

Durable Medical Equipment

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Center

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Questions

- Do we want to do DME?
 - Can small groups participate easily?
 - What leverage does size give?
 - Can we get paid under our contracts?
- What can we expect in returns?
 - Wide range based upon models, practice type, etc.

Vendors

- Single Source vs. Multiple Vendors
 - Product catalog - quality
 - Vendor pricing
 - Standardization
 - Ease for office, patients
 - Partnership
 - Business relationship

Models

- Stock and Bill
 - Group does everything
- Hybrid
 - Group picks and chooses products

Products

- Margins are high for many products, but not all
 - Office DME
 - Post Op DME

Keys to Success

- Manage your vendor relationship
- Review product/bracing compliance
 - Vendor
 - Clinical guidelines
- Have someone assigned to lead DME
 - Reimbursement/payor management
 - Inventory controls
 - Look to the horizon for new opportunities
- Work with your patients on out of pockets
- **Feel good about your model!**