# Durable Medical Equipment (DME)
# COMPETITIVE BIDDING
## *Will Cost More Than 100,000 Jobs*

DMEPOS Competitive Bidding is set to be implemented January 1, 2011 in nine of the United States' largest metropolitan areas (Round One). The program is to be expanded by 91 cities the following year (Round Two).[1] Competitive bidding is set to cost more than 80,000 American jobs in bid areas over the next three years, with totals likely to exceed 100,000 in all areas.

**93 percent of local providers will not be awarded competitive bidding contracts[2].**

As a result of the original bidding process, only 7 percent of local providers were awarded contracts. Through regulatory analysis of CMS-1561-IFC, CMS expressed the likelihood that re-bid results are likely to very closely resemble those stemming from the original bidding process.

**42 percent of non-contract providers are likely to go out of business.**

The average DME provider counts on Medicare for 42 percent of their revenue[3]. If 42 percent of all revenue is taken from a sector of an industry, it's likely the resulting consolidation will result in a reduction of an approximately equal percent of existing companies.

**39 percent of all suppliers located in competitive bidding areas are likely to go out of business.**

The 42 percent reduction in revenue for the 93 percent of providers who will not be awarded contracts will result in a 39 percent reduction in providers and associated jobs.

**12,000 employees are set to lose their jobs through the first round of bidding.**

The average DME employs 10 FTE[4]. The reduction of nearly 1,200 supplier locations will result in nearly 12,000 lost jobs in 2011 within the nine Round One competitive bidding areas.

[1] *CMS-1270-F expands the program by 70 cities, while the Affordable Health Care for America Act adds an additional 21*

[2] *2008 Competitive Bidding Results*

[3] *HME News 2009 Financial Survey*

[4] *Based on an average of $120,000 in revenue per FTE and 2008 National Health Expenditure data*

## More than 80,000 employees will lose their jobs through the implementation of the first two rounds of competitive bidding.

Competitive bidding implementation in the nine Round One areas, 70 Round Two areas and 21 areas to be added through health care reform legislation will collectively result in more than 80,000 lost jobs within the 100 bid areas.

## The closing of branch location of CBA-based providers outside of bid areas will likely bring job loss totals to more than 100,000 by 2014.

The competitive bidding program will start a domino effect, with the number of lost jobs attributed to its implementation likely to far exceed 100,000. Providers centrally located within a bid area and satellite branches outside of bid areas will close, resulting in lost jobs even outside bid areas.

## Medicaid and private insurers will reduce payment rates due to the program, further expanding the effect on providers.

Generally Medicaid and private insurers follow Medicare's lead when setting reimbursement rates for DME. Bid rates will undoubtedly result in significant reduction in payment from all payers, only reinforcing the fact that more than 100,000 jobs will be lost as a result of direct and indirect effects of the program.

## Even contract suppliers will lose on average 33 percent of their Medicare business, and 14 percent of their overall patient base.

For the 7 percent of local suppliers receiving contracts, the average DME will only receive four of six bid product category contracts, based on original Round One results.

## Finances will not allow for significant shifts in jobs from non-Medicare suppliers to Medicare-contracted suppliers.

Analysts and economists have concurred. The anticipated reductions in Medicare reimbursement will be such that suppliers awarded contracts will not have the financial wherewithal to take on additional staff. There will be no measurable shift in employment from "losing bidders" who are forced out of business to "winning bidders" who must take on the entire Medicare market.

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**ALL OF THIS COULD BE PREVENTED BY PASSING H.R. 3790,**
budget neutral and bi-partisan legislation to repeal the DME competitive bidding program.
**SUPPORT FOR H.R. 3790 WILL SAVE MORE THAN 100,000 AMERICAN JOBS**
and ensure continuing beneficiary access to quality care.

THE VGM GROUP
MEMBER SERVICE ORGANIZATION

# Competitive Bidding Will Cost More Than 80,000 Jobs

| | | | Number of Anticipated Contracts to be Awareded Per Category in Each CBA | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MSA | Provider Locations | Population >65 | Oxygen | Standard PMD | Mail-Order Diabetic | Enteral Nutrition | CPAP/ RAD | Hospital Beds | Walkers | Support Surfaces | Contracts | Contract Suppliers | In-State Suppliers | Out-of-State Suppliers | Lost Locations | Lost Jobs | | Patient/FTE Pre-Bidding | Medicare Contractor Patient/FTE Post-Bidding | FTE Workload Factor |
| **Round One** | | | | | | | | | | | | | | | | | | | | |
| Charlotte, NC | 161 | 184,074 | 10 | 6 | 5 | 6 | 8 | 8 | 6 | | 49 | 12 | 10 | 2 | 63 | 633 | | 272 | 1827 | 6.71 |
| Cincinnatti, OH | 186 | 296,367 | 16 | 10 | 8 | 10 | 13 | 13 | 9 | | 79 | 19 | 16 | 2 | 71 | 712 | | 379 | 1923 | 5.07 |
| Cleveland, OH | 192 | 373,855 | 20 | 13 | 10 | 12 | 16 | 17 | 12 | | 100 | 24 | 21 | 3 | 72 | 719 | | 464 | 1996 | 4.31 |
| Dallas, TX | 520 | 550,311 | 30 | 19 | 15 | 18 | 24 | 25 | 18 | | 147 | 35 | 31 | 5 | 206 | 2,056 | | 252 | 1808 | 7.18 |
| Kansas City, MO | 224 | 267,862 | 14 | 9 | 7 | 9 | 12 | 12 | 9 | | 72 | 17 | 15 | 2 | 88 | 878 | | 285 | 1838 | 6.46 |
| Miami, FL | 955 | 1,022,022 | 55 | 35 | 27 | 33 | 45 | 46 | 33 | 38 | 312 | 74 | 65 | 10 | 374 | 3,739 | | 255 | 1619 | 6.35 |
| Orlando, FL | 171 | 284,126 | 15 | 10 | 8 | 9 | 12 | 13 | 9 | | 76 | 18 | 16 | 2 | 65 | 652 | | 396 | 1937 | 4.90 |
| Pittsburgh, PA | 406 | 505,549 | 27 | 17 | 14 | 16 | 22 | 23 | 16 | | 135 | 32 | 28 | 4 | 159 | 1,587 | | 296 | 1849 | 6.24 |
| Riverside, CA | 264 | 428,429 | 23 | 15 | 11 | 14 | 19 | 19 | 14 | | 115 | 27 | 24 | 4 | 101 | 1,009 | 11,986 | 386 | 1929 | 4.99 |
| **Round Two** | | | | | | | | | | | | | | | | | | | | |
| Akron, OH | 66 | 114,054 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | 25 | 247 | | 411 | 1776 | 4.32 |
| Albuquerque, NM | 59 | 108,604 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | 22 | 218 | | 438 | 1749 | 3.99 |
| Allentown-Bethlehem-Easton, PA | 67 | 140,590 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 39 | 9 | 8 | 1 | 25 | 248 | | 500 | 1980 | 3.96 |
| Asheville, NC | 59 | 83,207 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 22 | 219 | | 336 | 1368 | 4.07 |
| Atlanta-Sandy Springs-Marietta, GA | 411 | 461,348 | 25 | 16 | 12 | 15 | 20 | 21 | 15 | | 124 | 29 | 26 | 4 | 162 | 1,619 | | 267 | 1822 | 6.82 |
| Augusta-Richmond County, GA | 62 | 70,476 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 23 | 232 | | 271 | 1147 | 4.24 |
| Austin-Round Rock, TX | 82 | 128,257 | 7 | 5 | 3 | 5 | 6 | 6 | 5 | | 37 | 9 | 8 | 1 | 31 | 312 | | 372 | 1815 | 4.87 |
| Bakersfield, CA | 53 | 79,278 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 19 | 194 | | 356 | 1334 | 3.75 |
| Baton Rouge, LA | 114 | 87,700 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 45 | 450 | | 183 | 1291 | 7.05 |
| Beaumont-Port Arthur, TX | 48 | 62,959 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 17 | 173 | | 312 | 1084 | 3.47 |
| Birmingham-Hoover, AL | 151 | 173,257 | 9 | 6 | 5 | 6 | 8 | 8 | 6 | | 46 | 11 | 10 | 1 | 59 | 594 | | 273 | 1828 | 6.69 |
| Bridgeport-Stamford-Norwalk, CT | 42 | 122,535 | 7 | 5 | 3 | 5 | 5 | 5 | 5 | | 36 | 9 | 7 | 1 | 15 | 145 | | 695 | 2054 | 2.96 |
| Cape Coral-Fort Myers, FL | 56 | 145,102 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 40 | 9 | 8 | 1 | 20 | 201 | | 617 | 2096 | 3.40 |
| Charleston-North Charleston, SC | 64 | 74,619 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 24 | 240 | | 278 | 1207 | 4.35 |
| Chattanooga, TN-GA | 74 | 82,084 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 28 | 282 | | 264 | 1292 | 4.89 |
| Chicago-Naperville-Joliet, IL-IN | 759 | 1,229,600 | 67 | 43 | 33 | 39 | 54 | 55 | 39 | | 330 | 78 | 68 | 10 | 290 | 2,901 | | 386 | 1929 | 5.00 |
| Colorado Springs, CO | 42 | 62,527 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 15 | 148 | | 354 | 1113 | 3.14 |
| Columbia, SC | 104 | 87,823 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 41 | 408 | | 201 | 1309 | 6.51 |
| Columbus, OH | 156 | 208,832 | 11 | 7 | 6 | 7 | 9 | 9 | 7 | | 56 | 13 | 12 | 2 | 61 | 606 | | 319 | 1869 | 5.86 |
| Dayton, OH | 73 | 139,863 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 39 | 9 | 8 | 1 | 27 | 273 | | 456 | 1940 | 4.25 |
| Deltona-Daytona Beach-Ormond Beach, FL | 51 | 120,502 | 7 | 5 | 3 | 5 | 5 | 5 | 5 | | 35 | 8 | 7 | 1 | 18 | 183 | | 563 | 1938 | 3.44 |
| Denver-Aurora, CO | 158 | 257,466 | 14 | 9 | 7 | 8 | 11 | 12 | 8 | | 69 | 16 | 14 | 2 | 60 | 604 | | 388 | 1931 | 4.98 |
| Detroit-Warren-Livonia, MI | 660 | 657,057 | 36 | 23 | 18 | 21 | 29 | 29 | 21 | | 176 | 42 | 37 | 5 | 262 | 2,619 | | 237 | 1794 | 7.57 |
| El Paso, TX | 77 | 85,177 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 29 | 295 | | 263 | 1331 | 5.05 |
| Flint, MI | 55 | 65,782 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 20 | 202 | | 285 | 1098 | 3.86 |
| Fresno, CA | 71 | 98,259 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 27 | 269 | | 330 | 1546 | 4.69 |
| Grand Rapids-Wyoming, MI | 79 | 98,908 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 30 | 303 | | 298 | 1525 | 5.12 |
| Greensboro-High Point, NC | 63 | 105,666 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | 24 | | | 399 | 1685 | 4.22 |
| Greenville, SC | 67 | 90,441 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 25 | 253 | | 321 | 1450 | 4.51 |
| Hartford-West Hartford-East Hartford, CT | 125 | 192,633 | 10 | 7 | 5 | 6 | 8 | 9 | 6 | | 52 | 12 | 11 | 2 | 48 | 480 | | 367 | 1912 | 5.21 |
| Houston-Baytown-Sugar Land, TX | 412 | 489,090 | 26 | 17 | 13 | 16 | 21 | 22 | 16 | | 131 | 31 | 27 | 4 | 162 | 1,616 | | 283 | 1836 | 6.50 |
| Huntington-Ashland, WV-KY-OH | 54 | 55,145 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 20 | 198 | | 243 | 924 | 3.80 |
| Indianapolis, IN | 212 | 212,075 | 11 | 7 | 6 | 7 | 9 | 9 | 7 | | 57 | 14 | 12 | 2 | 84 | 841 | | 238 | 1796 | 7.54 |
| Jackson, MS | 97 | 68,755 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 38 | 379 | | 169 | 1035 | 6.13 |
| Jacksonville, FL | 92 | 162,591 | 9 | 6 | 4 | 5 | 7 | 7 | 5 | | 44 | 10 | 9 | 1 | 35 | 348 | | 421 | 1959 | 4.66 |
| Knoxville, TN | 91 | 108,090 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | 35 | 353 | | 283 | 1609 | 5.69 |
| Lakeland-Winter Haven, FL | 43 | 114,846 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | 15 | 151 | | 636 | 1967 | 3.09 |
| Las Vegas-Paradise, NV | 149 | 272,523 | 15 | 9 | 7 | 9 | 12 | 12 | 9 | | 73 | 17 | 15 | 2 | 56 | 562 | | 435 | 1972 | 4.53 |
| Little Rock-North Little Rock, AR | 96 | 88,833 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 37 | 374 | | 220 | 1340 | 6.08 |
| Los Angeles-Long Beach-Santa Ana, CA | 1,970 | 1,469,249 | 79 | 51 | 39 | 47 | 64 | 66 | 47 | | 394 | 94 | 82 | 12 | 793 | 7,931 | | 178 | 1739 | 9.79 |
| Louisville, KY-IN | 126 | 183,060 | 10 | 6 | 5 | 6 | 8 | 8 | 6 | | 49 | 12 | 10 | 2 | 49 | 486 | | 346 | 1893 | 5.47 |
| McAllen-Edinburg-Pharr, TX | 162 | 78,059 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | 65 | 652 | | 115 | 1104 | 9.63 |
| Memphis, TN | 189 | 158,664 | 9 | 5 | 4 | 5 | 7 | 7 | 5 | | 43 | 10 | 9 | 1 | 76 | 757 | | 200 | 1760 | 8.80 |
| Milwaukee-Waukesha-West Allis, WI | 139 | 231,314 | 13 | 8 | 6 | 7 | 10 | 10 | 7 | | 62 | 15 | 13 | 2 | 53 | 530 | | 396 | 1938 | 4.89 |
| Minneapolis-St. Paul-Bloomington, MN | 381 | 358,033 | 19 | 12 | 10 | 11 | 16 | 16 | 11 | | 96 | 23 | 20 | 3 | 152 | 1,517 | | 224 | 1782 | 7.97 |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Nashville-Davidson-Murfreesboro, TN | 181 | 181,932 | 10 | 6 | 5 | 6 | 8 | 8 | 6 | | 49 | 12 | 10 | 2 | **72** | **718** | | 239 | 1797 | 7.51 |
| New Haven-Milford, CT | 83 | 140,984 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 39 | 9 | 8 | 1 | **31** | **315** | | 404 | 1900 | 4.70 |
| New Orleans–Metairie–Bogalusa | 208 | 139,486 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 39 | 9 | 8 | 1 | **84** | **840** | | 160 | 1671 | 10.46 |
| New York-Northern New Jersey-Long Island, NY-NJ-I | 3,111 | 2,801,847 | 152 | 97 | 75 | 90 | 123 | 125 | 89 | | 751 | 179 | 156 | 23 | **1,241** | **12,412** | | 214 | 1773 | 8.27 |
| Ocala, FL | 28 | 83,565 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **9** | **89** | | 711 | 1667 | 2.35 |
| Oklahoma City, OK | 168 | 157,101 | 8 | 5 | 4 | 5 | 7 | 7 | 5 | | 42 | 10 | 9 | 1 | **67** | **669** | | 223 | 1781 | 8.00 |
| Omaha-Council Bluffs, NE-IA | 115 | 106,156 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | **45** | **454** | | 220 | 1531 | 6.97 |
| Palm Bay-Melbourne-Titusville, FL | 42 | 119,506 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 35 | 8 | 7 | 1 | **15** | **146** | | 677 | 2025 | 2.99 |
| Raleigh-Cary, NC | 106 | 92,856 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **42** | **416** | | 209 | 1380 | 6.62 |
| Richmond, VA | 125 | 184,803 | 10 | 6 | 5 | 6 | 8 | 8 | 6 | | 50 | 12 | 10 | 2 | **48** | **482** | | 352 | 1899 | 5.39 |
| Sacramento-Arden-Arcade-Roseville, CA | 99 | 260,851 | 14 | 9 | 7 | 8 | 11 | 12 | 8 | | 70 | 17 | 14 | 2 | **35** | **355** | | 627 | 2134 | 3.40 |
| Salt Lake City, UT | 92 | 101,118 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **36** | **357** | | 262 | 1516 | 5.79 |
| San Antonio, TX | 158 | 240,431 | 13 | 8 | 6 | 8 | 11 | 11 | 8 | | 64 | 15 | 13 | 2 | **61** | **607** | | 362 | 1908 | 5.27 |
| San Diego-Carlsbad-San Marcos, CA | 167 | 383,781 | 21 | 13 | 10 | 12 | 17 | 17 | 12 | | 103 | 24 | 21 | 3 | **61** | **612** | | 547 | 2067 | 3.78 |
| San Francisco - Oakland - Fremont, CA | 209 | 586,436 | 32 | 20 | 16 | 19 | 26 | 26 | 19 | | 157 | 37 | 33 | 5 | **74** | **741** | | 668 | 2167 | 3.24 |
| San Jose-Sunnyvale-Santa Clara, CA | 90 | 209,223 | 11 | 7 | 6 | 7 | 9 | 9 | 7 | | 56 | 13 | 12 | 2 | **33** | **329** | | 554 | 2073 | 3.74 |
| Scranton - Wilkes - Barre, PA | 167 | 124,995 | 7 | 5 | 3 | 5 | 5 | 6 | 5 | | 36 | 9 | 8 | 1 | **67** | **670** | | 178 | 1623 | 9.11 |
| Syracuse, NY | 62 | 103,732 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | **23** | **231** | | 398 | 1664 | 4.18 |
| Tampa - St. Petersburg - Clearwater, FL | 256 | 561,504 | 30 | 19 | 15 | 18 | 25 | 25 | 18 | | 150 | 36 | 31 | 5 | **94** | **944** | | 522 | 2046 | 3.92 |
| Toledo, OH | 77 | 103,312 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | **29** | **294** | | 319 | 1591 | 4.98 |
| Tulsa, OK | 152 | 130,406 | 7 | 5 | 3 | 5 | 6 | 6 | 5 | | 37 | 9 | 8 | 1 | **61** | **606** | | 204 | 1673 | 8.19 |
| Virginia Beach-Norfolk- Newport News, VA | 139 | 208,832 | 11 | 7 | 6 | 7 | 9 | 9 | 7 | | 56 | 13 | 12 | 2 | **54** | **535** | | 358 | 1904 | 5.32 |
| Visalia-Porterville, CA | 36 | 44,817 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **12** | **122** | | 296 | 831 | 2.80 |
| Wichita, KS | 83 | 86,948 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **32** | **320** | | 249 | 1341 | 5.38 |
| Youngstown-Warren-Boardman, OH | 98 | 121,687 | 7 | 5 | 3 | 5 | 5 | 5 | 5 | | 36 | 8 | 7 | 1 | **38** | **381** | **55,257** | 296 | 1714 | 5.80 |
| **Health Care Reform Additions*** | | | | | | | | | | | | | | | | | | | | |
| Albany-Schenectady-Troy, NY | 73 | 137,793 | 7 | 5 | 4 | 5 | 6 | 6 | 5 | | 38 | 9 | 8 | 1 | **27** | **273** | | 449 | 1925 | 4.28 |
| Baltimore-Towson, MD | 369 | 380,677 | 21 | 13 | 10 | 12 | 17 | 17 | 12 | | 102 | 24 | 21 | 3 | **146** | **1,461** | | 246 | 1802 | 7.34 |
| Boise City-Nampa, ID | 49 | 63,447 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **18** | **177** | | 308 | 1087 | 3.53 |
| Boston-Cambridge-Quincy, MA-NH | 307 | 664,430 | 36 | 23 | 18 | 21 | 29 | 30 | 21 | | 178 | 42 | 37 | 5 | **113** | **1,134** | | 515 | 2041 | 3.96 |
| Buffalo-Niagara Falls, NY | 140 | 218,557 | 12 | 8 | 6 | 7 | 10 | 10 | 7 | | 59 | 14 | 12 | 2 | **54** | **537** | | 372 | 1916 | 5.16 |
| Honolulu, HI | 70 | 143,014 | 8 | 5 | 4 | 5 | 6 | 6 | 5 | | 39 | 9 | 8 | 1 | **26** | **260** | | 486 | 1979 | 4.07 |
| Oxnard-Thousand Oaks-Ventura, CA | 58 | 96,983 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **21** | **215** | | 398 | 1591 | 4.00 |
| Philadelphia-Camden-Wilmington, PA-NJ-DE | 568 | 918,746 | 50 | 32 | 25 | 29 | 40 | 41 | 29 | | 246 | 59 | 51 | 8 | **217** | **2,171** | | 385 | 1928 | 5.01 |
| Phoenix-Mesa-Scottsdale, AZ | 202 | 548,084 | 30 | 19 | 15 | 18 | 24 | 25 | 17 | | 147 | 35 | 30 | 5 | **72** | **721** | | 646 | 2149 | 3.33 |
| Portland-Vancouver-Beaverton, OR-WA | 113 | 260,023 | 14 | 9 | 7 | 8 | 11 | 12 | 8 | | 70 | 17 | 14 | 2 | **41** | **414** | | 548 | 2068 | 3.77 |
| Poughkeepsie-Newburgh-Middletown, NY | 68 | 86,374 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **26** | **257** | | 302 | 1381 | 4.57 |
| Providence-New Bedford-Fall River, RI-MA | 142 | 271,225 | 15 | 9 | 7 | 9 | 12 | 12 | 9 | | 73 | 17 | 15 | 2 | **53** | **533** | | 455 | 1989 | 4.37 |
| Rochester, NY | 98 | 161,445 | 9 | 6 | 4 | 5 | 7 | 7 | 5 | | 43 | 10 | 9 | 1 | **37** | **374** | | 392 | 1934 | 4.93 |
| Sarasota-Bradenton-Venice, FL | 82 | 208,367 | 11 | 7 | 6 | 7 | 9 | 9 | 7 | | 56 | 13 | 12 | 2 | **30** | **296** | | 605 | 2115 | 3.50 |
| Seattle-Tacoma-Bellevue, WA | 182 | 348,180 | 19 | 12 | 9 | 11 | 15 | 16 | 11 | | 93 | 22 | 19 | 3 | **68** | **683** | | 455 | 1990 | 4.37 |
| Springfield, MA | 42 | 111,316 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 34 | 8 | 7 | 1 | **15** | **147** | | 631 | 1936 | 3.07 |
| St. Louis, MO-IL | 300 | 435,560 | 24 | 15 | 12 | 14 | 19 | 19 | 14 | | 117 | 28 | 24 | 4 | **116** | **1,158** | | 346 | 1893 | 5.48 |
| Stockton, CA | 28 | 65,277 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | | 33 | 8 | 7 | 1 | **9** | **89** | | 555 | 1302 | 2.35 |
| Tucson, AZ | 48 | 161,786 | 9 | 6 | 4 | 5 | 7 | 7 | 5 | | 43 | 10 | 9 | 1 | **16** | **164** | | 803 | 2273 | 2.83 |
| Washington-Arlington-Alexandria, DC-VA-MD | 346 | 557,540 | 30 | 19 | 15 | 18 | 24 | 25 | 18 | | 149 | 36 | 31 | 5 | **132** | **1,323** | | 384 | 1927 | 5.02 |
| Worcester, MA | 62 | 117,475 | 6 | 5 | 3 | 5 | 5 | 5 | 5 | | 35 | 8 | 7 | 1 | **23** | **230** | **12,616** | 451 | 1829 | 4.05 |
| | **20,639** | **26,630,136** | **1,461** | **1,000** | **738** | **946** | **1,211** | **1,233** | **941** | **38** | **7,567** | **1,803** | **1,569** | **234** | **8,009** | **79,859** | | | | |

| | |
|---|---|
| **% of In-State Suppliers Winning Contracts** | **7.60%** |
| **% with no contracts** | **92.40%** |
| **% of Suppliers Going Out of Business** | **38.81%** |
| **# Providers Going Out of Business** | **8,009** |
| **Jobs Lost** | **79,859** |
| **Current Patient/FTE Ratio** | **307** |
| **Post-Bidding Patient/FTE Ratio for Medicare Providers** | **1,769** |

*H.R. 3590 requires the addition of the next 21 largest MSAs by population

**Notes**

| | |
|---|---|
| Provider Locations: | Number of provider locations in each MSA (provided by The Weeks Group, Inc.) |
| Population >65: | Medicare population in each MSA (provided by The Weeks Group, Inc.) |
| Number of Anticipated Contracts to be Awareded Per Category in Each CBA: | Based on original Round One bidding average beneficiary/contract supplier ratios, the number of contracts excpected to be awarded for each category in each competitive bidding area |
| Contracts: | The total number of product category contracts to be awarded in each CBA |
| Contract Suppliers: | The total number of suppliers to be awarded contracts, based on the Round One results of 4.198133 contracts/contract supplier |
| In-State Suppliers: | The total number suppliers to be awarded contracts who are currently located within the state they bid, based on Round One results |
| Lost Locations: | The total number of locations that will likely go out of business as a result of bidding; based on a rate of 42% of local suppliers not awarded contracts |
| Lost Jobs: | The total number of jobs lost due to bidding per CBA; based on a rate of 10 FTE per location |
| % of In-State Suppliers Winning Contracts: | The overall % of suppliers winning contracts that are currently located within the state they are bidding |
| % with no contracts: | The overall % of suppliers located within CBAs who will no longer have the ability to provide to Medicare patients |
| % of Suppliers Going Out of Business: | The overall % of suppliers located within CBAs likely to go out of business as a result of bidding |
| # Providers Going Out of Business: | The overall # of suppliers located within CBAs likely to go out of business as a result of bidding |
| Jobs Lost: | The total number of jobs likely to be lost as a result of bidding |
| Current Patient/FTE Ratio: | Current ratio of all patients (not just Medicare) to FTE per location |
| Post-Bidding Patient/FTE Ratio for Medicare Providers: | Projected ratio of all patients per Medicare-contracted location based on projected bidding results |