

Medicare HME Provider Group

HME Solution

What is this all about?

Why are pharmacies in the best position to take advantage of the October 1 change?

What are the advantages to forming a Medicare Provider Group?

HME SOLUTION

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October 1, 2009 will present a unique opportunity for HME providers in the Medicare Part B program. Pharmacy based providers, even those just providing diabetic supplies, have distinct advantages to maximize their market share of Medicare Part B patients. Additionally pharmacies forming provider groups who can subcontract or refer patients within the groups will give themselves greater market advantages.

Because of the nature of our retail pharmacies we have a significant advantage over non-pharmacy based providers. The average pharmacy has 1,000 patients a week walking in the store. The average non-pharmacy HME company has 10-20 total walk ins and most are not equipped to handle walk ins very well.

The physician relationships a pharmacy has, due to drug prescriptions, is many times more than non-pharmacy HME companies who see smaller number of physicians sending in HME orders.

Even without National Competitive Bidding starting yet, the Accreditation requirement of October 1, 2009 is going to eliminate significant numbers of providers in EVERY market in the US. You don't have to wait for competitive bidding to market your HME products and services. **The October 1 deadline is going to leave many Medicare beneficiaries without providers and many physicians with uncertainty over who can service their Medicare patients.**

Our strategy is to form regional groups of Accredited, Pharmacy based HME providers who will market their collective services to beneficiaries, physicians and other key members of the healthcare delivery chain to maximize the groups Medicare market share. The growth to the Medicare business will be profitable for all participants but we believe this will lead to 3rd Party HME contracts opportunities and ongoing growth to the HME product lines.

The clock is ticking we have 90 days to get implement our strategy which starts with Accredited, Pharmacy based HME suppliers registering with us in every market.

Respectfully,

Stephen V. Hodges, Chief Executive Officer, HME Solution, Inc.