

HME News

BUSINESS NEWS FOR HOME MEDICAL EQUIPMENT PROVIDERS

DECEMBER 2020

State of the Industry 2020

Updated
with
2019 Data



The HME Market By The Numbers



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2019: Not a bad place to be

We spent a lot of time in 2020 writing about the negative impact of the COVID-19 pandemic on new setups, particularly for “non-essential” products like CPAP devices. It will be interesting to see how that impact is reflected in the Medicare utilization data for 2020. Will there be decreases in new setups for sleep therapy, but increases for respiratory therapy like oxygen concentrators and ventilators, which were used to treat COVID-19 patients?

For the answers to those questions, we’ll have to wait.



Because, while it’s hard to think about the “before times,” when business wasn’t consumed by the pandemic, that’s exactly what we’re going to do in this State of the Industry Report, which features Medicare utilization data for 2019.

And apparently, 2019 is not a bad place to be, with increases in utilization across nearly all product categories.

Take the BETOS bucket, which shows year-over-year increases for every “bucket,” including oxygen and supplies, which rose from \$750 million in allowed charges in 2018 to \$770 million in allowed charges in 2019. Overall, allowed charges for DME increased to \$6.3 billion, tying 2015 for the most allowed charges in the past six years.

If you break down utilization by code, there are some outliers that saw decreases in 2019, but the majority of codes saw increases.

Of note for decreases were the stationary liquid product category (concentrators were down 28%, contents were down 33%) and semi-electric hospital beds with mattresses (down 23%).

With the emphasis on resupply for sleep therapy, one decrease that surprised me: replacement nasal pillow combination masks (down almost 16%). But other resupply items for sleep therapy saw healthy increases, including replacement nasal cushions (up 19%), tubing with heating element (up 28%), replacement nasal pillows (up 12%), replacement water chamber (up 17%) and positive airway pressure filters (up 47%).

Also of note for increases were patient transfer systems (up 28%), ultralight wheelchairs (up 19%), infusion pumps (up 19%) and folding wheeled walkers (up 12%).

With overall increased utilization, it’s no surprise then that the larger providers also saw bumps in their allowed charges for 2019. Take Lincare, which saw roughly \$715 million in allowed charges in 2019, up from roughly \$645 million in 2018, about an 11% increase.

Speaking of those larger providers, there was barely any movement among the top 10 billers of Medicare, with Lincare, Accredo, Lincare Pharmacy, Walgreen and Apria still the top 5 billers in 2019, as they were in 2018. There was some movement in the 6-10 spots, with the biggest jump by Byram, which moved from 10 to 7 in 2019, with \$124 billion in allowed charges.

With that, let’s enjoy this last bit of 2019, while we’ll brace ourselves for the Medicare utilization data for 2020.

—Elizabeth Beaulieu, editor, HME News



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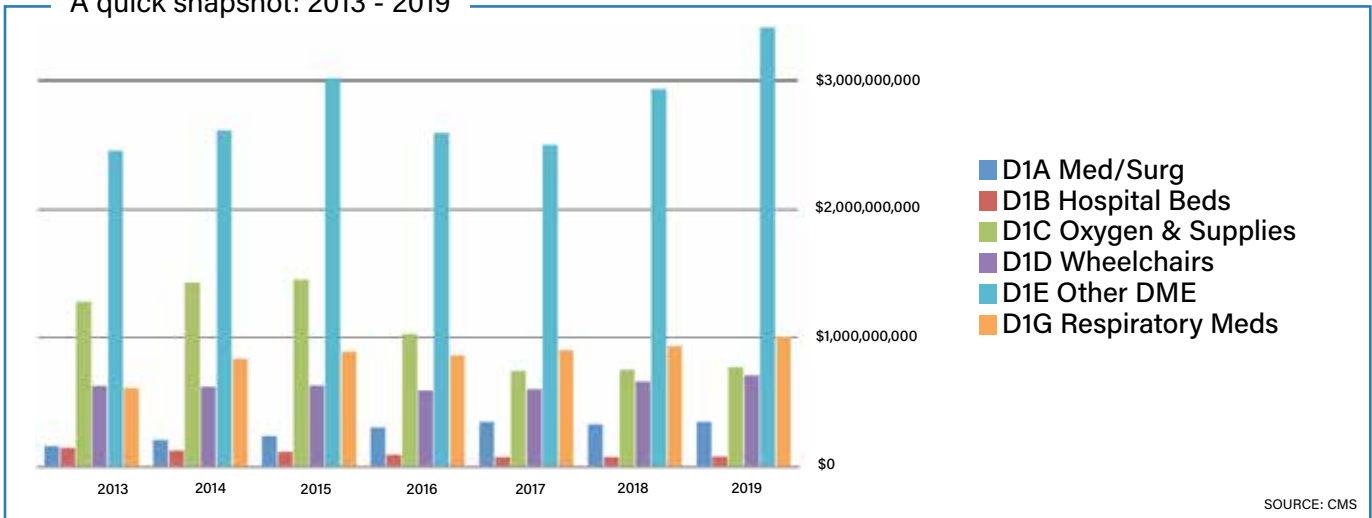


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Medicare: DME growth by category

A quick snapshot: 2013 - 2019



SOURCE: CMS

| BETOS | Product | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|-------|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| D1A | Med/surg supplies | 153M | 203M | 231M | 300M | 341M | 322M | 342M |
| D1B | Hospital beds | 139M | 120M | 112M | 86M | 67M | 68M | 72M |
| D1C | Oxygen and supplies | 1.3B | 1.4B | 1.5B | 1B | 740M | 750M | 770M |
| D1D | Wheelchairs | 622M | 615M | 625M | 588M | 596M | 657M | 703M |
| D1E | Other DME | 2.5B | 2.6B | 3B | 2.6B | 2.5B | 2.9B | 3.4B |
| D1G | Respiratory meds | 605M | 836M | 890M | 863M | 900M | 935M | 1B |
| | Total | 5.3B | 5.8B | 6.3B | 5.5B | 5.1B | 5.7B | 6.3B |

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



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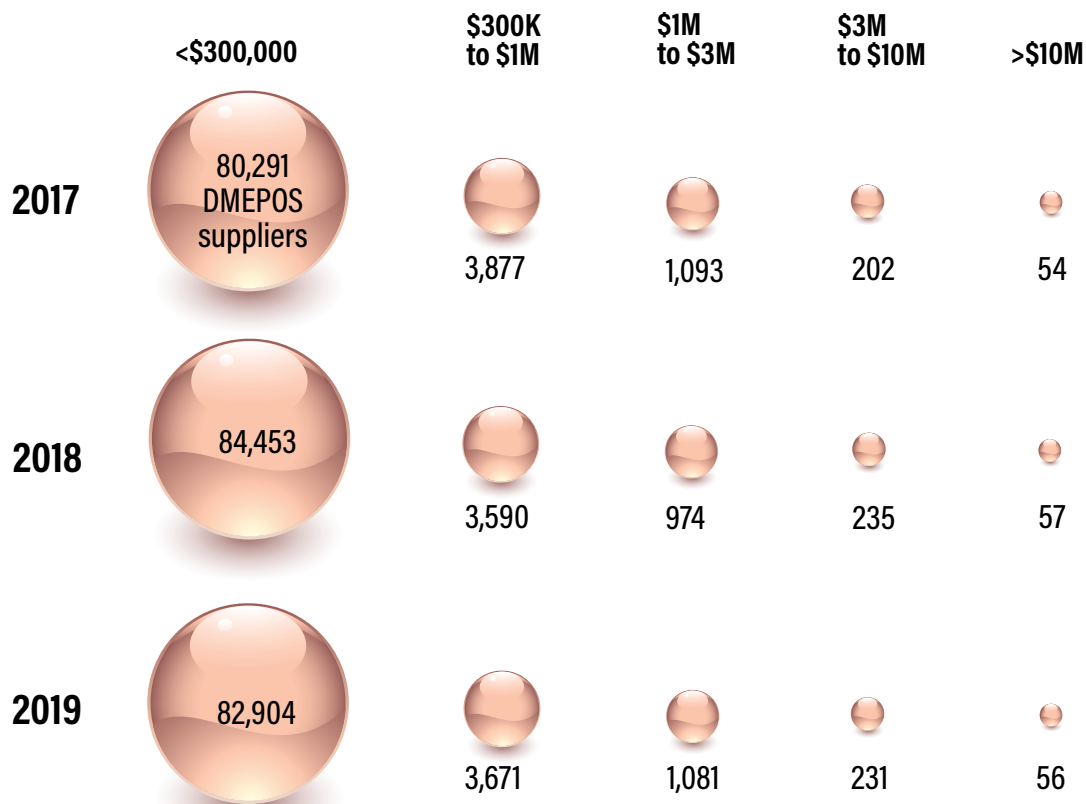
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Most DMEPOS suppliers bill Medicare less than \$300,000 per year



SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

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Medicare: Utilization for 2019, top HCPCS

Respiratory

| Product | Procedure Code | Allowed Charges | Allowed Services | 2019 Change |
|---------|------------------------------|-----------------|------------------|-------------|
| E1390 | Oxygen concentrator | \$631,528,429 | 6,832,754 | 3.59% |
| E0601 | Cont airway pressure device | \$185,935,898 | 4,642,551 | 12.36% |
| A7030 | Cpap full face mask | \$179,699,943 | 1,765,437 | 14.93% |
| A7031 | Replacement facemask interfa | \$149,814,138 | 3,910,761 | 21.37% |
| A7034 | Nasal application device | \$134,652,113 | 2,160,528 | 9.89% |
| A7032 | Replacement nasal cushion | \$119,636,466 | 5,649,135 | 18.56% |
| A4604 | Tubing with heating element | \$85,481,040 | 2,003,130 | 28.16% |
| E0562 | Humidifier heated used w pap | \$76,351,642 | 1,509,923 | 8.92% |
| E0470 | Rad w/o backup non-inv intfc | \$73,222,380 | 704,704 | 12.74% |
| A7033 | Replacement nasal pillows | \$72,272,099 | 4,322,908 | 12.64% |
| E0431 | Portable gaseous O2 | \$56,787,417 | 2,959,620 | -10.12% |
| E0471 | Rad w/backup non inv intrfc | \$53,970,228 | 213,959 | 17.05% |
| E1392 | Portable oxygen concentrator | \$53,070,353 | 1,403,706 | 18.54% |
| A7035 | Pos airway press headgear | \$51,587,118 | 2,481,904 | 12.78% |
| A7038 | Pos airway pressure filter | \$48,322,667 | 19,956,254 | 46.85% |
| A7037 | Pos airway pressure tubing | \$28,823,734 | 1,846,229 | 6.71% |
| K0738 | Portable gas oxygen system | \$23,730,016 | 627,657 | -17.72% |
| A7046 | Repl water chamber, pap dev | \$18,529,127 | 1,320,125 | 17.23% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



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HEALTHCARE

Medicare: Utilization for 2019, top HCPCS, *continued*

Respiratory, *con't.*

| Product | Procedure Code | Allowed Charges | Allowed Services | 2019 Change |
|---------|---|--------------------|------------------|-------------|
| E0443 |Portable O2 contents, gas | \$17,212,456 | 333,442 | -15.37% |
| E0570 |Nebulizer with compression..... | \$15,353,919 | 2,401,736 | 11.49% |
| A7039 |Filter, non disposable w pap | \$6,534,236 | 921,057 | 11.72% |
| E0955 |Cushioned headrest | \$4,945,376 | 110,590 | 0.20% |
| A7005 |Nondisposable nebulizer set | \$3,880,970 | 260,268 | 7.82% |
| A7036 |Pos airway press chinstrap | \$2,471,198 | 220,150 | 5.29% |
| E0442 |Stationary o2 contents, liq | \$2,178,519 | 40,186 | -33.08% |
| E0439 |Stationary liquid O2 | \$2,101,116 | 23,884 | -27.65% |
| A7003 |Nebulizer administration set | \$1,948,664 | 1,079,863 | 0.78% |
| E0444 |Portable O2 contents, liquid | \$1,837,993 | 36,846 | -32.79% |
| E0434 |Portable liquid O2 | \$1,347,217 | 37,832 | 24.49% |
| E0565 |Compressor air power source | \$858,722 | 23,089 | 18.93% |
| A7027 |Combination oral/nasal mask..... | \$607,462 | 4,660 | -13.96% |
| A7028 |Repl oral cushion combo mask..... | \$513,704 | 14,329 | -21.82% |
| E2208 |Cylinder tank carrier | \$335,581 | 6,841 | -1.53% |
| A7029 |Repl nasal pillow comb mask | \$282,684 | 17,406 | -15.95% |
| A7015 |Aerosol mask used w nebulize | \$207,571 | 146,700 | 6.06% |
| A7004 |Disposable nebulizer sml vol | \$191,382 | 137,282 | 7.44% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



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Medicare: Utilization for 2019, top HCPCS Durable Medical Equipment

| Product | Procedure Code | Allowed Charges | Allowed Services | 2019 Change |
|---------|-------------------------------|-----------------|------------------|-------------|
| E0260 | Hosp bed semi-electr w/ matt | \$50,351,370 | 858,355 | 4.30% |
| E0143 | Walker folding wheeled w/o s | \$33,712,023 | 642,211 | 12.12% |
| E0630 | Patient lift hydraulic | \$12,613,678 | 240,639 | 4.94% |
| E0163 | Commode chair with fixed arm | \$11,500,183 | 203,925 | 7.81% |
| E0277 | Powered pres-redu air mattres | \$10,998,959 | 58,578 | 6.39% |
| E0261 | Hosp bed semi-electr w/o mat | \$7,318,581 | 131,422 | 3.49% |
| E0194 | Air fluidized bed | \$6,433,482 | 2,277 | -6.01% |
| E0185 | Gel pressure mattress pad | \$5,627,730 | 38,401 | 6.20% |
| E0303 | Hosp bed hvy dty xtra wide | \$3,746,834 | 25,497 | 1.85% |
| E0250 | Hosp bed fixed ht w/ mattres | \$3,681,935 | 67,409 | 8.17% |
| E0156 | Walker seat attachment | \$3,524,055 | 220,355 | 6.06% |
| E1035 | Patient transfer system <300 | \$2,584,235 | 5,296 | 28.27% |
| E0184 | Dry pressure mattress | \$1,975,344 | 14,756 | -1.65% |
| E1038 | Transport chair pt wt<=300lb | \$1,870,046 | 158,829 | 7.39% |
| E0255 | Hospital bed var ht w/ mattr | \$1,785,579 | 31,219 | -12.93% |
| E2615 | Pos back post/lat width <22in | \$1,588,172 | 4,195 | -1.91% |
| E0295 | Hosp bed semi-elect w/o matt | \$1,555,040 | 26,718 | 18.39% |
| E0627 | Seat lift mech, electric any | \$1,486,735 | 5,326 | 7.95% |
| E0373 | Nonpowered pressure mattress | \$1,474,173 | 5,285 | -3.51% |
| E0149 | Heavy duty wheeled walker | \$1,286,248 | 120,321 | 7.00% |
| E0776 | lv pole | \$1,173,016 | 143,765 | 2.76% |
| E0181 | Press pad alternating w/ pum | \$1,139,627 | 78,679 | 4.60% |
| E0135 | Walker folding adjust/fixed | \$1,084,504 | 22,620 | 7.28% |
| E0165 | Commode chair with detacharm | \$837,719 | 80,463 | 7.69% |
| E0168 | Heavyduty/wide commode chair | \$827,667 | 13,779 | 5.73% |
| E0635 | Patient lift electric | \$806,139 | 8,305 | 12.49% |
| E0147 | Walker variable wheel resist | \$778,066 | 2,077 | 11.72% |
| E0912 | HD trapeze bar free standing | \$643,687 | 9,011 | 5.65% |
| E0271 | Mattress innerspring | \$586,373 | 6,897 | -2.08% |
| E0910 | Trapeze bar attached to bed | \$582,121 | 57,088 | -3.69% |
| E0301 | Hd hosp bed, 350-600 lbs | \$552,225 | 3,883 | 1.25% |
| A4595 | Tens suppl 2 lead per month | \$550,171 | 39,259 | -13.66% |
| E0304 | Hosp bed xtra hvy dty x wide | \$503,207 | 1,199 | -7.15% |
| E1020 | Residual limb support system | \$487,207 | 28,203 | 9.26% |
| E0730 | Tens four lead | \$454,090 | 12,302 | 23.20% |
| E0154 | Walker platform attachment | \$449,426 | 10,327 | 14.73% |
| E0294 | Hosp bed semi-elect w/ mattr | \$381,057 | 6,828 | -22.81% |
| E1036 | Patient transfer system >300 | \$358,637 | 508 | 33.43% |
| E0705 | Transfer device | \$334,268 | 7,643 | 2.85% |
| E0940 | Trapeze bar free standing | \$319,436 | 16,792 | -4.70% |
| E0731 | Conductive garment for tens | \$287,000 | 2,330 | 9.21% |
| E0372 | Powered air mattress overlay | \$191,462 | 917 | -55.51% |
| E0720 | Tens two lead | \$37,268 | 974 | -34.82% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2019, top HCPCS

Mobility

| Product | Procedure Code | Allowed Charges | Allowed Services | 2019 Change |
|---------|------------------------------|-----------------|------------------|-------------|
| E1007 | Pwr seat combo w/shear | \$120,896,524 | 14,724 | 10.63% |
| K0861 | Pwc gp3 std mult pow opt s/b | \$72,011,493 | 13,333 | 3.86% |
| E2311 | Electro connect btw 2 sys | \$40,719,443 | 18,498 | 6.39% |
| K0823 | Pwc gp 2 std cap chair | \$34,566,918 | 188,452 | 1.32% |
| K0001 | Standard wheelchair | \$33,502,802 | 1,502,284 | 9.35% |
| K0005 | Ultralightweight wheelchair | \$29,309,672 | 14,867 | 18.73% |
| E1002 | Pwr seat tilt | \$22,827,056 | 6,633 | -3.84% |
| E1161 | Manual adult wc w tiltinspac | \$18,144,611 | 81,825 | 6.72% |
| K0856 | Pwc gp3 std sing pow opt s/b | \$17,932,403 | 3,463 | -12.40% |
| K0003 | Lightweight wheelchair | \$16,626,963 | 503,301 | 3.41% |
| E1028 | W/c manual swingaway | \$16,107,242 | 253,743 | 2.08% |
| E2611 | Gen use back cush wth <22in | \$14,769,028 | 97,007 | 6.72% |
| K0108 | W/c component-accessory nos | \$10,817,737 | 106,189 | -8.80% |
| E2370 | Pwr wc dr wh motor/gear comb | \$9,295,710 | 19,595 | -11.81% |
| E1008 | Pwr seat combo pwr shear | \$8,985,130 | 1,128 | -36.57% |
| K0825 | Pwc gp 2 hd cap chair | \$8,767,743 | 36,361 | -5.75% |
| E0973 | W/ch access det adj armrest | \$8,250,727 | 187,664 | 5.28% |
| E2377 | Expandable controller, initl | \$7,510,814 | 17,087 | 4.51% |
| K0195 | Elevating whlchair leg rests | \$7,364,480 | 809,895 | 2.90% |
| E2620 | Wc planar back cush wd <22in | \$7,124,593 | 14,675 | 1.54% |
| E2361 | 22nf sealed leadacid battery | \$6,566,165 | 52,475 | -2.99% |
| K0800 | Pov group 1 std up to 300lbs | \$6,125,873 | 10,979 | 13.18% |
| E0971 | Wheelchair anti-tipping devi | \$6,125,170 | 318,811 | 4.99% |
| E2601 | Gen w/c cushion wth < 22 in | \$5,695,137 | 154,845 | 7.51% |
| K0862 | Pwc gp3 hd mult pow opt s/b | \$5,681,584 | 1,307 | 21.19% |
| E2365 | U1 sealed leadacid battery | \$5,298,693 | 68,534 | -8.23% |
| E2201 | Man w/ch acc seat w>=20"<24" | \$5,272,961 | 49,657 | 7.89% |
| K0006 | Heavy duty wheelchair | \$5,120,038 | 87,032 | 7.19% |
| K0002 | Stnd hemi (low seat) whlchr | \$4,986,854 | 132,718 | 12.84% |
| K0007 | Extra heavy duty wheelchair | \$4,873,387 | 56,833 | 5.76% |
| K0821 | Pwc gp 2 std port cap chair | \$3,569,950 | 20,681 | -4.42% |
| K0004 | High strength ltwt whlchr | \$3,538,038 | 78,859 | 8.79% |
| K0848 | Pwc gp 3 std seat/back | \$3,472,990 | 722 | -18.07% |
| E2375 | Non-expandable controller | \$3,413,643 | 6,112 | -23.64% |
| E2310 | Electro connect btw control | \$3,330,464 | 3,496 | -7.71% |
| E2363 | Gr24 sealed leadacid battery | \$3,321,984 | 19,962 | -2.71% |
| E2386 | Foam filled drive wheel tire | \$3,265,459 | 27,640 | -9.51% |
| K0835 | Pwc gp2 std sing pow opt s/b | \$2,912,422 | 1,544 | 5.01% |
| E2228 | Mwc acc, wheelchair brake | \$2,838,860 | 39,731 | 26.31% |
| E2607 | Skin pro/pos wc cus wd <22in | \$2,801,848 | 11,507 | 16.63% |
| E1226 | Manual fully reclining back | \$2,362,265 | 26,680 | 11.97% |
| E2366 | Battery charger, single mode | \$2,347,881 | 13,226 | -5.76% |
| K0822 | Pwc gp 2 std seat/back | \$2,346,935 | 11,919 | -6.39% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Number of beneficiaries, suppliers, 2019

✓ E1390 O2 Concentrator

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 157,303 | 1,389 |
| B..... | 218,503 | 1,944 |
| C..... | 428,450 | 3,473 |
| D..... | 249,370 | 2,184 |
| Nation* | 1,050,554 | 5,303 |

✓ E0601 CPAP

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 134,908 | 1,133 |
| B..... | 158,466 | 1,739 |
| C..... | 328,488 | 3,562 |
| D..... | 202,803 | 2,088 |
| Nation* | 822,608 | 5,272 |

✓ E0260 Hospital Beds

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 51,118 | 964 |
| B..... | 38,103 | 1,254 |
| C..... | 79,402 | 2,605 |
| D..... | 22,001 | 1,256 |
| Nation* | 190,221 | 4,964 |

✓ A4253 Blood Glucose Strips

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 555,839 | 14,319 |
| B..... | 562,588 | 12,347 |
| C..... | 859,956 | 22,806 |
| D..... | 562,699 | 12,740 |
| Nation* | 2,536,785 | 46,433 |

✓ K0823 Power Chair

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 4,302 | 196 |
| B..... | 6,097 | 294 |
| C..... | 17,423 | 810 |
| D..... | 6,483 | 412 |
| Nation | 34,226 | 1,539 |

✓ K0001 Standard Chair

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A..... | 60,951 | 1,223 |
| B..... | 52,124 | 1,611 |
| C..... | 140,150 | 2,976 |
| D..... | 51,034 | 1,684 |
| Nation* | 303,104 | 5,590 |

*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

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Medicare: Utilization for 2019, top HCPCS

Diabetes, Infusion & Supplies

| Product | Procedure Code | Allowed Charges | Allowed Services | 2019 Change |
|---------|------------------------------|-----------------|------------------|-------------|
| A4253 | Blood glucose/reagent strips | \$166,621,786 | 19,930,775 | -15.99% |
| E2402 | Neg press wound therapy pump | \$77,560,357 | 100,468 | -3.27% |
| E0784 | Ext amb infusn pump insulin | \$53,268,571 | 148,419 | 19.37% |
| B4035 | Enteral feed supp pump per d | \$50,352,904 | 8,457,764 | 0.50% |
| B4152 | Ef calorie dense >/=1.5kcal | \$46,208,893 | 135,943,175 | 6.71% |
| B4154 | Ef spec metabolic noninherit | \$31,527,368 | 44,056,528 | 0.002% |
| A6550 | Neg pres wound ther drsg set | \$28,723,524 | 1,128,999 | -10.16% |
| A4222 | Infusion supplies with pump | \$28,498,309 | 757,396 | 2.69% |
| B4150 | Ef complet w/intact nutrient | \$26,192,988 | 64,252,167 | -5.00% |
| B4034 | Enter feed supkit syr by day | \$17,555,172 | 5,098,745 | 5.30% |
| B4153 | Ef hydrolyzed/amino acids | \$15,844,300 | 12,341,230 | 10.15% |
| B9002 | Enter nutr inf pump any type | \$7,851,242 | 113,615 | 0.66% |
| A7000 | Disposable canister for pump | \$7,347,434 | 882,951 | -8.40% |
| A4221 | Supp non-insulin inf cath/wk | \$7,338,885 | 355,744 | 3.32% |
| E0781 | External ambulatory infus pu | \$6,479,426 | 30,575 | -9.86% |
| A4259 | Lancets per box | \$6,441,955 | 4,477,673 | -16.87% |
| B4036 | Enteral feed sup kit grav by | \$5,460,475 | 1,174,406 | 3.11% |
| B4149 | Ef blenderized foods | \$3,042,314 | 2,817,039 | 41.97% |
| K0552 | Sup/ext non-ins inf pump syr | \$976,406 | 357,443 | 1.11% |
| B4155 | Ef incomplete/modular | \$896,939 | 1,280,155 | 2.25% |
| A4258 | Lancet device each | \$868,050 | 399,047 | -22.19% |
| A7002 | Tubing used w suction pump | \$728,578 | 181,998 | 1.76% |
| B4087 | Gastro/jejuno tube, std | \$283,935 | 10,091 | -4.96% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Top providers in 2019

| Rank | Company | Allowed Charges |
|------|--|------------------|
| 1 | LINCARE INC..... | \$715,229,627.76 |
| 2 | ACCREDO HEALTH GROUP INC..... | \$522,530,549.04 |
| 3 | LINCARE PHARMACY SERVICES INC..... | \$317,398,322.23 |
| 4 | WALGREEN CO..... | \$230,940,123.14 |
| 5 | APRIA HEALTHCARE LLC..... | \$225,404,693.27 |
| 6 | ZOLL SERVICES LLC..... | \$205,321,632.31 |
| 7 | BYRAM HEALTHCARE CENTERS, INC..... | \$124,358,072.74 |
| 8 | GORDIAN MEDICAL INC..... | \$120,611,801.18 |
| 9 | 180 MEDICAL INC..... | \$116,966,451.33 |
| 10 | HANGER PROSTHETICS & ORTHOTICS INC..... | \$108,131,210.81 |
| 11 | RGH ENTERPRISES INC..... | \$101,879,310.45 |
| 12 | UNITED SEATING AND MOBILITY LLC..... | \$97,665,555.64 |
| 13 | CORAM ALTERNATE SITE SERVICES INC..... | \$96,586,103.37 |
| 14 | KCI USA, INC..... | \$92,806,024.64 |
| 15 | DEGC ENTERPRISES (U.S.), INC..... | \$92,437,207.82 |
| 16 | DEXCOM INC..... | \$88,470,551.19 |
| 17 | NATIONAL SEATING & MOBILITY, INC..... | \$78,506,709.96 |
| 18 | LIBERATOR MEDICAL SUPPLY INC..... | \$77,446,740.15 |
| 19 | OPTION CARE ENTERPRISES INC..... | \$73,486,228.63 |
| 20 | ORTHOPIX INC..... | \$71,148,510.88 |
| 21 | HANGER PROSTHETICS & ORTHOTICS EAST INC..... | \$67,029,727.48 |
| 22 | CAREMARK LLC..... | \$65,267,098.05 |
| 23 | WAL-MART STORES EAST LP..... | \$63,189,501.52 |
| 24 | SLEEP MANAGEMENT LLC..... | \$53,421,360.47 |
| 25 | VERUS HEALTHCARE LLC..... | \$50,979,654.77 |
| 26 | UNITED STATES MEDICAL SUPPLY, LLC..... | \$50,790,160.67 |
| 27 | DJO LLC..... | \$50,178,992.54 |
| 28 | HANGER PROSTHETICS & ORTHOTICS WEST INC..... | \$44,375,462.89 |
| 29 | COMFORT MEDICAL, LLC..... | \$41,239,798.28 |
| 30 | NORCO, INC..... | \$34,981,063.12 |
| 31 | WALMART INC..... | \$33,102,132.79 |
| 32 | RESPIRATORY TECHNOLOGIES, INC..... | \$32,312,438.12 |
| 33 | SUPER CARE INC..... | \$31,102,766.00 |
| 34 | EZ LIFE MEDICAL SUPPLY INC..... | \$30,710,302.51 |
| 35 | ADAPTHEALTH PATIENT CARE SOLUTIONS INC..... | \$30,432,270.24 |
| 36 | PRISM MEDICAL PRODUCTS, L.L.C..... | \$30,020,363.43 |
| 37 | ADVANCED HOME CARE INC..... | \$27,014,366.94 |
| 38 | PROCARE PHARMACY DIRECT LLC..... | \$26,935,982.48 |
| 39 | BIORX LLC..... | \$24,777,760.15 |
| 40 | OCEAN HOME HEALTH SUPPLY, LLC..... | \$24,112,925.99 |
| 41 | HEALTH CARE SOLUTIONS AT HOME INC..... | \$23,477,473.76 |
| 42 | MEDSTAR SURGICAL & BREATHING EQUIPMENT, INC..... | \$22,874,959.44 |
| 43 | GABE CARE DIRECT RX INC..... | \$22,771,501.17 |
| 44 | EBI LLC..... | \$22,213,967.17 |
| 45 | NORTH COAST MEDICAL SUPPLY INC..... | \$22,140,692.06 |
| 46 | WOUND CARE CONCEPTS INC..... | \$21,115,938.87 |
| 47 | BINSONS HOSPITAL SUPPLIES INC..... | \$20,160,345.18 |
| 48 | AMERICAN HOMEPATIENT, INC..... | \$19,913,210.49 |
| 49 | BIOVENTUS LLC..... | \$19,133,404.83 |
| 50 | HOVEROUND CORPORATION..... | \$18,851,144.33 |

| Rank | Company | Allowed Charges |
|------|--|-----------------|
| 51 | PRV MEDICAL SUPPLY INC..... | \$18,813,314.48 |
| 52 | AVONDALE HME, INC..... | \$18,360,842.67 |
| 53 | TACTILE SYSTEMS TECHNOLOGY INC..... | \$18,032,018.38 |
| 54 | COMMUNITY SURGICAL SUPPLY OF TOMS RIVER, INC... .. | \$17,813,468.12 |
| 55 | INOGEN INC..... | \$17,340,231.17 |
| 56 | SOLARA MEDICAL SUPPLIES, LLC..... | \$17,318,015.18 |
| 57 | AEROCARE HOLDINGS, INC..... | \$17,008,783.82 |
| 58 | ABBVIE ENDOCRINOLOGY INC..... | \$16,370,813.27 |
| 59 | WILMINGTON MEDICAL SUPPLY, INC..... | \$16,252,748.46 |
| 60 | MINIMED DISTRIBUTION CORP..... | \$16,089,659.15 |
| 61 | AMBER ENTERPRISES INC..... | \$16,069,977.63 |
| 62 | 1ST AMERICA INFUSION SERVICES LLC..... | \$15,512,316.99 |
| 63 | NATIONWIDE MEDICAL, INC..... | \$15,487,337.41 |
| 64 | MED BRACES AND SUPPLIES LLC..... | \$15,475,753.25 |
| 65 | PROCARE PHARMACY LLC..... | \$15,448,986.06 |
| 66 | EDWARDS HEALTH CARE SERVICES, INC..... | \$15,246,495.61 |
| 67 | TRICOUNTY MEDICAL EQUIPMENT AND SUPPLY LLC... .. | \$14,928,834.54 |
| 68 | CVS PHARMACY INC..... | \$14,891,545.60 |
| 69 | AMERICA'S BEST CARE PLUS INC..... | \$14,716,108.07 |
| 70 | ADVANCED RESPIRATORY, INC..... | \$14,374,419.51 |
| 71 | GOULD'S DISCOUNT MEDICAL INC..... | \$14,323,692.47 |
| 72 | ELECTROMED, INC..... | \$13,937,977.83 |
| 73 | REGIONAL HOME CARE INC..... | \$13,821,600.63 |
| 74 | PHARMACY INC..... | \$13,740,044.48 |
| 75 | BEACON RESPIRATORY SERVICES, INC..... | \$13,598,447.49 |
| 76 | OCEANBREEZE INFUSION CARE INC..... | \$13,596,168.77 |
| 77 | FIRST CHOICE MEDICAL SUPPLY INC..... | \$13,591,381.08 |
| 78 | PRN MEDICAL SERVICES, LLC..... | \$13,324,214.97 |
| 79 | CARELINC MEDICAL EQUIPMENT & SUPPLY CO LLC..... | \$13,142,731.19 |
| 80 | KROGER LIMITED PARTNERSHIP..... | \$13,063,679.13 |
| 81 | TOBII DYNAVOX LLC..... | \$12,951,408.77 |
| 82 | REHAB MEDICAL INC..... | \$12,947,797.12 |
| 83 | FIRST STOP MEDICAL SUPPLY, INC..... | \$12,579,436.47 |
| 84 | FAMILY MEDICAL SUPPLY INC..... | \$12,473,096.03 |
| 85 | MEDICAL HOTSPOTS, INC..... | \$12,466,000.28 |
| 86 | ORTHOTIC & PROSTHETIC CENTERS, INC..... | \$12,354,619.15 |
| 87 | NUFACTOR INC..... | \$12,346,300.88 |
| 88 | PACIFIC MEDICAL INC..... | \$12,304,912.46 |
| 89 | BRADEN PARTNERS LP..... | \$12,300,845.25 |
| 90 | AIRCARE HOME RESPIRATORY LLC..... | \$12,272,157.59 |
| 91 | RELIABLE ORTHOTICS LLC..... | \$12,241,542.00 |
| 92 | CRESCENT HEALTHCARE, INC..... | \$11,617,126.20 |
| 93 | ADVANCED TISSUE, LLC..... | \$11,617,116.51 |
| 94 | ABSOLUTE COMFORT MEDICAL INC..... | \$11,615,797.27 |
| 95 | MEDICAL SERVICE COMPANIES..... | \$11,577,663.88 |
| 96 | CORAM HEALTHCARE CORP. OF GREATER NEW YORK... .. | \$11,569,183.39 |
| 97 | WESTSIDE MEDICAL BRACING INC..... | \$11,368,612.63 |
| 98 | MBS LTD..... | \$11,357,572.51 |
| 99 | TREE TOP MEDICAL, INC..... | \$11,319,346.30 |
| 100 | JOHNS HOPKINS PHARMAQUIP INC..... | \$11,026,099.86 |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

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