



■ Meet Teresa Glass Owens, winner of the 2011 HME Excellence Award for Best Rehab Technology Provider. See page 12.



■ **Product Focus:** This month, we asked manufacturers to submit their flagship scooters and scooter accessories, like this Buzzaround XL 4-Wheel Scooter from Golden Technologies. See pages 28-29.



■ More than three quarters of HME providers set and track business goals every year. What are some of their top goals for 2012? See results on page 34.

VOLUME 18 — NUMBER 1  
JANUARY 2012  
\$7.00

# HME News

THE BUSINESS NEWSPAPER FOR HOME MEDICAL EQUIPMENT PROVIDERS

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## COMPETITIVE BIDDING

# Countdown to Round 2 begins

BY LIZ BEAULIEU, Editor

**BALTIMORE** – If you're an HME provider in a Round 2 competitive bidding area, you're running out of excuses not to get ready for the program, industry stakeholders say.

CMS announced on Nov. 30 a more detailed timeline for Round 2, including a registration that kicked off Dec. 5, and a bid window that opens Jan. 30 and closes March 30.

"Providers need to start getting everything ready—their 855S form, their credit report, their billing system," said Wayne Grau,

vice president of contracting and business services for The MED Group. "If they start investing four or five hours a week on this thing, they're going to be ready. They can't stick their head in the sand and hope it goes away."

Until its Nov. 30 announcement, CMS had provided only a vague timeline for Round 2. It had stated, for example, that it would begin registration in "Fall 2011" and begin bidding in "Winter 2012."

Industry stakeholders recommend providers in Round 2 areas register for competitive bidding

**BIDDING** SEE PAGE 10



## Tubes for Tots

Sunset Healthcare Solutions donated a portion of sales from every six-foot CPAP tube sold in December to the Marine Toys for Tots Foundation. The Chicago-based manufacturer and distributor of CPAP and oxygen products also collected donations and toys for what it calls its annual "Tubes for Tots" campaign.

## DeVilbiss re-emerges

BY LIZ BEAULIEU, Editor

**SOMERSET, Pa.** – DeVilbiss Healthcare's split from Sunrise Medical may seem like old news, but it's not.

Sunrise Medical announced in 2007 that it would split into two independent companies—Sunrise Medical for mobility products and DeVilbiss Healthcare for respiratory products—but the move wasn't completed until 2010.

**DEVILBISS** SEE PAGE 10

## CMS details wheelchair demo

Physicians will bear responsibility for documentation in second phase

BY ELIZABETH DEPREY, Associate Editor

**WASHINGTON** – Physicians and practitioners, not HME providers, will submit prior authorization requests for power mobility devices (PMDs) to CMS in the second phase of a new demonstration project, officials told listeners during a Dec. 2 Special

Open Door Forum.

In the first phase of the demo, starting Jan. 1, all PMD claims submitted by providers will be subject to a prepay review process. But in the second phase, scheduled to begin three to nine months later, physicians and practitioners will bear that responsibility as part of a prior authorization request process.

They will receive reimbursement of about \$10 per request for additional time spent preparing and submitting requests.

"Improper payments is really what this is all about," said Melanie Combs-Dyer, deputy director of CMS's Provider Compliance Group, citing an error rate of 75%

**DEMO** SEE PAGE 23

## Sleep program drives Re-repeat biz

BY THERESA FLAHERTY, Managing Editor



**AMHERST, N.Y.** – Providers like to talk about CPAP and APAP, but the staff at C-Pap Xpress is just as likely to talk Re-PAP with their customers.

"People initially started coming in for supplies—that was initially our focus—but we had people saying, 'I've had my CPAP for 10 years, maybe I'd like to upgrade to something newer,'" said Peter Storey, president.

So, the provider called around to insurance companies and Medicare and found that most will allow a new machine after five years, although a doctor's approval is often needed, said Storey, and the Re-PAP program

**RE-PEAT** SEE PAGE 27