

The Value of Durable Medical Equipment

DME Suppliers Partnering for Reduced Costs and Improved Outcomes

Durable medical equipment (DME) suppliers are an important part of the healthcare continuum to ensure patients are receiving medically necessary treatment to live safely in the comforts of their home. Without the essential DME products and services beneficiaries need to stay home, patients may be hospitalized or go into a nursing home—driving up healthcare costs.



Reduced costs



Improved outcomes



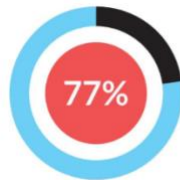
Increased patient satisfaction

DME reduces healthcare costs by keeping patients away from high-cost care settings.

The home is the least costly care setting. Care in a hospital has an average daily cost of \$6,200. Meanwhile, DME suppliers offer one of the most affordable care across the healthcare system.ⁱ

The majority of adults prefer to stay in their homes.

DME suppliers help people where they are—and where they want to be—the home.



77% of adults 50 and older want to remain in their homes for the long term—a number that has been consistent for more than a decade.

Source: AARP

DME suppliers improve patient compliance with their treatment.

DME suppliers are a critical point of contact for monitoring patient compliance. Suppliers are in constant conversation with patients, working to ensure their comfort and proper use of their DME. The regular contact improves compliance with treatment and as a result better outcomes.

The Medicare population is rising but the DME industry is shrinking.

As of March 2023, close to 66M people are enrolled in Medicare, roughly a 28% increase since 2013.^{ii,iii} The population is estimated to grow to 95M by 2060.^{iv} All the while, the DME industry continues to disappear, losing 37% of the industry in the last 10 years and 11% of locations just this past year.

11% of DME suppliers closed their doors just this past year.

37%

fewer HME providers nationwide since 2013

ⁱ <https://commhealthcare.com/cost-of-home-healthcare-vs-cost-of-hospital-stay/#:~:text=For%20instance%2C%20the%20average%20daily,is%20just%20%24135%20per%20visit>

ⁱⁱ <https://medicareadvocacy.org/medicare-enrollment-numbers/#:~:text=The%20Centers%20for%20Medicare%20%26%20Medicaid,are%20enrolled%20in%20Original%20Medicare.>

ⁱⁱⁱ <https://www.kff.org/medicare/state-indicator/total-medicare-beneficiaries/?currentTimeframe=8&sortModel=%7B%22colld%22:%22Location%22,%22sort%22:%22asc%22%7D>
51,280,170

^{iv} <https://www.kff.org/interactive/the-facts-about-medicare-spending/>