



■ Refine internal processes before CMS starts enforcing the face-to-face rule, says Jamie Loper. **See page 11.**



■ Product Focus:

This month, we asked manufacturers to submit their flagship bath safety products, like the Dolphin Bath Chair from Wenzelite Re/hab. **See pages 26-27.**



■ The Office of Medicare Hearings and Appeals recently announced that it could take up to 28 months to get an ALJ hearing. The majority of providers have already waited more than a year. **See results on page 31.**

HME News

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- NewsPoll: Providers try to balance quality, cost. **PAGE 4**
- OIG opinion greenlights post-discharge services. **PAGE 8**

SMART TALK

- This month, our columnists tackle physician accountability, equipment rentals, automated marketing and peer comparisons. **PAGES 12-13**

EXCELLENCE



■ At Numotion, growth is “all about people,” says Paul Bergantino, president and CEO. And there’s more growth planned for the complex rehab provider, which took second place in this year’s HME

Excellence Awards. **PAGE 10**

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CMS ANNOUNCES CONTRACT SUPPLIERS

Stakeholders sift through new list

BY THERESA FLAHERTY, Managing Editor

WASHINGTON – Now that they have both the single payment amounts and the names of the contract suppliers for the Round 1 re-compete in hand, HME industry stakeholders are wasting no time analyzing the information.

“Has CMS made the same kind of mistakes that it’s made in the past?” said Cara Bachenheimer, senior vice president of government relations for Invacare. “Are there licensing issues, are there accreditation issues? Those are certainly things we are going to look at.”

When CMS released the names of the contract suppliers for Round 2 earlier this year, it became quickly apparent that hundreds of contracts were awarded to suppliers that didn’t meet licensure requirements.



Jay Witter

For the Round 1 re-compete, the agency has awarded 997 contracts to 282 suppliers to cover nine competitive bidding areas (CBAs). In Round 1, which kicked off Jan. 1, 2011, CMS

CONTRACTS SEE PAGE 6

Data from demo not clear-cut

BY ELIZABETH DEPREY, Associate Editor

WASHINGTON – Spending on power mobility devices in seven states has dropped nearly 50%, from \$20 million in September 2012 to \$11 million in June 2013, according to a recent CMS update on the PMD demo.

But the demo, which kicked off in September 2012, is only one factor causing spending to nosedive, industry stakeholders say.

“There have been quite a few changes in this space, including Round 2 of competitive bidding and the largest provider of this equipment (The Scooter Store) going out of business,” said Seth Johnson, vice president of government affairs for Pride Mobility Products. “There are other

DEMO DATA SEE PAGE 20



Stanfield retires

Wayne Stanfield (center) announced his retirement at the Stand Up for Homecare reception at Medtrade in October. “With Tom Ryan (left) taking the reins and with Robert Steedley as chairman (right), AAHomecare will be a different organization,” he said. **See Q&A on page 3.**

ResMed admits to ‘temporary distraction’

BY LIZ BEAULIEU, Editor

SAN DIEGO – Round 2 of competitive bidding has tapped the brakes on ResMed’s growth, officials acknowledged during a conference call Oct. 24 to discuss the company’s first quarter 2014 earnings.

ResMed reported that sales in the Americas were \$201.5 million for the quarter, up only 4% from the same period in 2013. In the fourth quarter of 2013, they were up 11% from the previous year.

“It’s a temporary distraction,” said CEO Mick Farrell during the call.

ResMed officials contend that many contract suppliers for Round 2, which kicked off in 91 cities on July 1, have been focusing on arranging subcontract agreements and getting prescriptions to transfer patients.

As the start of Round 2 gets further and further in their rear view mirror, providers will get back to

RESMED SEE PAGE 30

Binson’s bets on hospital systems

‘This is going to differentiate us from other suppliers,’ says COO Ken Fasse

BY THERESA FLAHERTY, Managing Editor

BINSON’S HOME Health Centers has joined forces with two hospital systems, a sign of things to come as the HME industry reshapes itself, the provider says.

“Our gut feeling is that this is how it’s going to go,” said Jimmy Binson, vice president. “This is how you are going to grow and survive.”

In October, Binson’s announced that two Michigan hospital systems, Flint-based McLaren Health

Long’s HME gets new lease on life
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Care and Grand Blanc Township-based Genesys Health System, would merge their HME businesses into Binson’s affiliate, Hart Medical. A third system, Henry Ford Health System, is in negotiations to do the same.

An HME provider-hospital system partnership gives both parties a greater core mass of business, a key to long-term viability, Binson’s officials say.

BINSON’S SEE PAGE 16