

# Protect Small HME Businesses

HOW TO GET THE SBA & NFIB INVOLVED IN THE COMPETITIVE BIDDING ISSUE

## Engaging the Small Business Administration (SBA)

The SBA cannot lobby, but it advocates for small businesses within the federal rulemaking process. When small businesses raise concerns, the SBA can:

- Tell CMS when a rule harms small suppliers
- Request changes under the Regulatory Flexibilities Act
- Elevate issues to the White House's Office of Management & Budget (OMB/OIRA)

This oversight helps ensure that small business impacts are considered before rules move forward.

### What Suppliers Should Do:

Small business voices matter. The SBA Office of Advocacy exists to ensure federal rules consider their impact on small businesses.



#### **E-Mail the SBA Office of Advocacy**

Share **real-world examples** of how the RID CPB impacts your business. Short messages work best. The SBA pays particular attention to examples such as:

- Losing contracts to large national companies
- Being unable to compete with unsustainable bid rates
- Risks of layoffs, service reductions, or business closure

Sample e-mail for suppliers:

*Subject: Impact of CMS Competitive Bidding RID Program on My Small Business*

*I am a Durable Medical Equipment (DME) supplier based in [state], and the CMS remote item delivery (RID) Competitive Bidding Program is threatening my ability to stay in business. The framework for the program and administrative requirements are not sustainable for a small business like mine. This will reduce patient access, especially in rural areas. [Insert your story.]*

*Please review this issue under the Regulatory Flexibility Act and consider holding a listening session for DME suppliers.*



#### **Ask the SBA to host a listening session.**

A small business listening session puts the issue on the SBA's radar, documents small business concerns, & elevates the issue with CMS and federal regulators.

**Contact the SBA:** [advocacy@sba.gov](mailto:advocacy@sba.gov)

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## Engaging the National Federation of Independent Business (NFIB)

The NFIB represents small businesses with Congress and across the country. When its members raise concerns, the NFIB can:

- Lobby Congress on behalf of small businesses
- Elevate policies that threaten small business viability
- Raise issues through state and national policy councils that set NFIB advocacy priorities

This advocacy helps ensure small business concerns reach key decisionmakers.

### What Suppliers Should Do:

Small business voices matter. NFIB relies on members to identify issues affecting their businesses and communities.



#### Contact Your NFIB State Director

State directors work with members to understand challenges and determine which issues should be elevated at the national level.



#### Share Your Story

NFIB pays close attention to real stories from small business owners, and member input helps determine what issues they fight for. Examples suppliers can share:

- "We can't match the bid rates set by national companies."
- "We may have to lay off staff or close locations."
- "Patients in rural areas could lose access to local providers."

Sample e-mail for suppliers:

*Subject: Impact of CMS Competitive Bidding RID Program on My Small Business*

*I am a Durable Medical Equipment (DME) supplier based in [state], and the CMS remote item delivery (RID) Competitive Bidding Program is putting small businesses like mine at risk. The program favors large national companies and makes it nearly impossible for small suppliers to survive. This will reduce patient access and eliminate local jobs. [Insert your story.]*

*Please review this issue to see if there is an opportunity for NFIB to help us engage policymakers and allow small DME suppliers to continue to serve communities in [state].*

**Find Your NFIB State Director: [nfib.com/contact-us](https://nfib.com/contact-us)**