



Competitive Bidding Talking Points

Competitive bidding will hurt seniors, patients, and thousands of HME businesses—many of which are small businesses. Please ask your legislators in Congress to urge CMS and the White House to rescind the competitive bidding interim final rule. The rule is slated to take effect April 18.

Bad for Patients

- Competitive bidding reduces patient access to, and choice of, quality care.
- The program selectively contracts with a limited number of homecare providers based on the lowest bid prices.

Bad for business (Anti-competitive)

- “Competitive” bidding is actually anti-competitive.
- The vast majority of providers were shut out of the program during the 2008 trial, proving that it depresses competition.
- 90% of qualified home medical equipment and service providers were shut out of Medicare during the trial, including 4,200 small businesses.

Not a Cost-effective Medicare Solution

- Competitive bidding will increase Medicare costs because it will lead to more expensive, longer hospital stays.
- Home medical equipment and services is already a cost-effective alternative to expensive institutional care and a solution for controlling spending growth in Medicare.
- Home medical equipment and services represent the most cost-effective, slowest-growing portion of Medicare spending.

Please urge Congress and members of the new administration to:

- Consider the harmful impacts of the bidding program on patients, seniors, and home medical equipment businesses nationwide.
- Rescind this harmful regulatory change before it goes into effect April 18th.