	\$21,296,690.62
12.	RGH ENTERPRISES, LLC.....	\$123,436,287.53	62.	CORAL SPRINGS SPECIALTY PHARMACY INC.....	\$21,155,924.98
13.	CAREMARK LLC.....	\$117,398,850.15	63.	SOLEO HEALTH INC.....	\$20,576,843.43
14.	UNITED SEATING AND MOBILITY LLC.....	\$117,063,156.68	64.	NUFACTOR INC.....	\$20,365,826.11
15.	CORAM ALTERNATE SITE SERVICES INC.....	\$111,309,462.62	65.	MEDICAL SERVICE COMPANIES.....	\$20,327,169.59
16.	OPTION CARE ENTERPRISES INC.....	\$105,696,355.85	66.	P-CARES MEDICAL SUPPLIES, LLC.....	\$20,076,032.14
17.	SOLARA MEDICAL SUPPLIES, LLC.....	\$97,395,590.30	67.	FAMILY MEDICAL SUPPLY LLC.....	\$19,999,790.38
18.	NATIONAL SEATING & MOBILITY INC.....	\$92,953,454.90	68.	HEALTHLINE MEDICAL EQUIPMENT LLC.....	\$19,581,908.20
19.	HANGER PROSTHETICS & ORTHOTICS INC.....	\$85,228,967.63	69.	REGIONAL HOME CARE INC.....	\$19,569,138.01
20.	KCI USA INC.....	\$76,589,941.13	70.	CRESCENT HEALTHCARE INC.....	\$19,528,556.88
21.	SLEEP MANAGEMENT LLC.....	\$70,502,387.98	71.	THE HOME HEALTH STORE OF TOMBALL, INC.....	\$19,386,191.01
22.	LIBERATOR MEDICAL SUPPLY INC.....	\$65,813,808.80	72.	ROBERTS HOME MEDICAL LLC.....	\$19,293,716.95
23.	ORTHOFIX US LLC.....	\$61,214,184.78	73.	BRIDGEWATER HEALTH SUPPLIES LLC.....	\$18,285,387.49
24.	GORDIAN MEDICAL INC.....	\$60,980,479.79	74.	COMMUNITY SURGICAL SUPPLY OF TOMS RIVER, INC.....	\$18,161,545.56
25.	HANGER PROSTHETICS & ORTHOTICS EAST INC.....	\$57,537,261.98	75.	MINIMED DISTRIBUTION CORP.....	\$17,671,362.79
26.	NOVOCURE INC.....	\$56,291,011.44	76.	SPECIALTY MEDICAL EQUIPMENT, INC.....	\$17,107,455.00
27.	DJO LLC.....	\$48,375,734.47	77.	RELIABLE RESPIRATORY INC.....	\$17,104,953.46
28.	INOGEN INC.....	\$45,719,655.35	78.	BINSON'S HOSPITAL SUPPLIES, INC.....	\$17,003,681.66
29.	NORCO, INC.....	\$43,532,363.04	79.	PHARMACY INC.....	\$16,842,648.75
30.	COMFORT MEDICAL, LLC.....	\$41,635,961.78	80.	BEACON RESPIRATORY SERVICES, INC.....	\$16,822,302.55
31.	GABECARE DIRECTRX INC.....	\$41,612,917.04	81.	PERFORMANCE MODALITIES INC.....	\$16,751,815.91
32.	WAL-MART STORES EAST LP.....	\$40,014,049.16	82.	ABC HOME MEDICAL SUPPLY INC.....	\$16,208,483.86
33.	HANGER PROSTHETICS & ORTHOTICS WEST INC.....	\$39,288,288.17	83.	DIABETES MANAGEMENT AND SUPPLIES.....	\$16,023,350.30
34.	WOUND CARE CONCEPTS INC.....	\$38,762,379.81	84.	JOHNS HOPKINS PHARMAQUIP INC.....	\$15,980,036.11
35.	ADVANCED RESPIRATORY, INC.....	\$34,867,836.99	85.	AEROCARE HOLDINGS LLC.....	\$15,861,869.60
36.	SUPER CARE INC.....	\$34,312,079.20	86.	ROTECH OXYGEN AND MEDICAL EQUIPMENT INC.....	\$15,684,145.55
37.	VERUS HEALTHCARE LLC.....	\$34,123,760.61	87.	AMERICAN HOMEPATIENT, INC.....	\$15,329,006.66
38.	1ST AMERICA INFUSION SERVICES LLC.....	\$32,409,801.41	88.	BIOTAB LLC.....	\$15,107,306.17
39.	TOTAL MEDICAL SUPPLY INC.....	\$32,259,795.90	89.	OCEAN BREEZE INFUSION CARE INC.....	\$15,106,903.02
40.	CURITEC, LLC.....	\$32,253,584.75	90.	BIOVENTUS LLC.....	\$14,714,795.47
41.	AIDS FOR RECOVERY INC.....	\$30,189,300.82	91.	STRIVE MEDICAL LLC.....	\$14,655,915.45
42.	EDWARDS HEALTH CARE SERVICES, INC.....	\$29,416,387.02	92.	BLOOMFIELD VENTURES CORPORATION.....	\$14,452,777.85
43.	TACTILE SYSTEMS TECHNOLOGY INC.....	\$29,282,719.56	93.	OPTUM INFUSION SERVICES 305 LLC.....	\$14,165,238.56
44.	REHAB MEDICAL LLC.....	\$27,893,866.84	94.	MAYO FOUNDATION FOR MEDICAL EDUCATION & RESEARCH.....	\$14,066,843.37
45.	ADAPTHEALTH PATIENT CARE SOLUTIONS LLC.....	\$25,674,611.26	95.	AMERITA INC.....	\$13,880,662.57
46.	RESPIRATORY TECHNOLOGIES, INC.....	\$24,836,891.59	96.	CARELINC MEDICAL EQUIPMENT & SUPPLY CO LLC.....	\$13,631,022.11
47.	ALEXANDRIA DURABLE MEDICAL EQUIPMENT, LLC.....	\$24,688,696.71	97.	OMNIMED SUPPLIES CORP.....	\$13,150,184.83
48.	MEDICAL HOTSPOTS, INC.....	\$23,789,499.85	98.	HOLLAND MEDICAL SERVICES INC.....	\$13,093,727.72
49.	MEDSTAR SURGICAL & BREATHING EQUIPMENT, INC.....	\$23,780,136.85	99.	REGENTS OF THE UNIVERSITY OF MICHIGAN.....	\$13,060,507.51
50.	PRISM MEDICAL PRODUCTS, L.L.C.....	\$23,583,717.42	100.	HOME MEDICAL SYSTEMS INC.....	\$12,999,431.08

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



Medicare data for the HME industry



New data is here!

Learn more and sign up today:
www.hmedatabank.com