

**Survey Results
& Analysis**

for

**"CPAP DME Survey: Assessing the Impact of Round 2
Competitive Bidding"**

**Conducted by:
*HME News***

Executive Summary

This report contains a detailed statistical analysis of the results to the survey titled *CPAP DME Survey: Assessing the Impact of Round 2 Competitive Bidding*. The results analysis includes answers from all respondents who took the survey in the 9 day period from Tuesday, September 10, 2013 to Wednesday, September 18, 2013. 89 completed responses were received to the survey during this time.

Survey Results & Analysis

Survey: CPAP DME Survey: Assessing the Impact of Round 2 Competitive Bidding

Author: HME News

Responses Received: 89

1) What type of provider are you?

Response	Count	Percent
Small	61	68.5%
Regional	18	20.2%
National	6	6.7%
I am not an HME provider*	4	4.5%

** The survey was ended for those that answered that they were not providers.*

2) Have you received discounted prices from CPAP manufacturers in recent months in response to price pressure from Round 2 bidding?

Response	Count	Percent
Yes	31	36.5%
No	54	63.5%

3) Have you received temporary discounted prices in exchange for volume purchases, or product bundling, or limited-time-only deals?

Response	Count	Percent
Yes	41	48.2%
No	44	51.8%

4) How much of an overall discount are you getting on average?

Response	Count	Percent
None or immaterial	28	32.9%
1-10%	36	42.4%
11-20%	17	20.0%
More than 20%	4	4.7%

5) Have private/commercial insurance companies or managed care organizations reduced reimbursement for your CPAP products in recent months?

Response	Count	Percent
Not at all, and I don't foresee any reductions	4	4.8%
No, but I expect reductions in coming months	34	40.5%
Some have, but I don't expect any more	1	1.2%
Some have, and I expect more reductions in coming months	45	53.6%

6) On average, what are private insurance companies' reimbursement prices vs. Medicare/CMS?

Response	Count	Percent
20% above Medicare	19	23.2%
10% above Medicare	12	14.6%
About equal	21	25.6%
10% below Medicare	13	15.9%
20%+ below Medicare	17	20.7%

7) Have you increased usage of less expensive CPAP manufacturers (or lesser known CPAP manufacturers) in recent months in response to price pressure related to Round 2 bidding?

Response	Count	Percent
Yes	37	44.0%
No	47	56.0%

8) Approximately what % of your CPAP product sales are major brands (ResMed, Respirationics, Fisher&Paykel) vs. others?

Response	Count	Percent
Less than 30%	5	6.1%
30%-50%	4	4.9%
51%-70%	9	11.0%
More than 70%	64	78.0%

9) Approximately what % of your CPAP prescriptions specify the product brand?

Response	Count	Percent
Less than 30%	46	55.4%
30%-50%	16	19.3%
51%-70%	10	12.0%
More than 70%	11	13.3%

10) Approximately what % of your CPAP blower sales are bi-level?

Response	Count	Percent
Less than 10%	36	42.4%
10%-30%	44	51.8%
31%-50%	4	4.7%
51%-70%	1	1.2%
More than 70%	0	0.0%

11) Bi-level sales to-date in 2013 vs. 2012 have increased by approximately:

Response	Count	Percent
1-10%	31	36.5%
11-20%	16	18.8%
More than 20%	2	2.4%
Have not increased	36	42.4%

12) Home sleep testing among my patients is:

Response	Count	Percent
Increasing substantially in 2013 vs. 2012 and is contributing to more sales	14	16.7%
Increasing in 2013 vs. 2012, but is not helping sales much, if at all	24	28.6%
Not really a factor affecting sales in my business	44	52.4%
Adversely affecting sales	2	2.4%