

Medicare Auction Failure: Early Evidence from the Round 1 Rebid

Peter Cramton¹

19 June 2011²

Abstract

On November 2, nearly one year after bids were taken for the Centers for Medicare and Medicaid Services (CMS) auction for durable medical equipment, CMS announced the winning bidders. This paper examines the change in market structure in each of the nine service areas for each of the product categories. The change in market structure is dramatic. The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries. This radical transformation of the industry is the result of a fatally flawed auction design and not the outcome of an efficient competitive process. The result will be immediate harm to Medicare beneficiaries and the vast majority of Medicare providers in the nine service areas covered by the auction. Beneficiaries will face poor service, selective fulfillment of orders, fraud, and other abuses. Existing suppliers will have to lay off employees and in many cases cease operation. The disruption in terms of job loss and involuntary supplier substitution will be large. Fortunately, the troubled program is still in the pilot stage, so the harm will be limited to the millions of Medicare beneficiaries and thousands of Medicare suppliers in the nine service areas covered in the pilot. Nonetheless, Congress and CMS should immediately stop the implementation of the Round 1 Rebid and move quickly to address the design flaws before the program is scaled up to the entire nation.

Summary

This paper provides an early analysis of the November 2009 CMS Medicare auction for durable medical equipment. The analysis is based on two data sources.

The first data source is the [Contract Supplier lists](#) (the winners in the auction), which CMS released to the public on 2 November 2010, nearly one year after the bids were submitted. This consists of nine pdf files, one for each service area in the auction, listing the name, address, and phone number of each of

¹ Professor of Economics, University of Maryland. My research on Medicare auctions is available at www.cramton.umd.edu/papers/health-care. I thank the National Science Foundation for support.

² This is a revision of my paper from 17 November 2010 in which as a result of time limitations I focused on the three largest product categories—CPAP, Diabetes, and Oxygen. Here I extend the analysis to all product categories. This revision is also based on more recent and complete data obtained as FOIA ad hoc report 35669, received 13 June 2011.

the suppliers that signed contracts with CMS to supply at the prices determined in the Round 1 Rebid in the particular service area and product category. Any supplier not on the list is excluded from supplying the product category in the service area.

The contract supplier list, consistent with CMS' poor track record on transparency, does not include any further information on the providers, such as the quantity that CMS presumes the supplier will supply. This is basic and highly relevant information that CMS used in both the determination of winners and the determination of the supply prices. Other highly relevant information would be:

- the supplier's historic volume of Medicare claims in the product category and service area;
- the supplier's history with respect to fraud and complaints from Medicare beneficiaries; and
- the supplier's financial standing.

All of these data would be extremely helpful to this analysis and to the millions of Medicare beneficiaries that will be forced to change suppliers and must select a provider from those on the list.³ Beneficiaries need to know which suppliers are likely to be reliable and which are not. The data is also essential for evaluating the performance of the pilot, for identifying problems, and for properly addressing those problems in the future auctions (Round 2).

The second data source is the PDAC procedure code utilization data, which I received from PDAC on Tuesday, 13 June 2011, as FOIA ad hoc report 35669. From this I extract the Medicare claims for each product category in each of the nine service areas for 2006 to 2010. The conclusions of the analysis are easily seen in the figures that follow.

Figure 1 shows the sum of market shares from 2006 to 2010 for each supplier group by product category and service area. Suppliers are divided into two supplier groups:

1. Existing suppliers that won a contract for the category in the service area (shown in green).
2. Existing suppliers that did not win a contract for the category in the service area (shown in red).

The figure shows that the vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries for these major product categories.

The remaining figures show the detailed data. Each supplier is listed with its sum of market share from 2006 to 2010. A total of 50 suppliers, consisting of the largest suppliers by market share, and the contract suppliers are shown. Existing suppliers with contracts are shown in green and those without contracts are shown in red. New contract suppliers that did not supply the product category in the service area are listed at the bottom of each chart. In all cases, Significant shares of existing suppliers are excluded from supplying Medicare beneficiaries within the product category. For most product categories and service areas, the vast majority of suppliers by volume will be excluded. Figures 2-10 show the results for Mail-order Diabetic Suppliers. Figures 11-19 show CPAP Devices and Respiratory Assist Devices. Figures 20-28 show Oxygen Supplies and Equipment. Figures 29-37 show Enteral Nutrients. Figures 38-46 show Complex Mobility. Figures 47-55 show Hospital Beds. Figures 56-64 show Standard Mobility. Figure 65 shows Support Surfaces. Figures 66-74 show Walkers.

³ I have [requested this information from CMS](#) and had hoped to receive a response by 24 November 2010. As of 19 June 2011, I have received no response to my request.

The results presented here are consistent with the Medicare auction problems discussed in Cramton and Katzman (2010b). These problems were brought to the attention of Congress and CMS in the "Letter from 167 Concerned Auction Experts on Medicare Competitive Bidding Program." A follow-up "Letter from 244 Concerned Auction Experts on the Medicare Competitive Bidding Program" was sent to President Obama on 17 June 2011. Cramton et al. (2011) use auction theory to demonstrate the exceptionally poor performance characteristics of the CMS auction design. Merlob et al. (2011) shows that these theoretic problems with the CMS auction design are observed in a dramatic fashion in the experimental laboratory.

Although the evidence from the field is still preliminary due to a lack of complete data, the preliminary analysis of the data presented here suggests that the flaws identified in theory, experiment, and practice, are very much present in the pilot. Congress and CMS should move quickly to stop the implementation of the Round 1 Rebid and move to design and implement an efficient auction for durable medical equipment. The draft proposal presented in Cramton (2011a) provides a useful starting point and Cramton (2011b) provides suitable language for legislation. Failure to act will result in needless harm to millions of Medicare beneficiaries and thousands of Medicare suppliers.

References

- Cramton, Peter (2011a), "[Auction Design for Medicare Durable Medical Equipment](#)," Working Paper, University of Maryland, March.
- Cramton, Peter (2011b), "[Repeal and Reform Legislation for Medicare DME Auctions](#)," University of Maryland, June 2011.
- Cramton, Peter, Sean Ellermeyer and Brett E. Katzman (2011), "[Designed to Fail: The Medicare Auction for Durable Medical Equipment](#)" Working Paper, University of Maryland, March 2011.
- Cramton, Peter and Brett E. Katzman (2010b), "Reducing Healthcare Costs Requires Good Market Design," *The Economists' Voice*, 7:4, www.bepress.com/ev/vol7/iss4/art8, October 2010.
- ["Letter from 167 Concerned Auction Experts on Medicare Competitive Bidding Program"](#) to Chairman Stark, Health Subcommittee, Ways and Means, U.S. House of Representatives, 26 September 2010.
- ["Letter from 244 Concerned Auction Experts on the Medicare Competitive Bidding Program"](#) to President Obama, the White House, 17 June 2011.
- Merlob, Brian, Charles R. Plott, and Yuanjun Zhang, "[The CMS Auction: Experimental Studies of a Median-Bid Procurement Auction with Non-Binding Bids](#)," Working Paper, California Institute of Technology, April 2011.

Figure 1. Change in market structure from the Round 1 Rebid: market share by product category and Competitive Bidding Area

Market share by total reimbursement from 2006 to 2010 is shown. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries for the major product categories.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes in 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

	Charlotte-Gastonia-Concord, NC-SC	Cincinnati-Middletown, OH-KY-IN	Cleveland-Elyria-Mentor, OH	Dallas-Fort Worth-Arlington, TX	Kansas City, MO-KS	Miami-Fort Lauderdale-Pompano Beach, FL	Orlando-Kissimmee, FL	Pittsburgh, PA	Riverside-San Bernardino-Ontario, CA	Grand Total
Complex Rehabilitative Power Wheelchairs										
CPAP Devices										
Diabetic Supplies										
Enteral Nutrients										
Hospital Beds										
Oxygen Supplies										
Standard Power Wheelchairs										
Support Surfaces										
Walkers										
Grand Total										

Figure 2. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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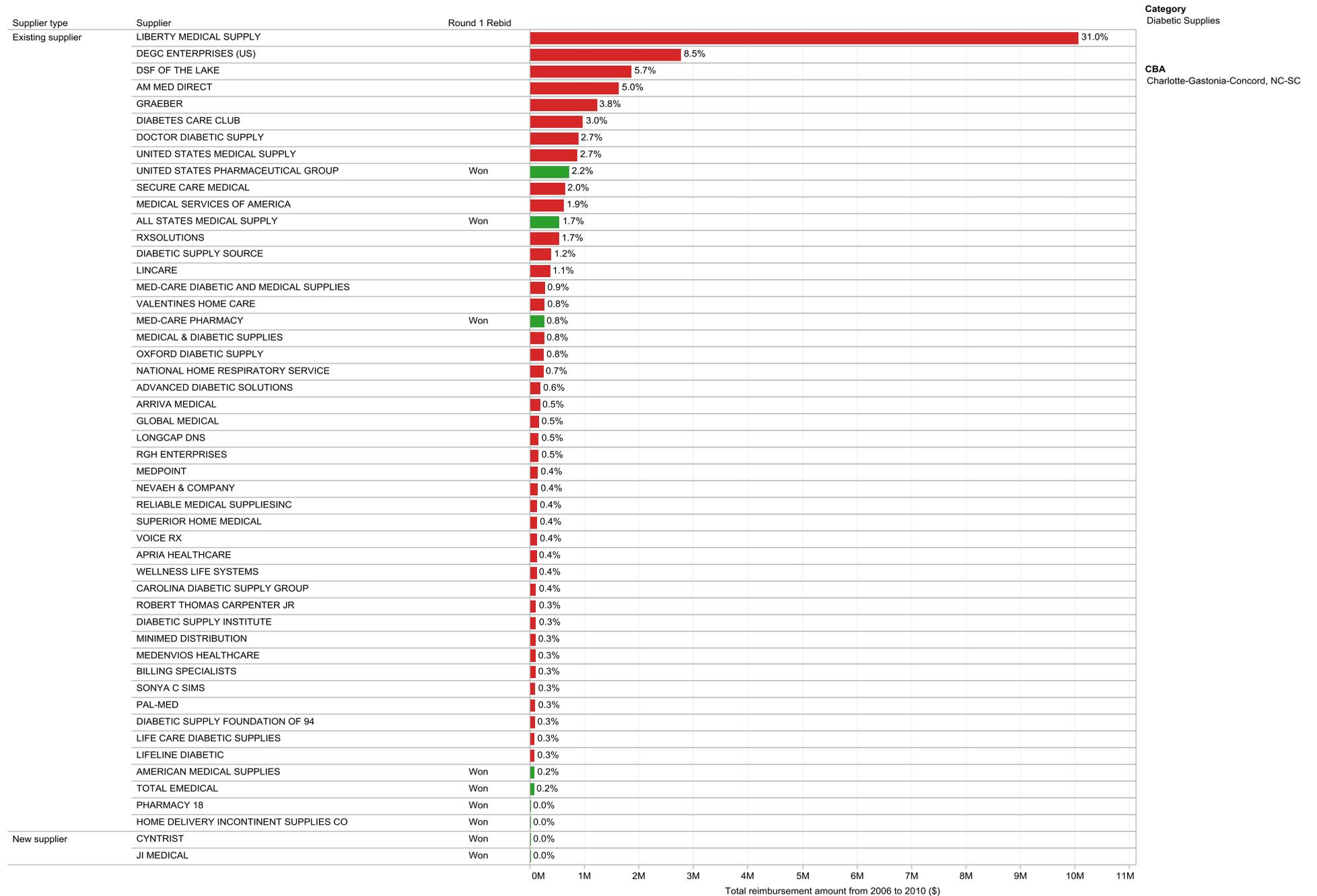


Figure 3. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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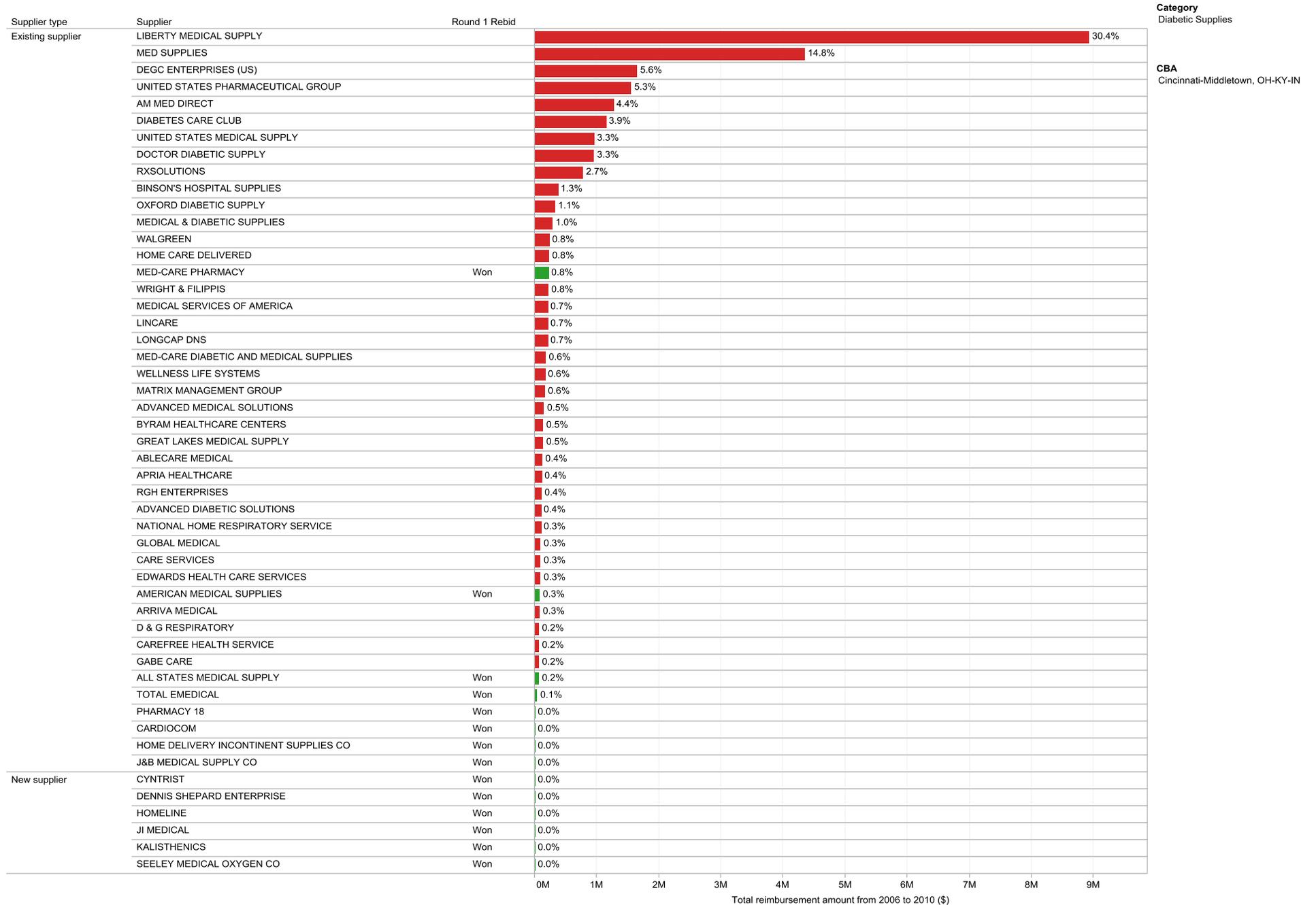


Figure 4. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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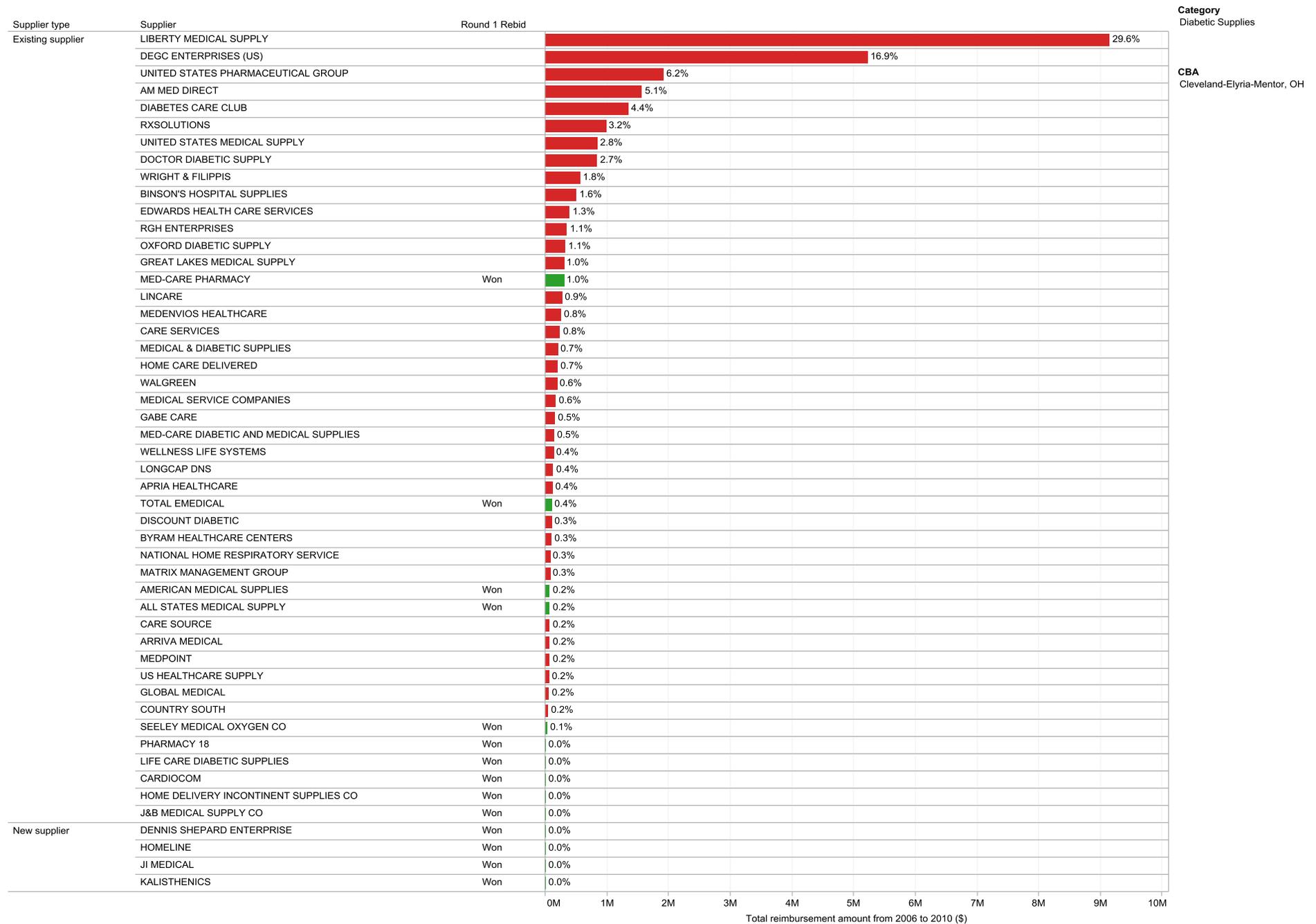


Figure 5. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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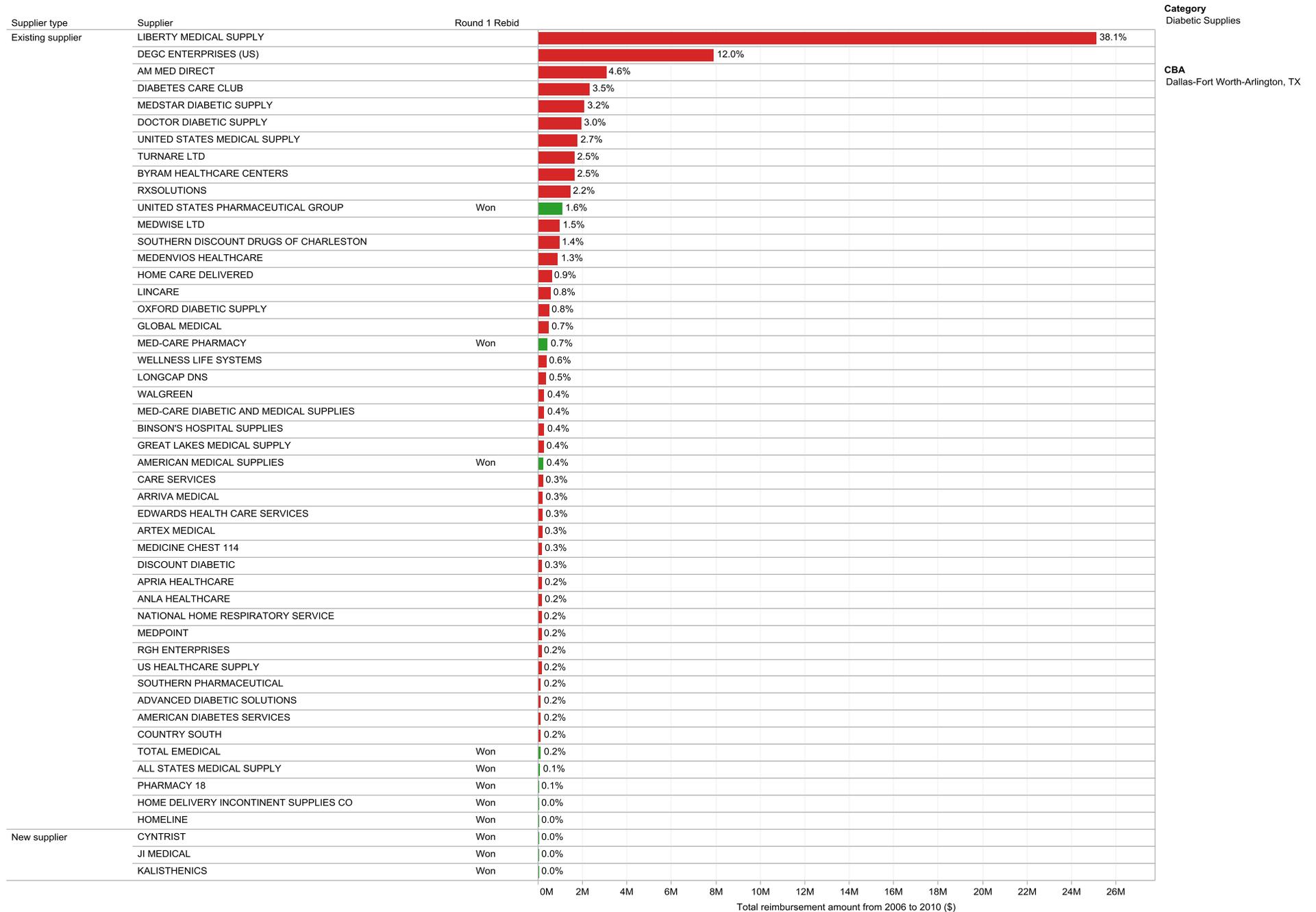


Figure 6. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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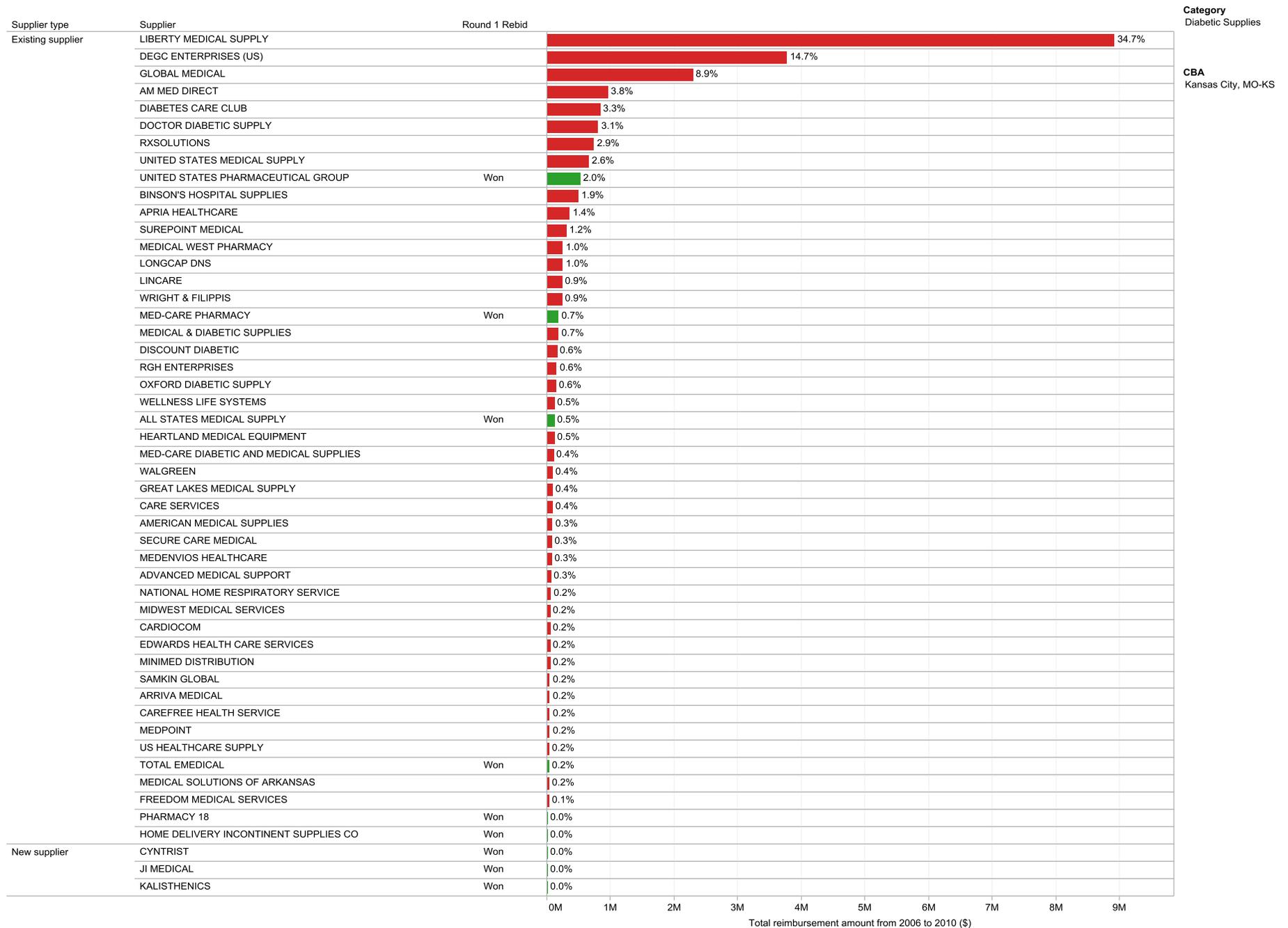


Figure 7. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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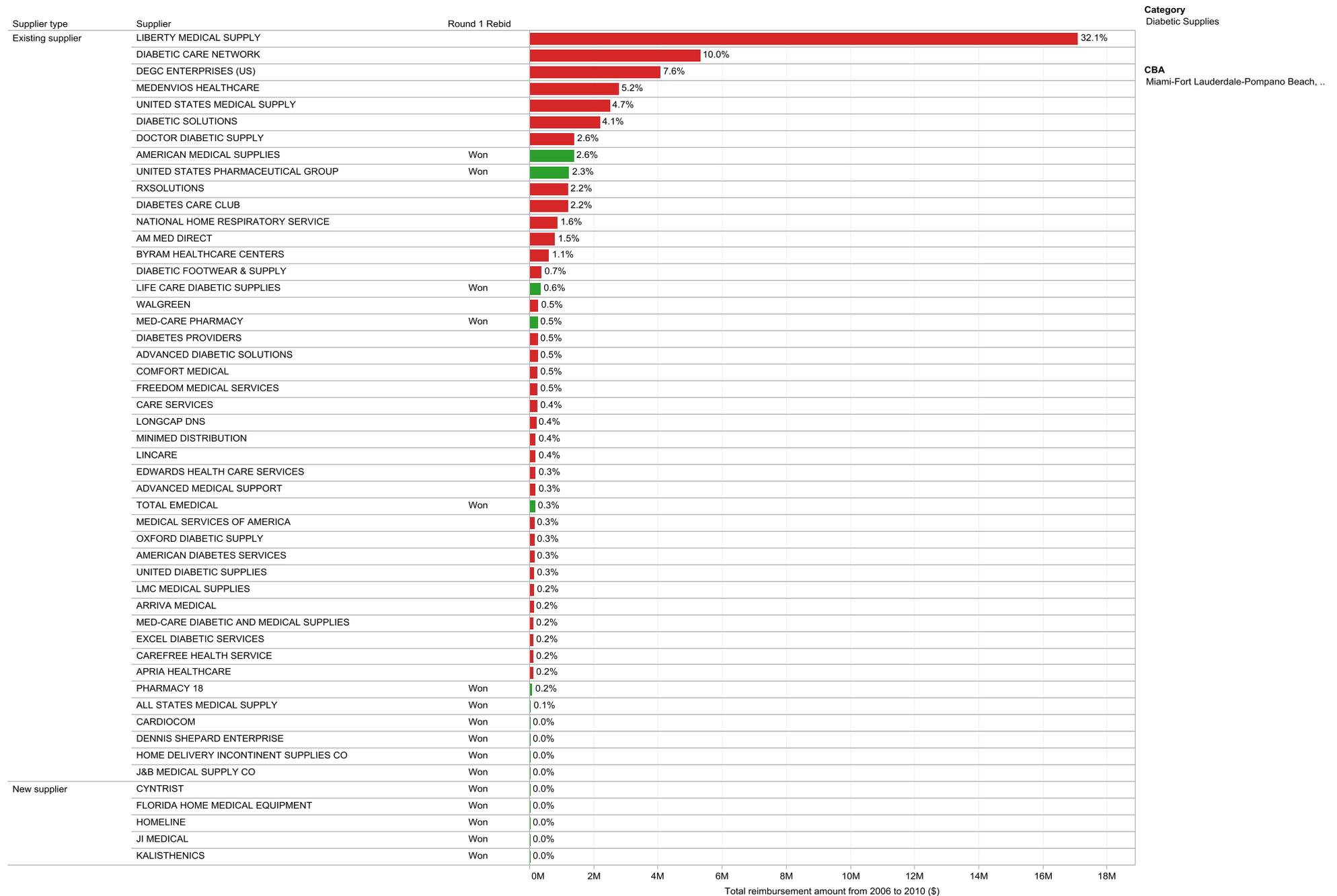


Figure 8. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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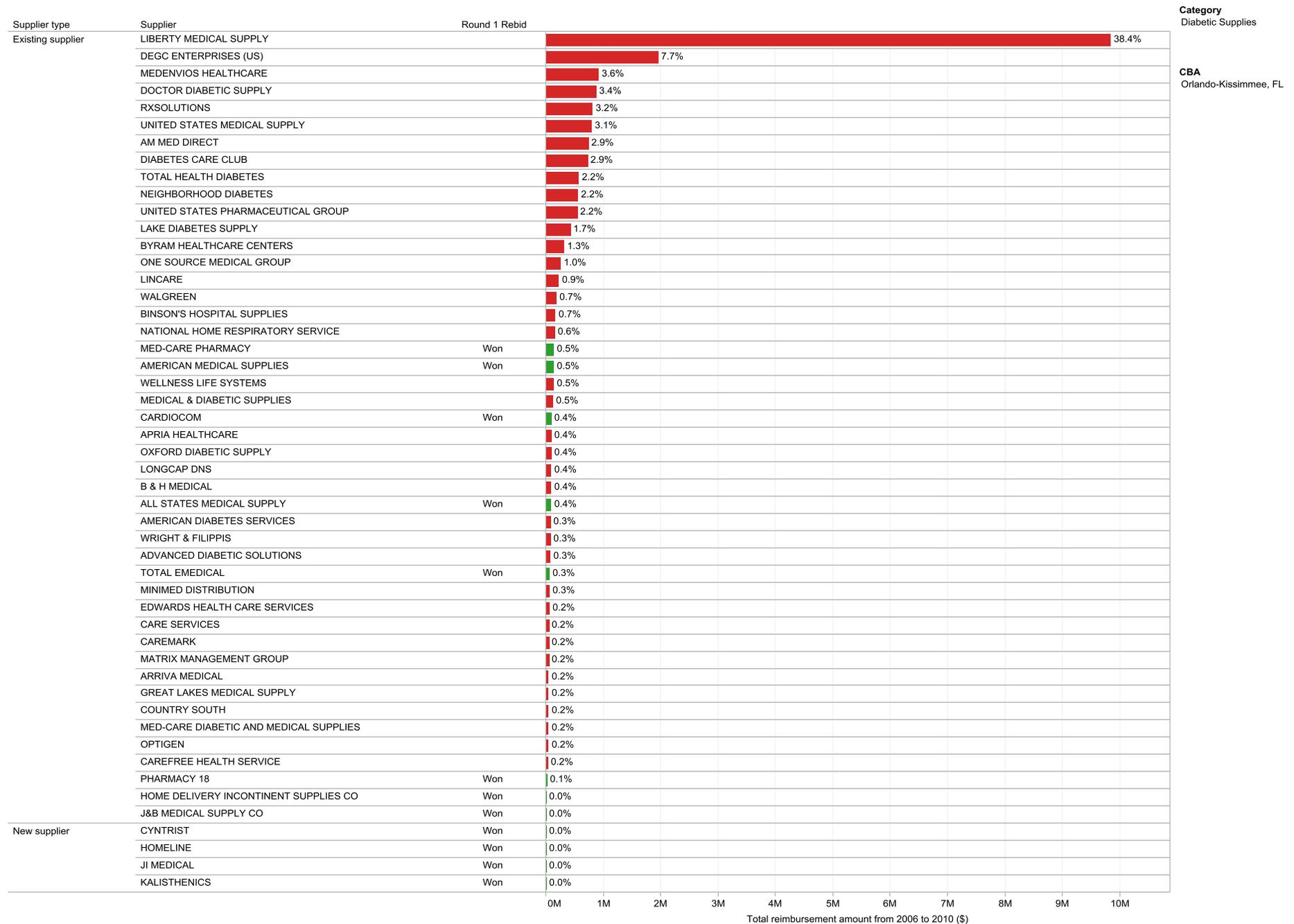


Figure 9. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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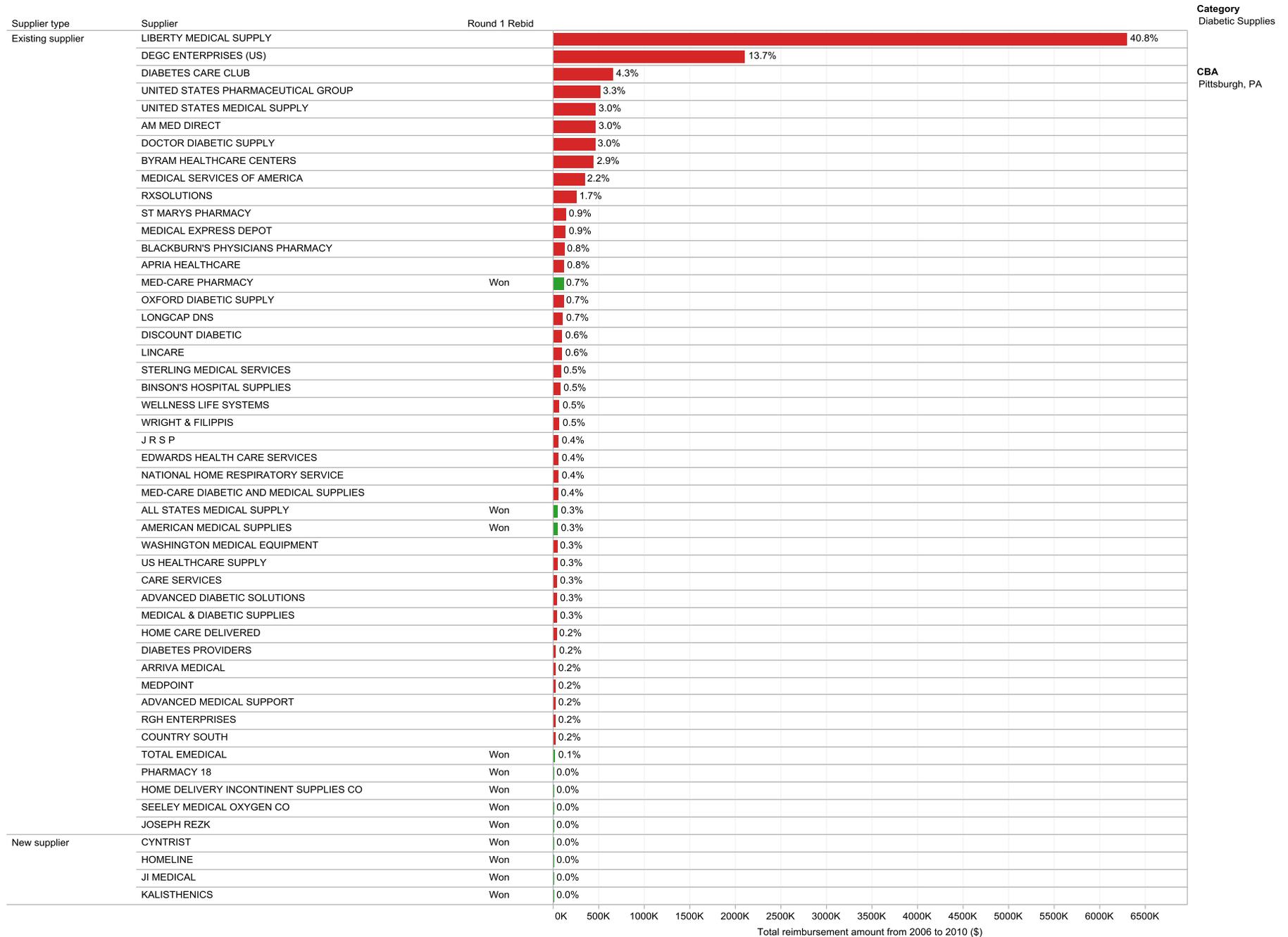


Figure 10. Medicare charge in 2006-10 and Round 1 Rebid status: Mail-order Diabetic Supplies in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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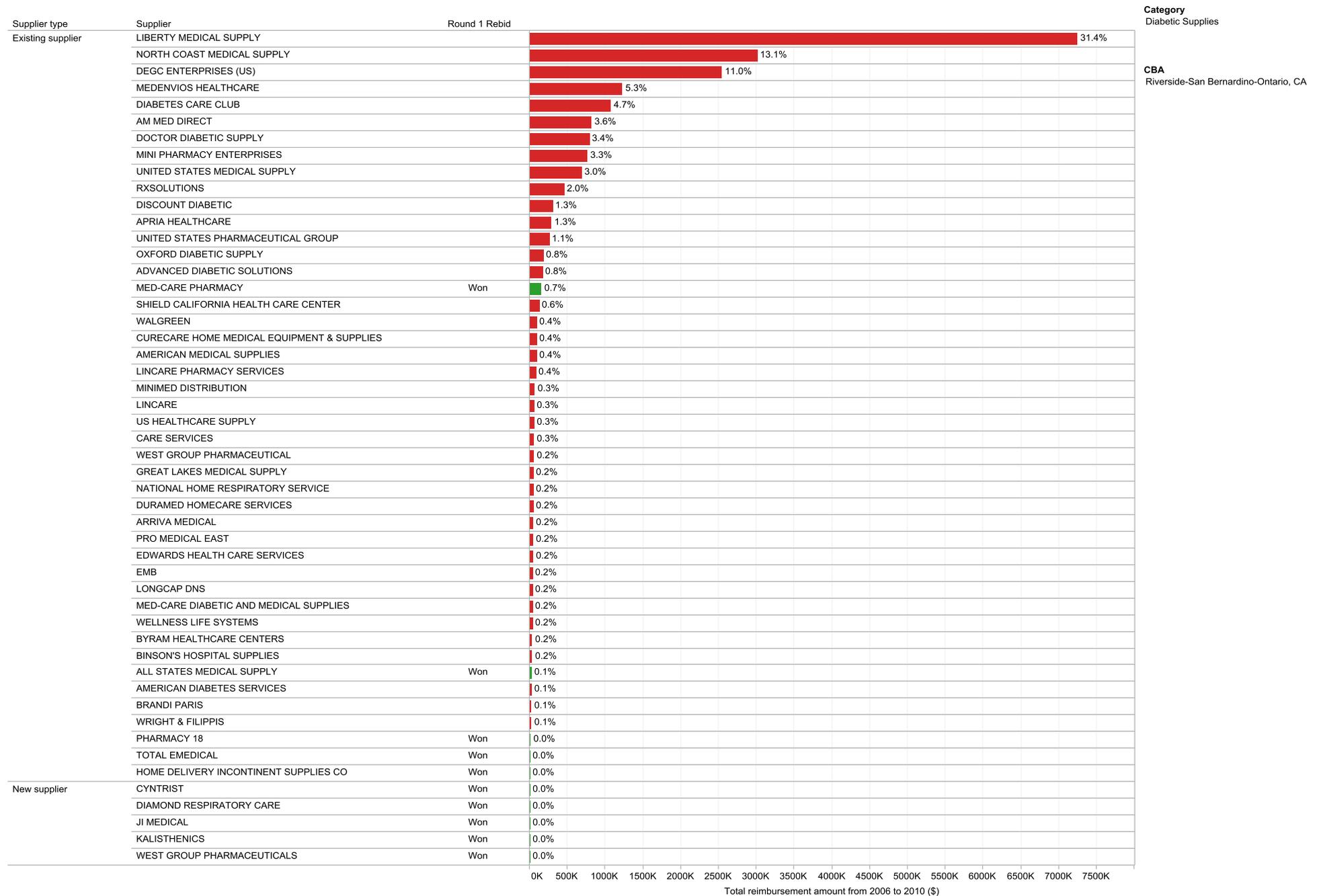


Figure 11. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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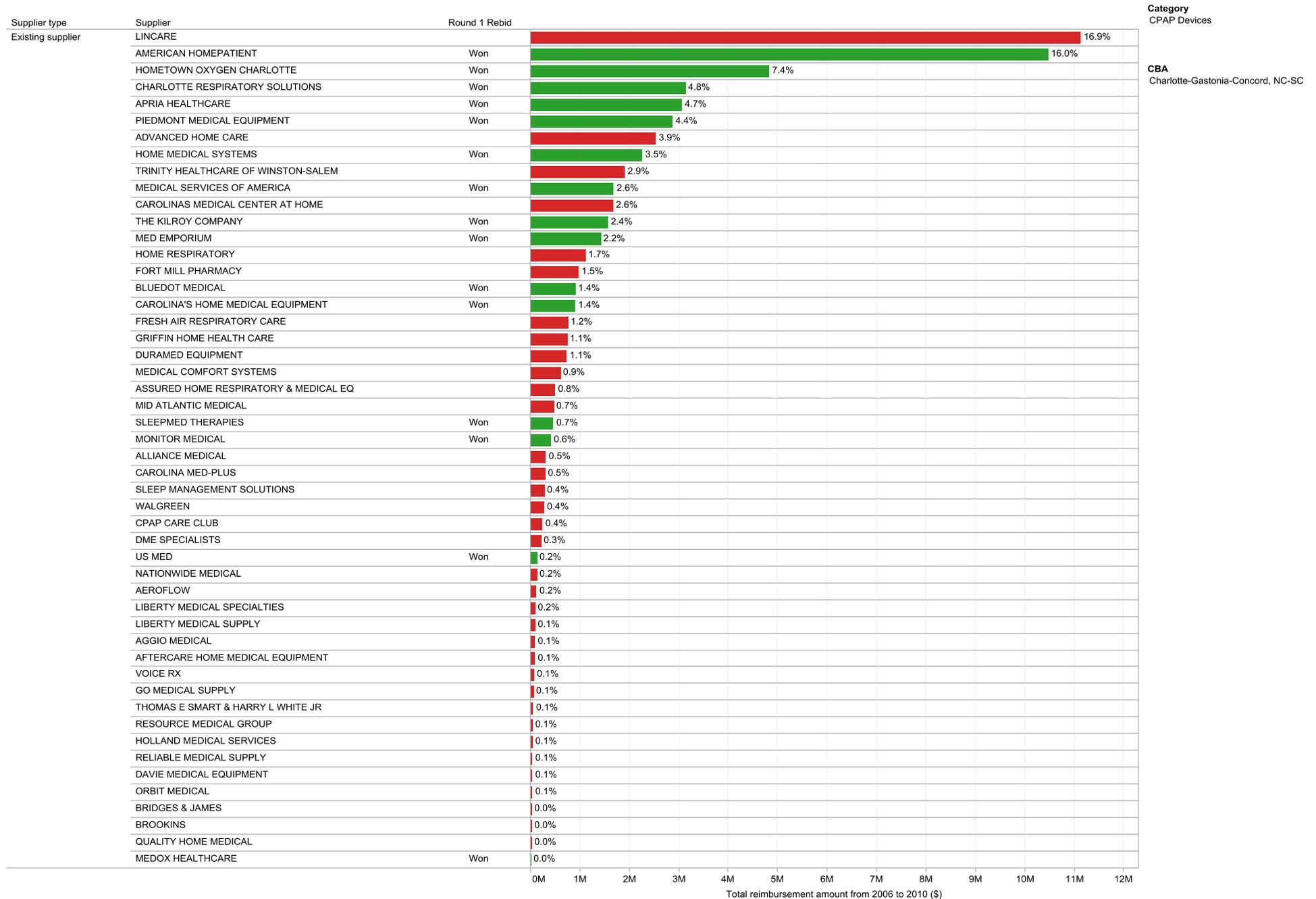


Figure 12. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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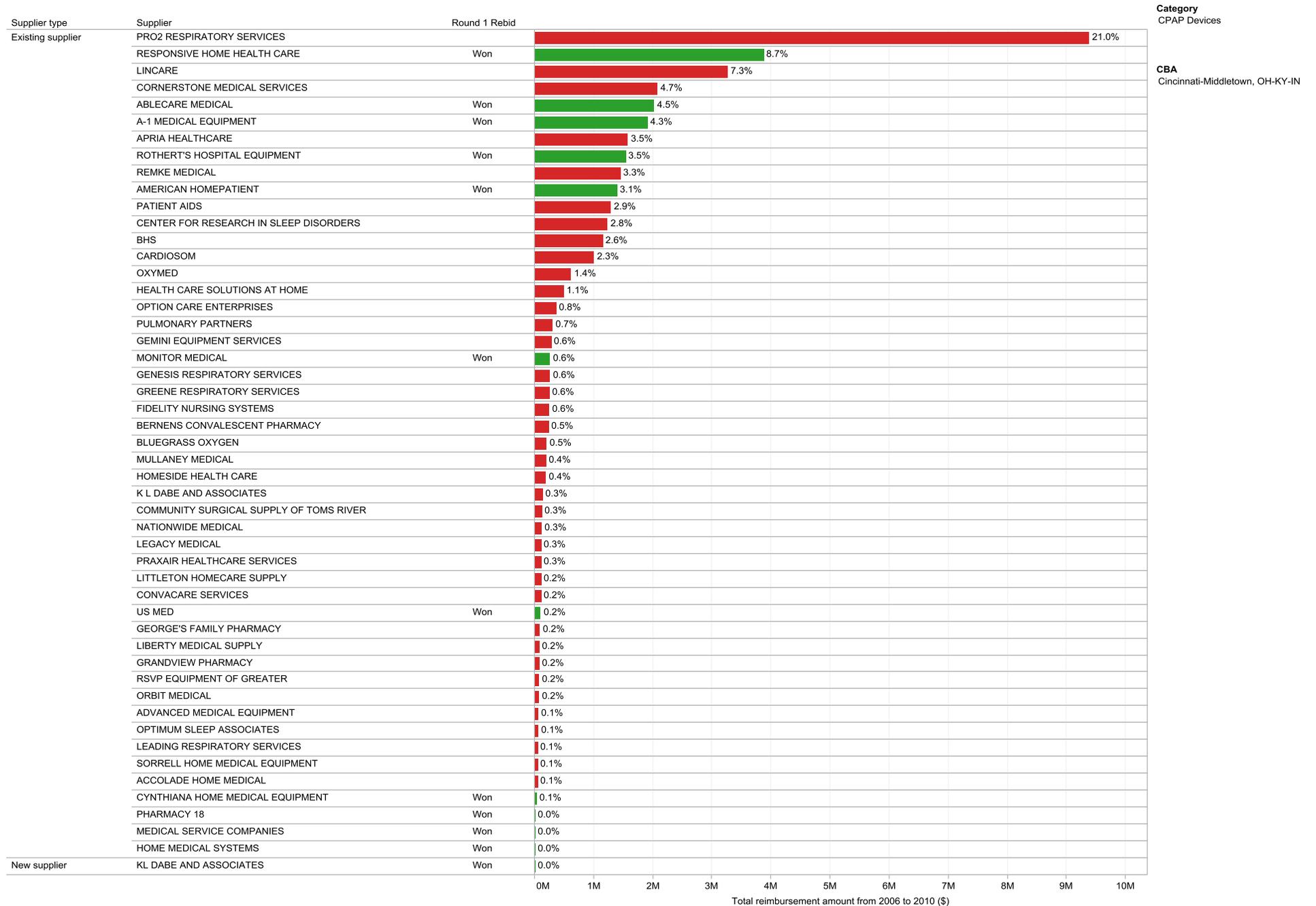


Figure 13. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Cleveland-Elyria-Mentor, OH

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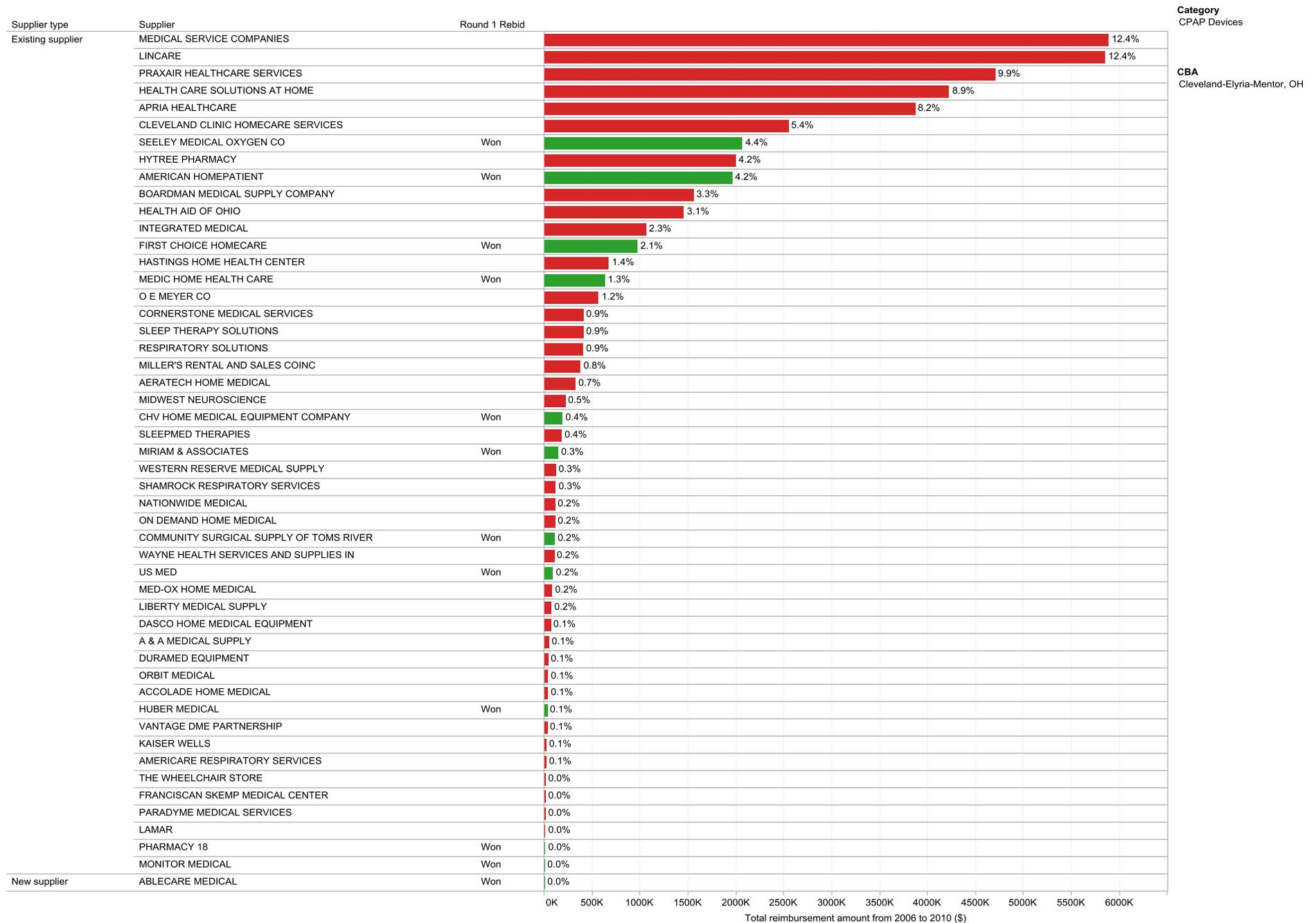


Figure 14. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Dallas-Fort Worth-Arlington, TX

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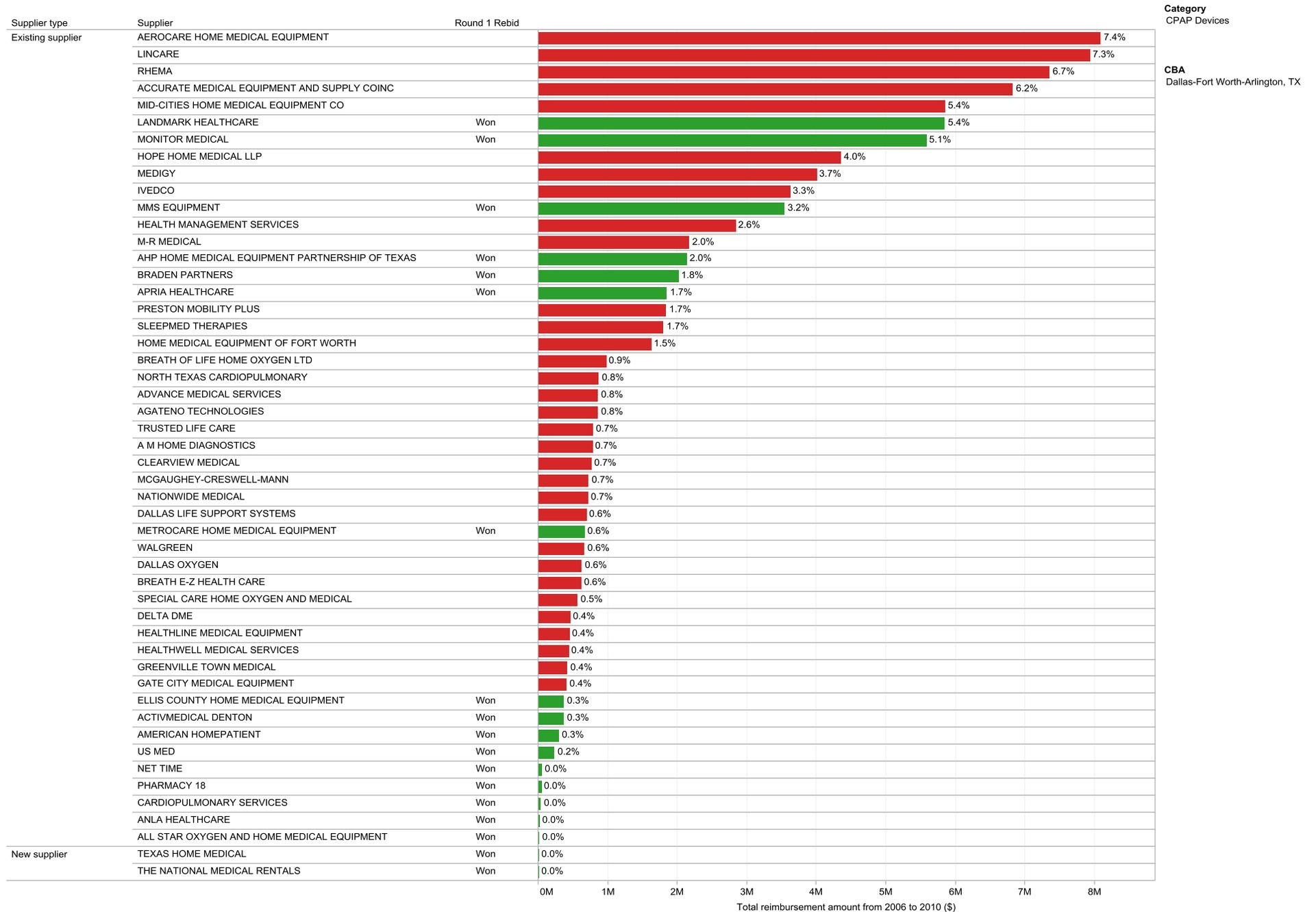


Figure 15. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Kansas City, MO-KS

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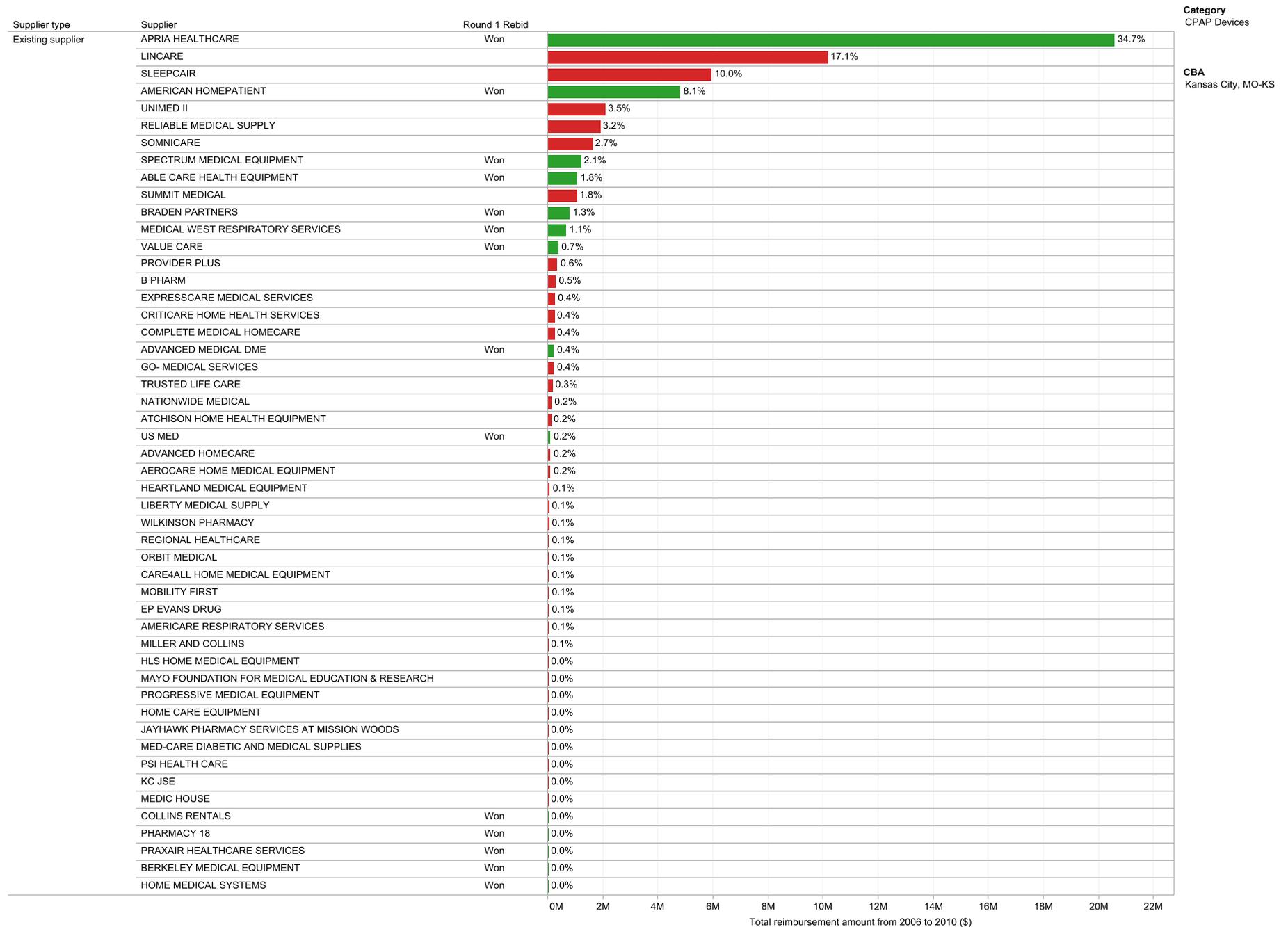


Figure 16. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Miami-Fort Lauderdale-Pompano Beach, FL

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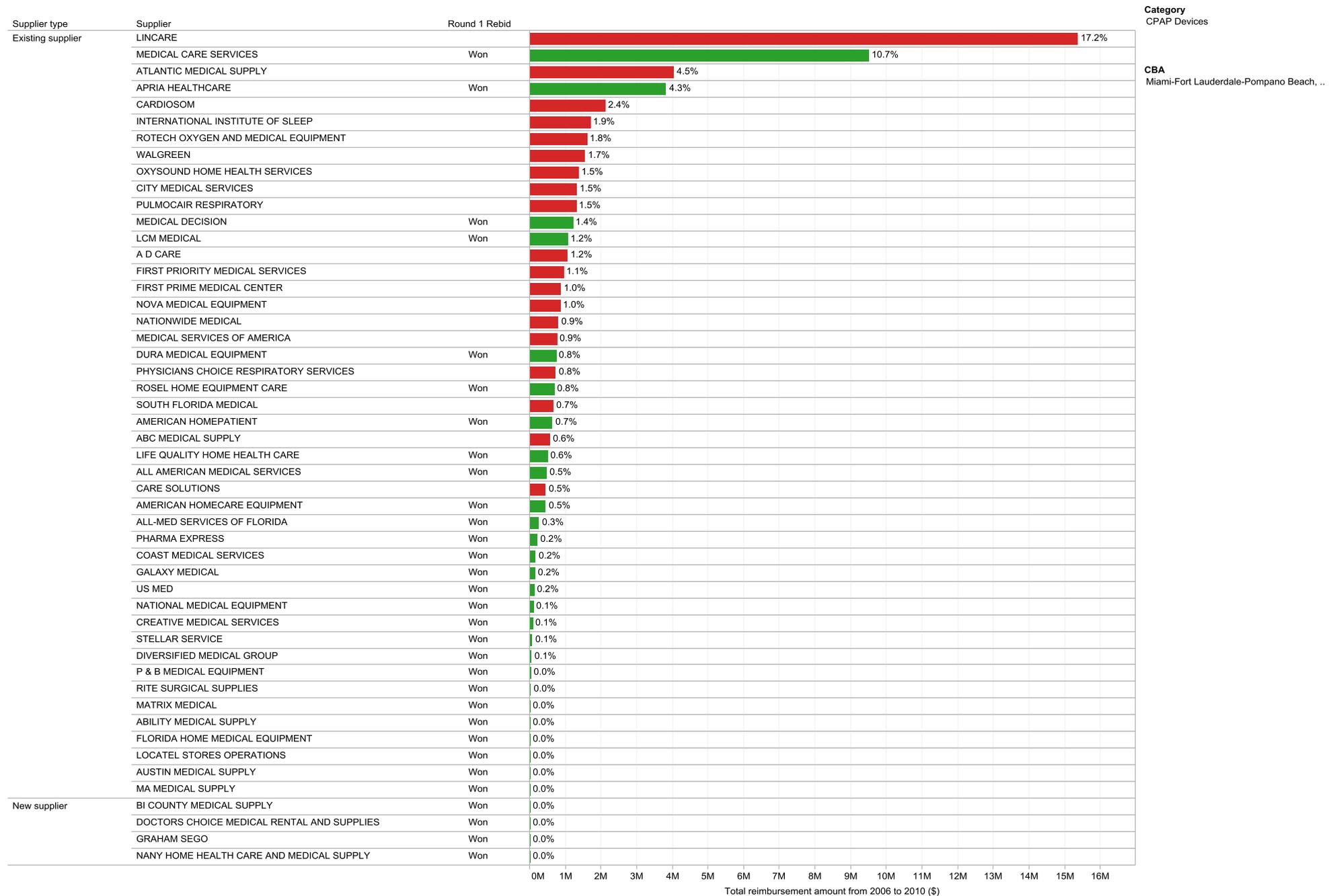


Figure 17. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Orlando-Kissimmee, FL

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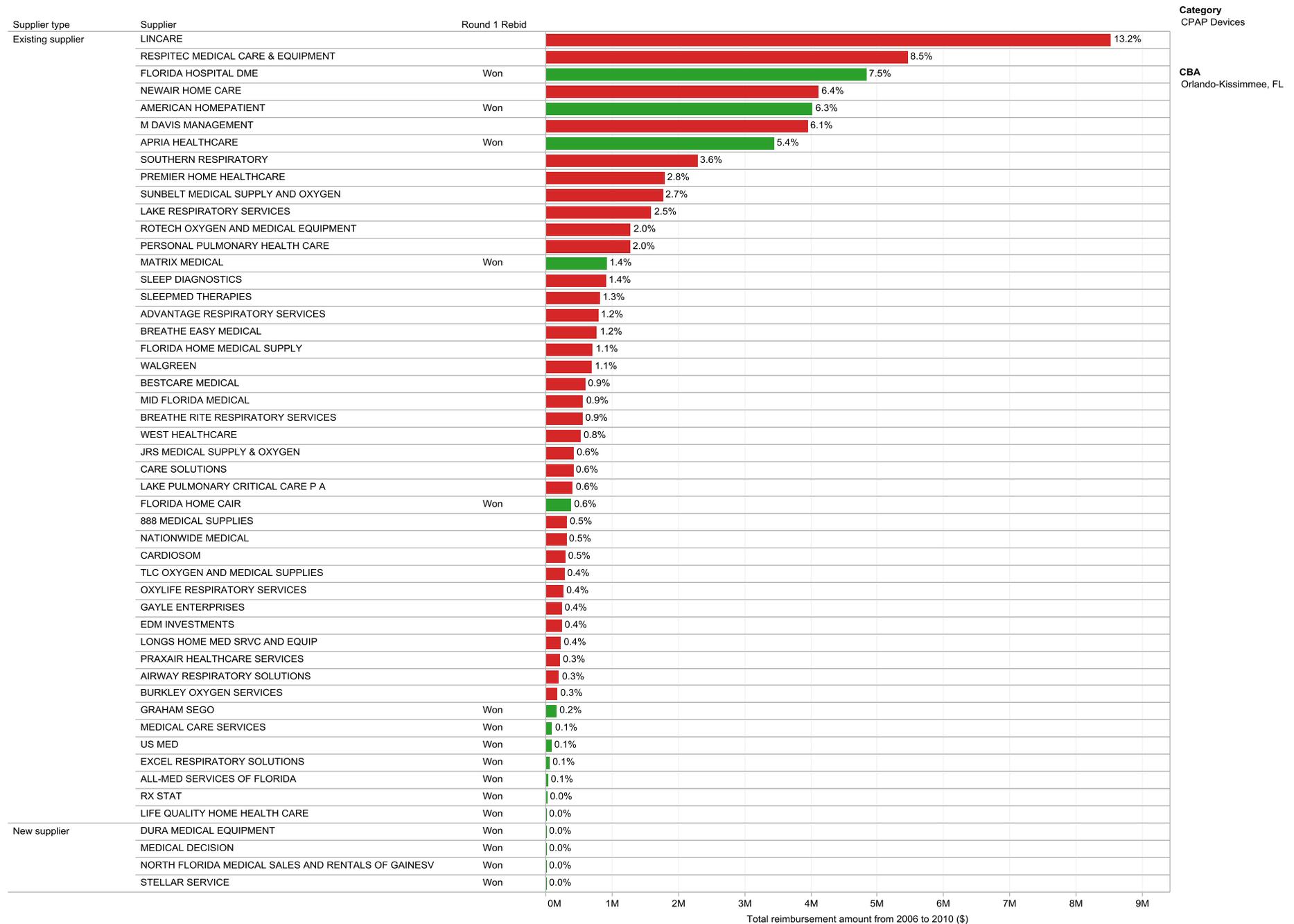


Figure 18. Medicare charge in 2006-10 and Round 1 Rebid status: CPAP Devices and Respiratory Assist Devices in Pittsburgh, PA

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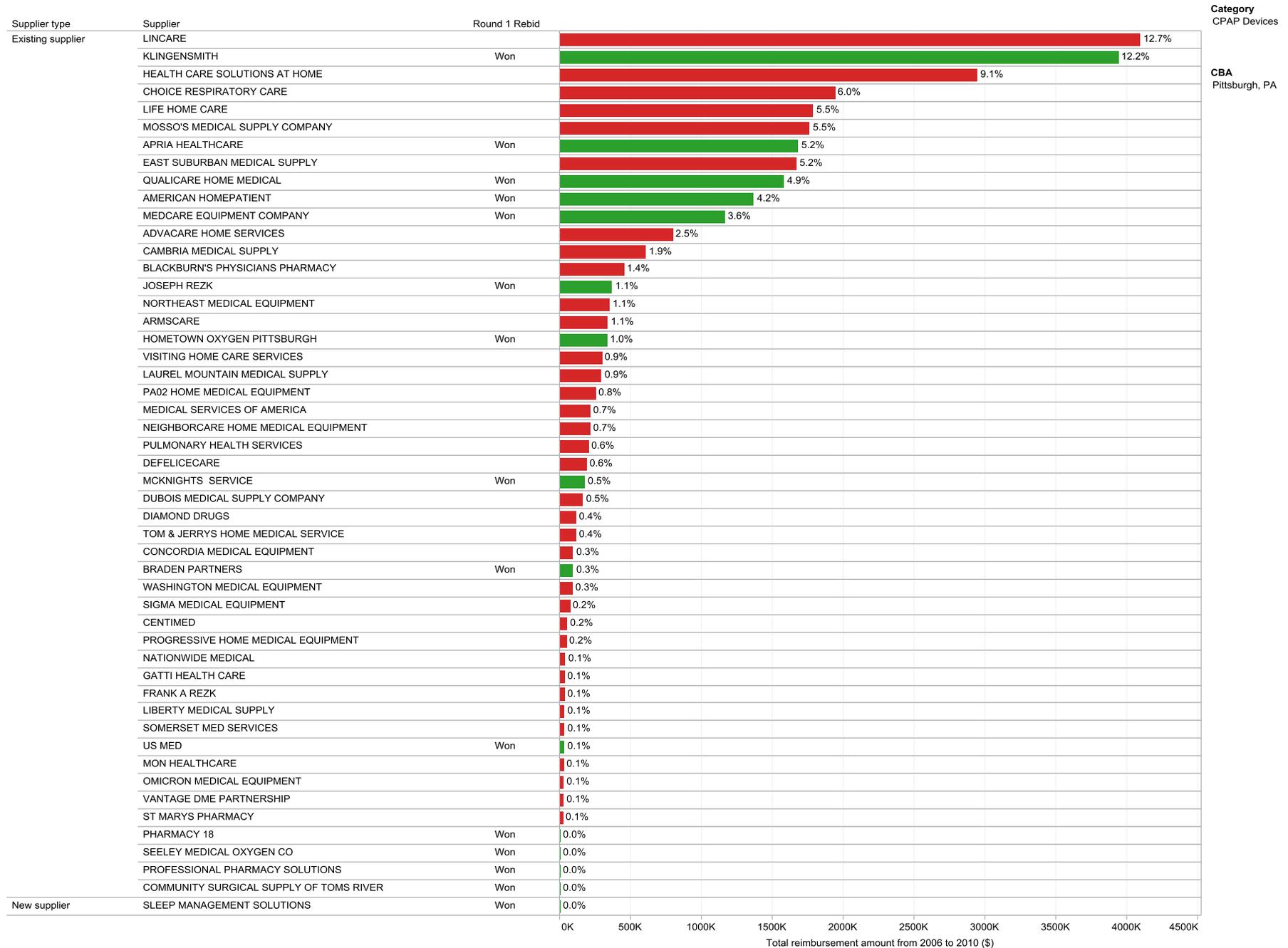


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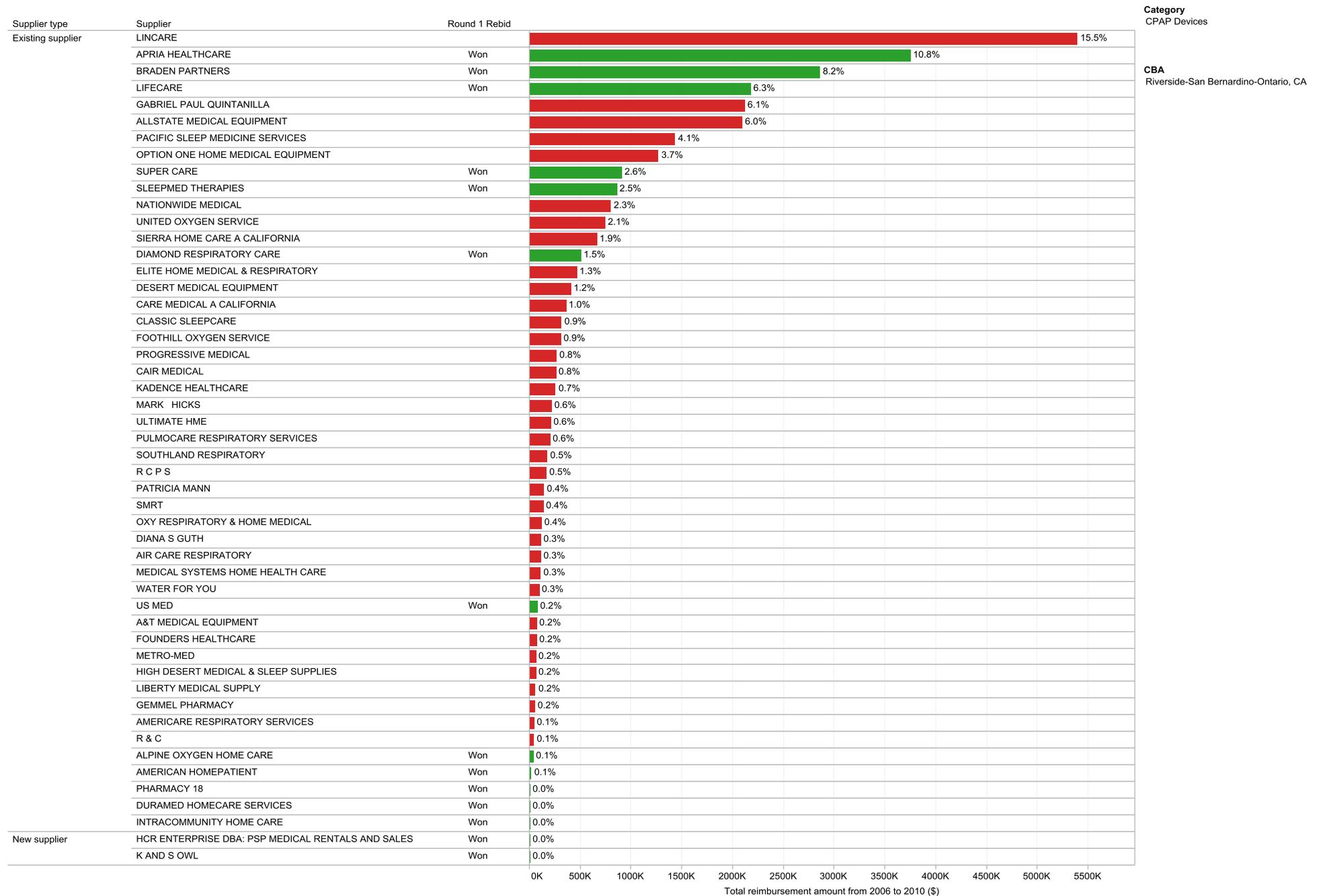


Figure 20. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Charlotte-Gastonia-Concord, NC-SC

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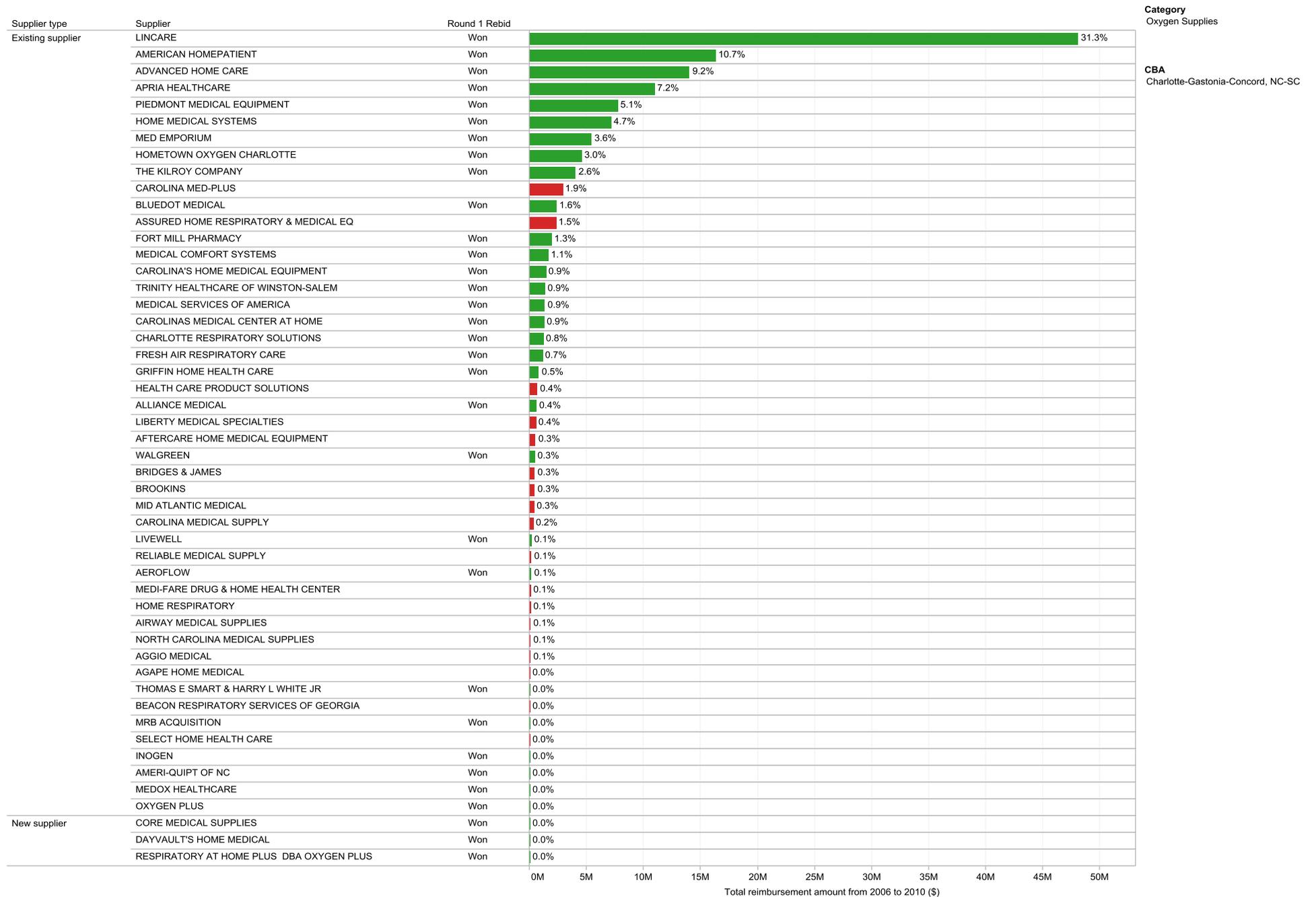


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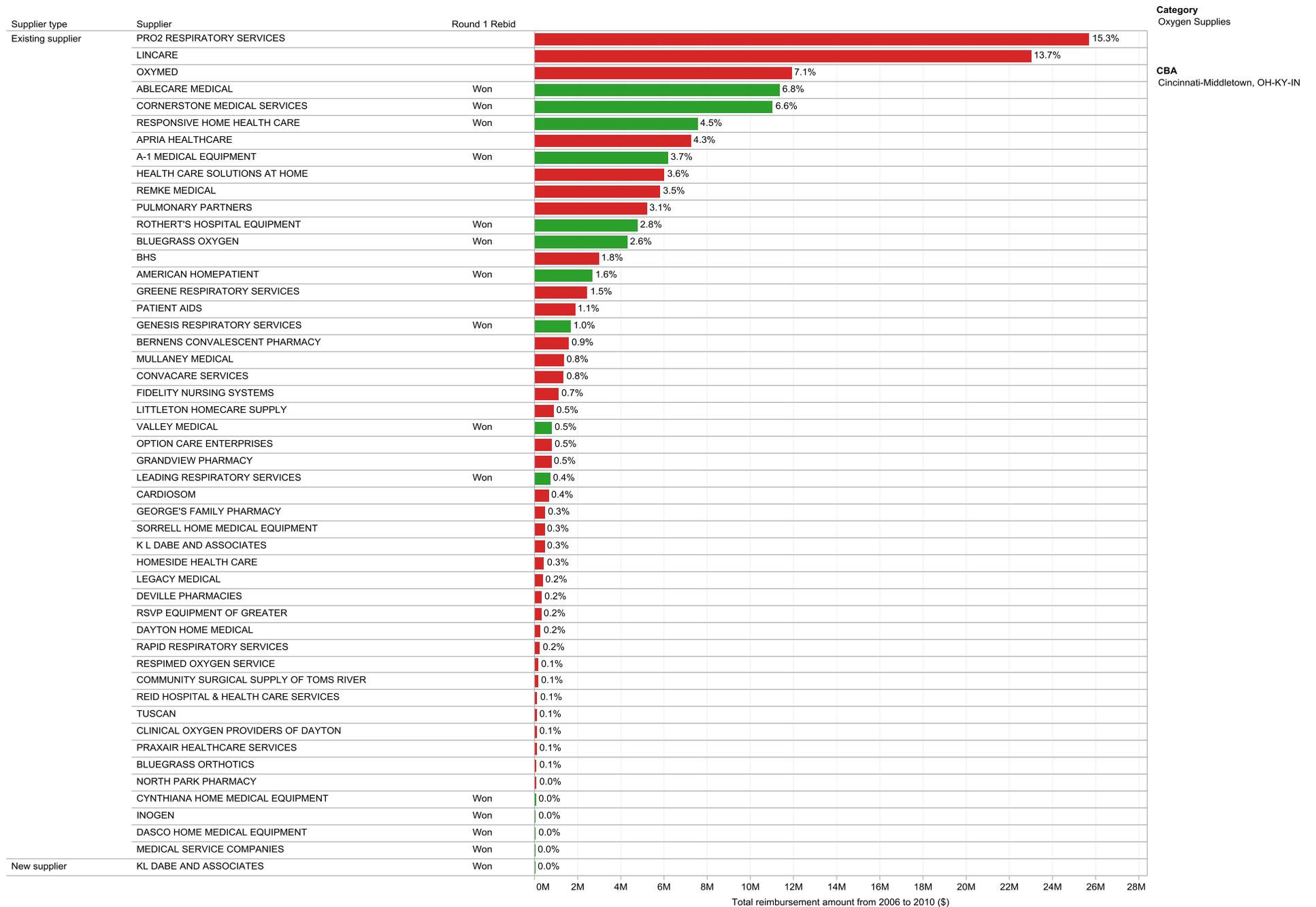


Figure 22. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Cleveland-Elyria-Mentor, OH

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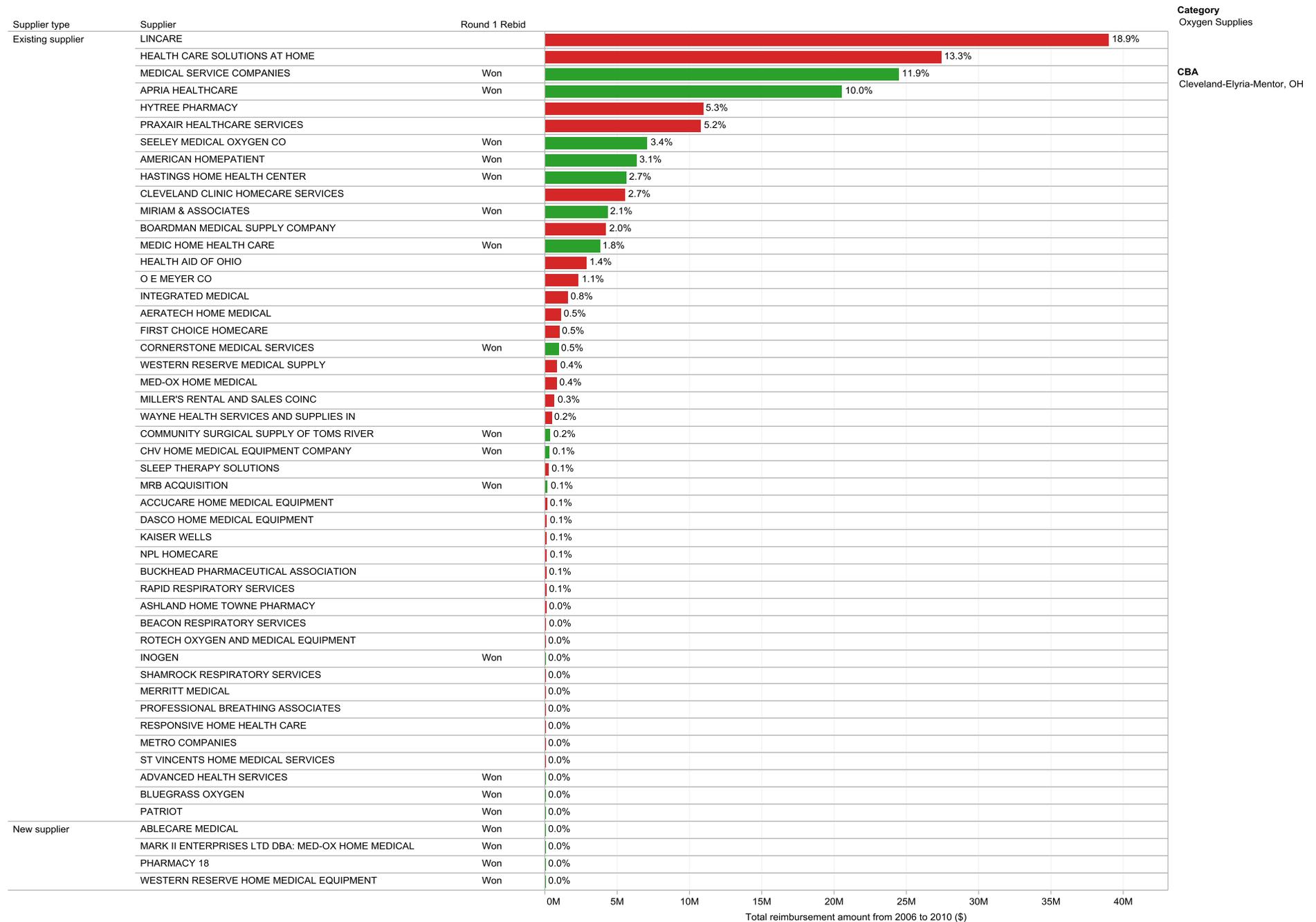


Figure 23. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Dallas-Fort Worth-Arlington, TX

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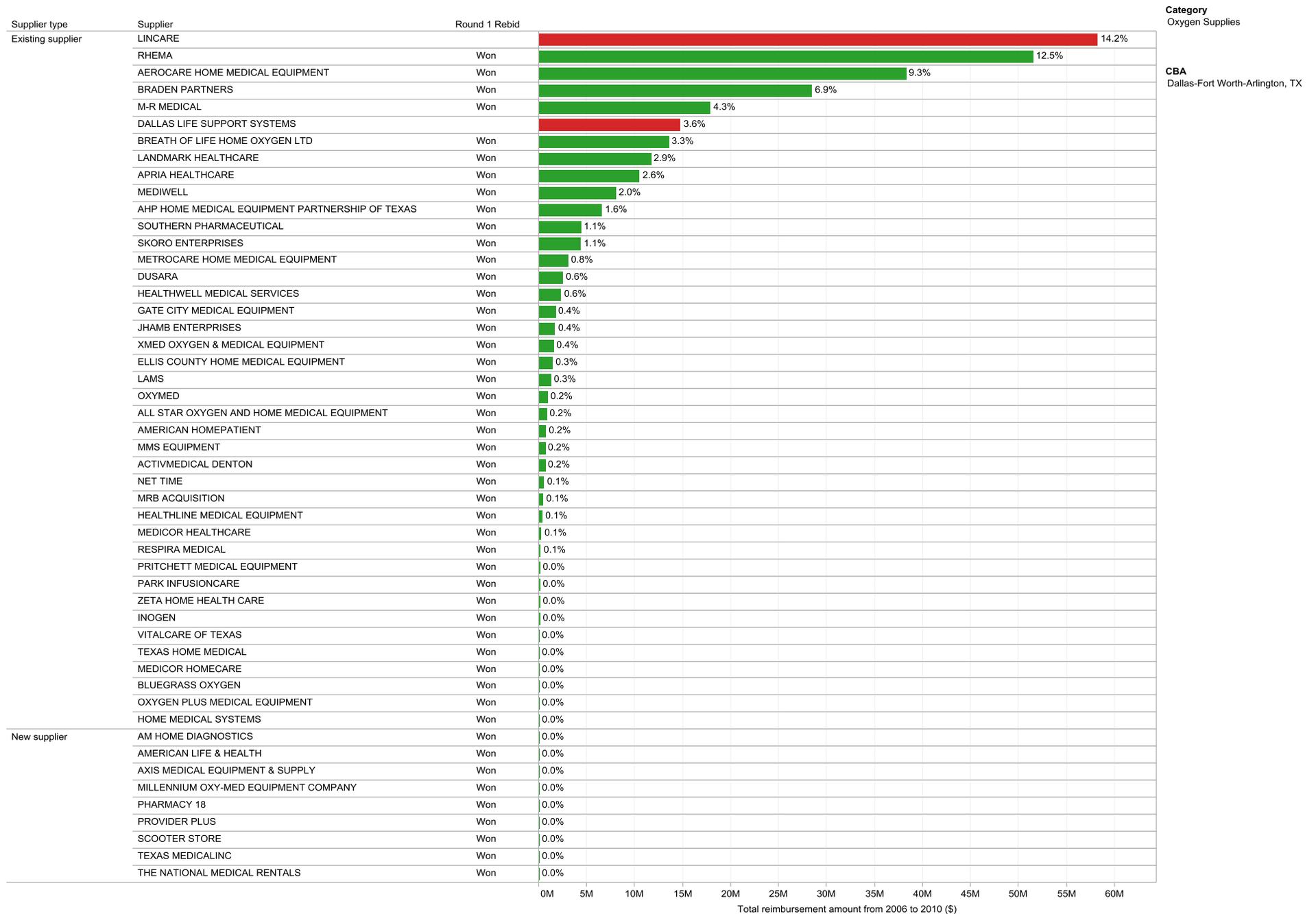


Figure 24. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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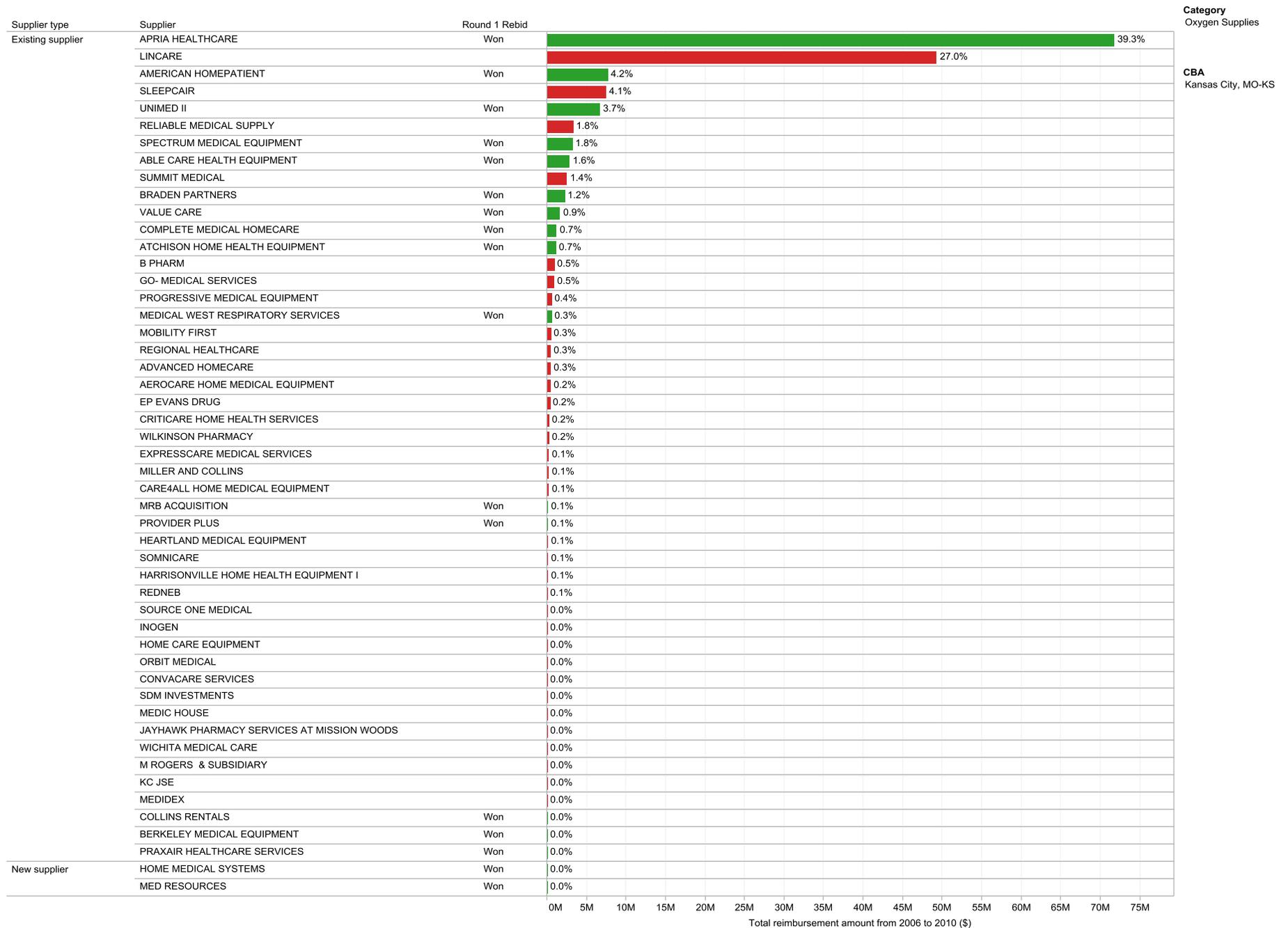
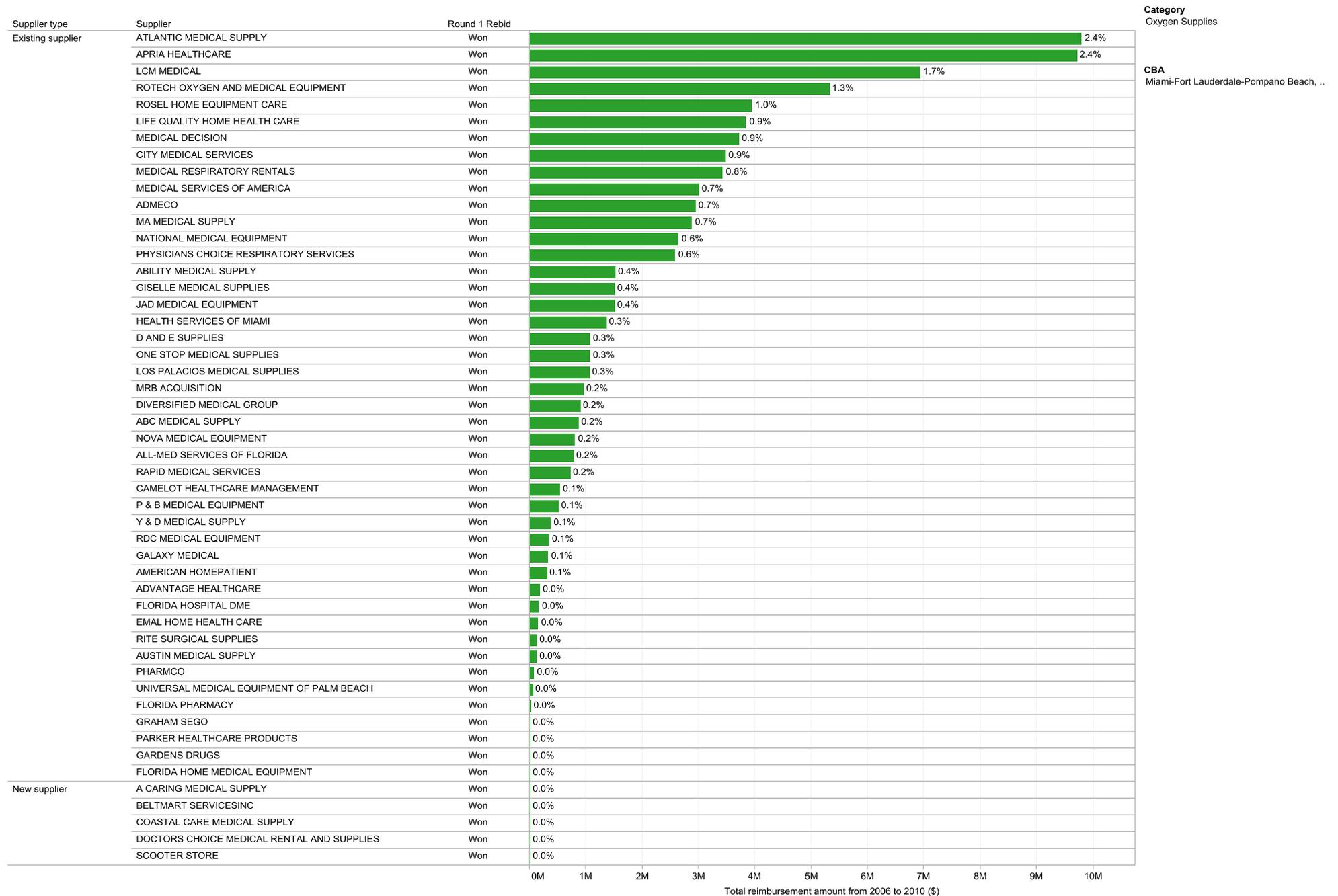


Figure 25. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red.

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Category
Oxygen Supplies

CBA
Miami-Fort Lauderdale-Pompano Beach, ...

Figure 26. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Orlando-Kissimmee, FL

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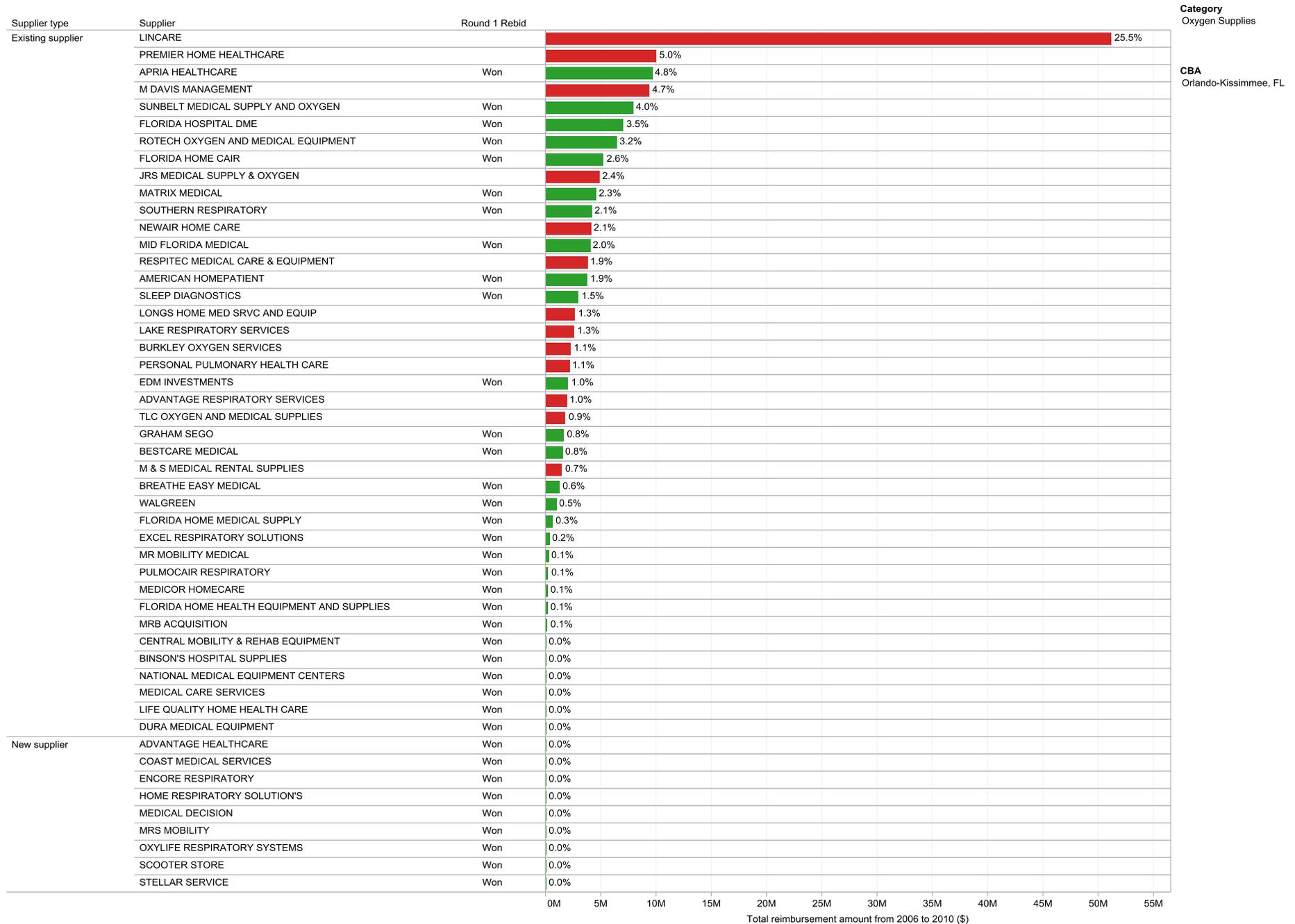


Figure 27. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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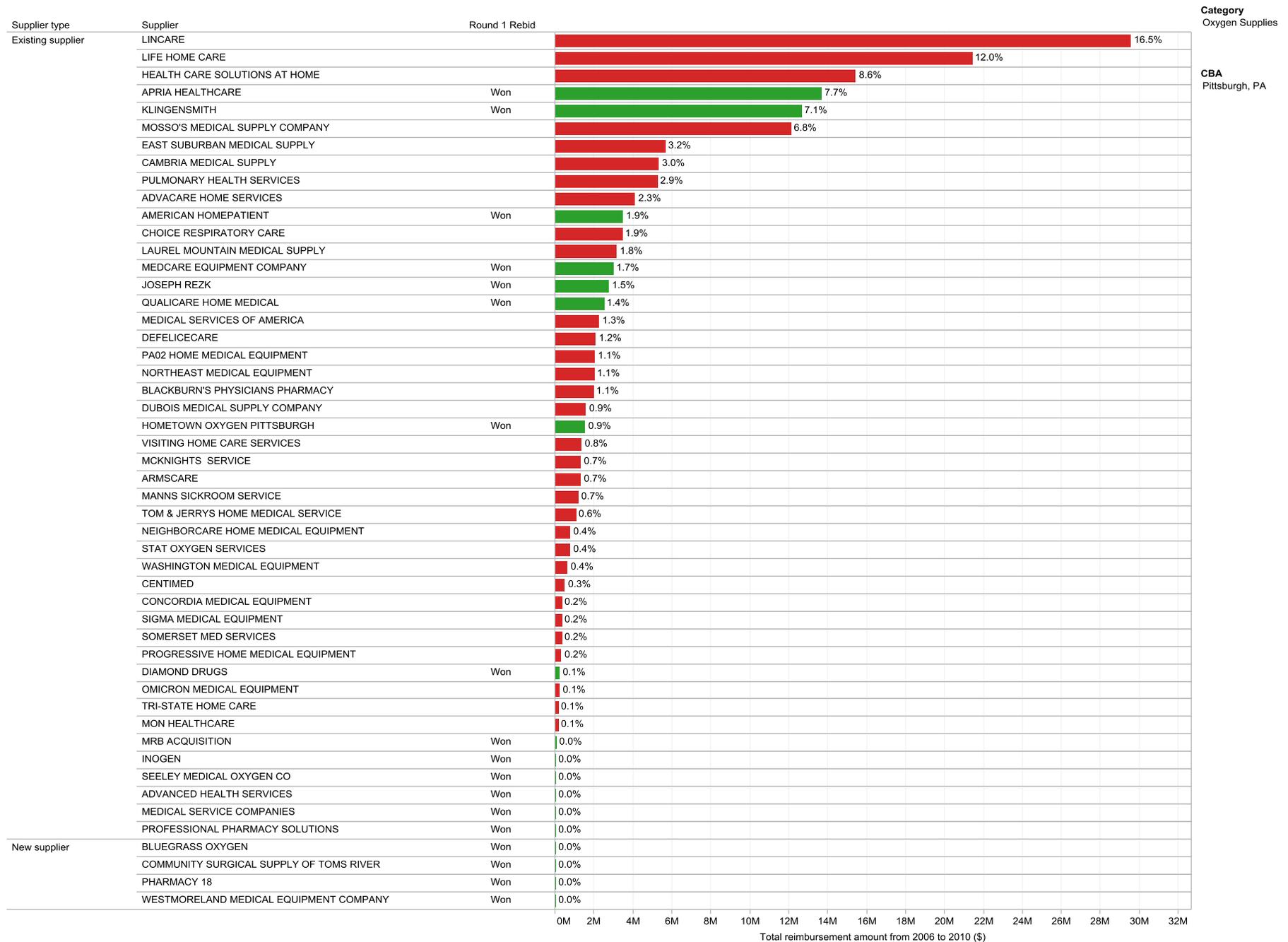


Figure 28. Medicare charge in 2006-10 and Round 1 Rebid status: Oxygen Supplies in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

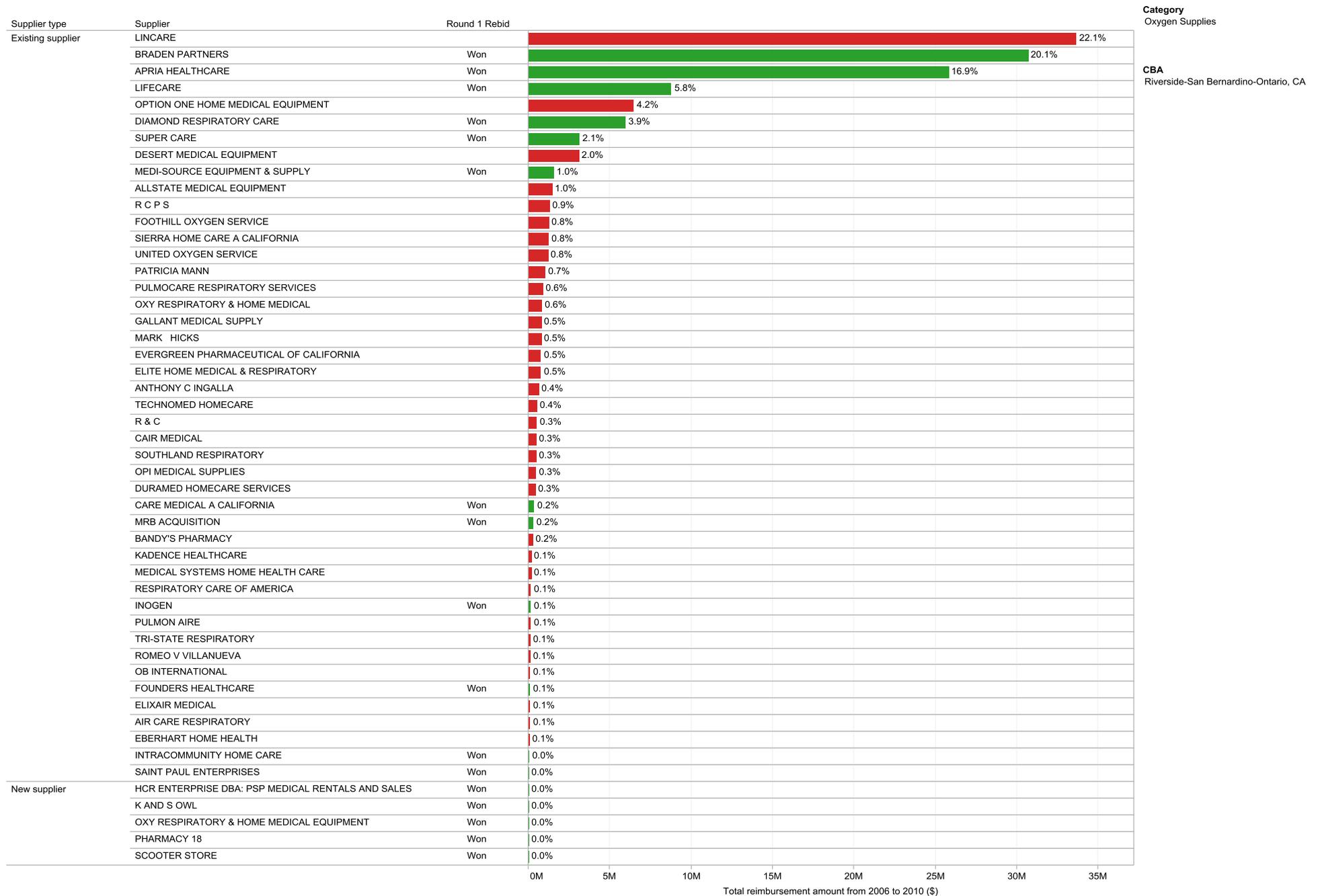


Figure 29. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

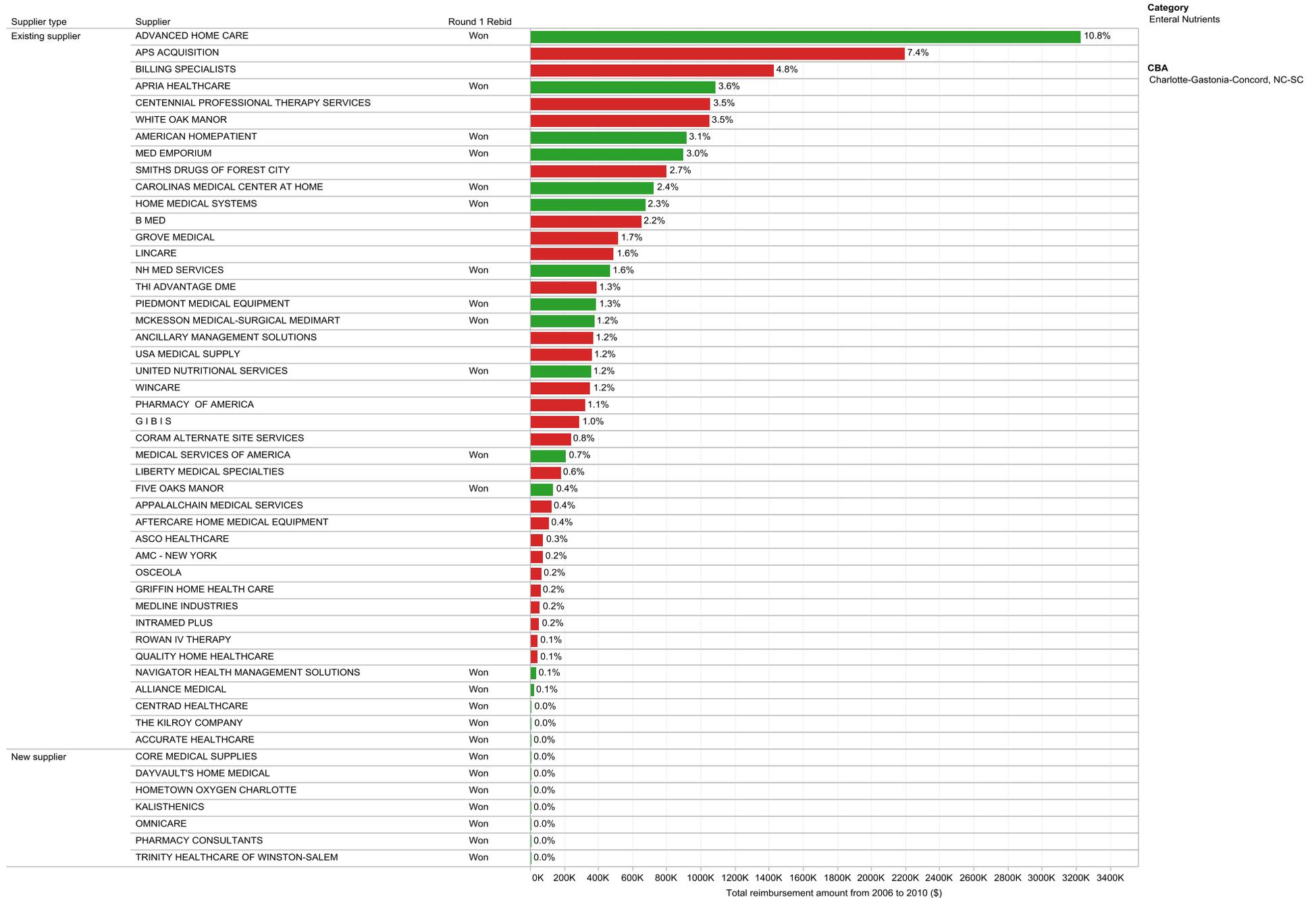


Figure 30. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

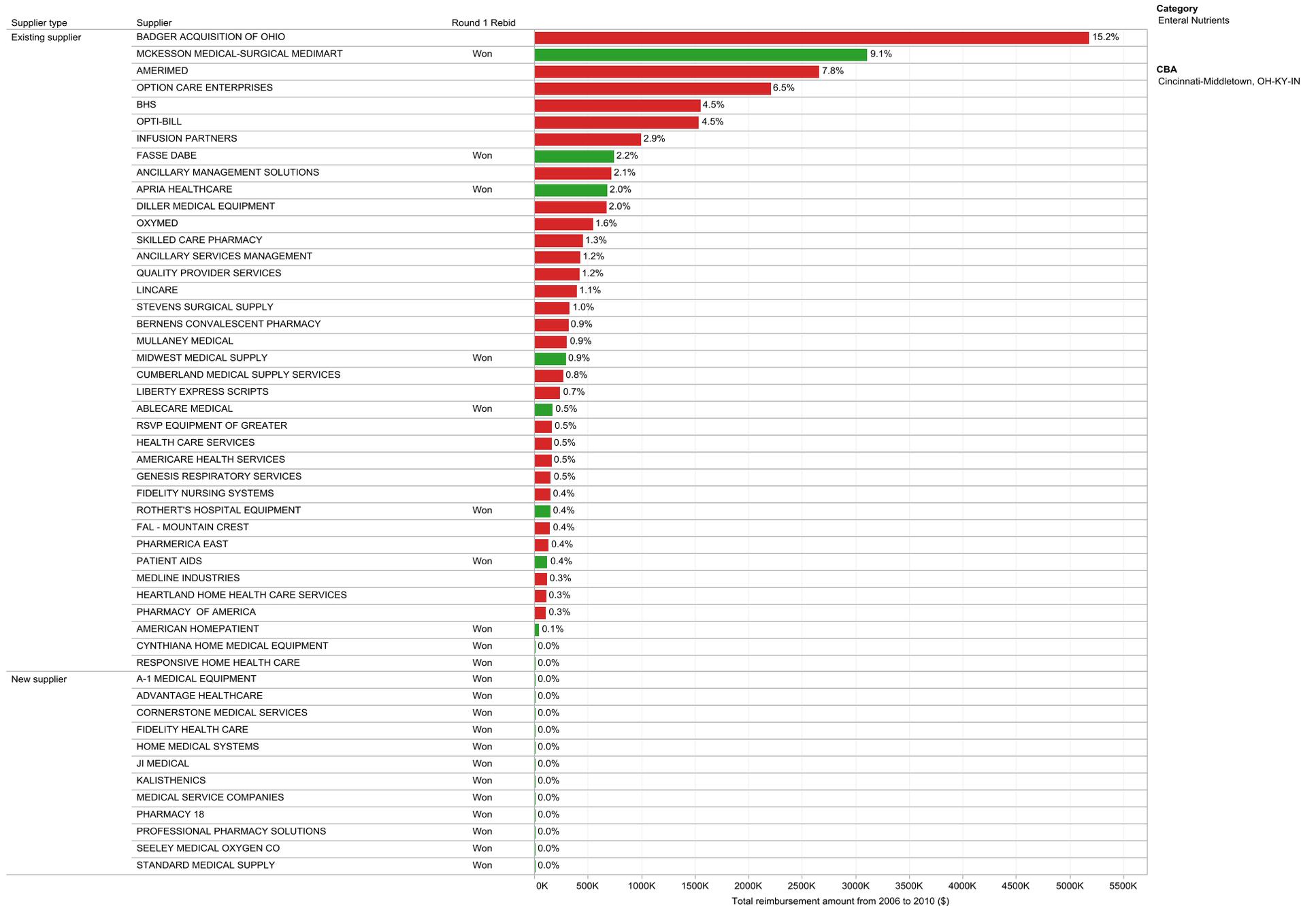


Figure 31. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

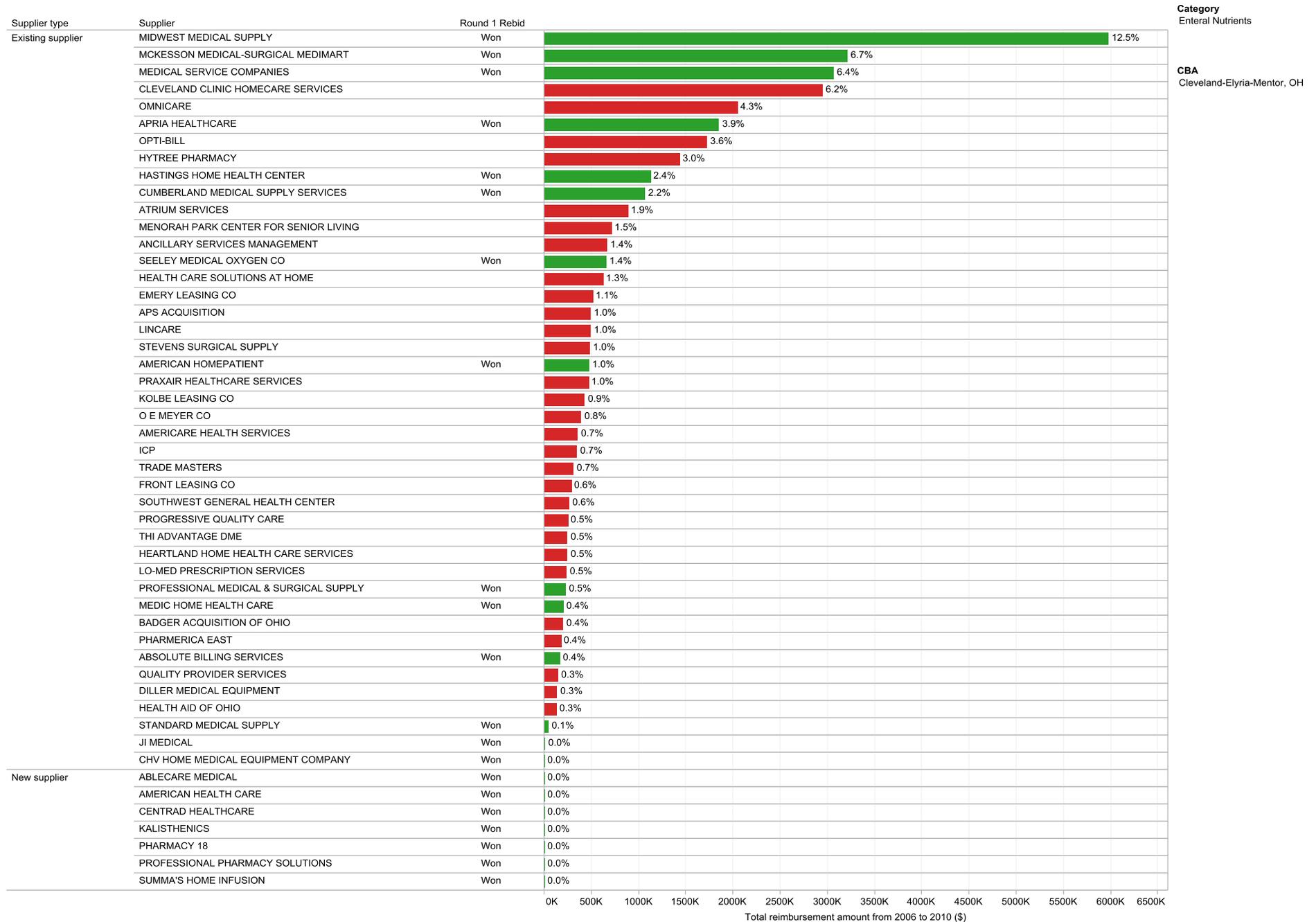


Figure 32. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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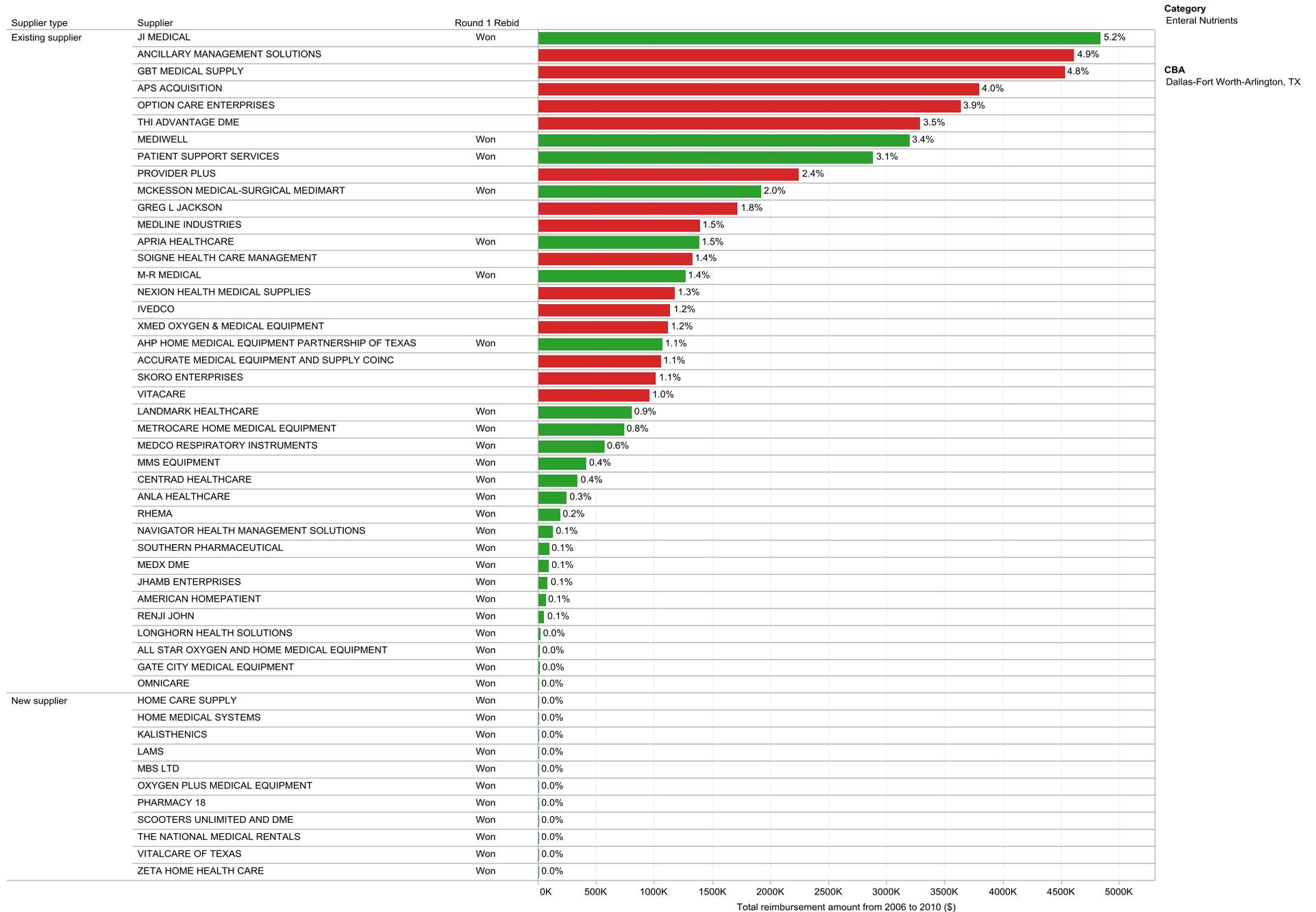


Figure 33. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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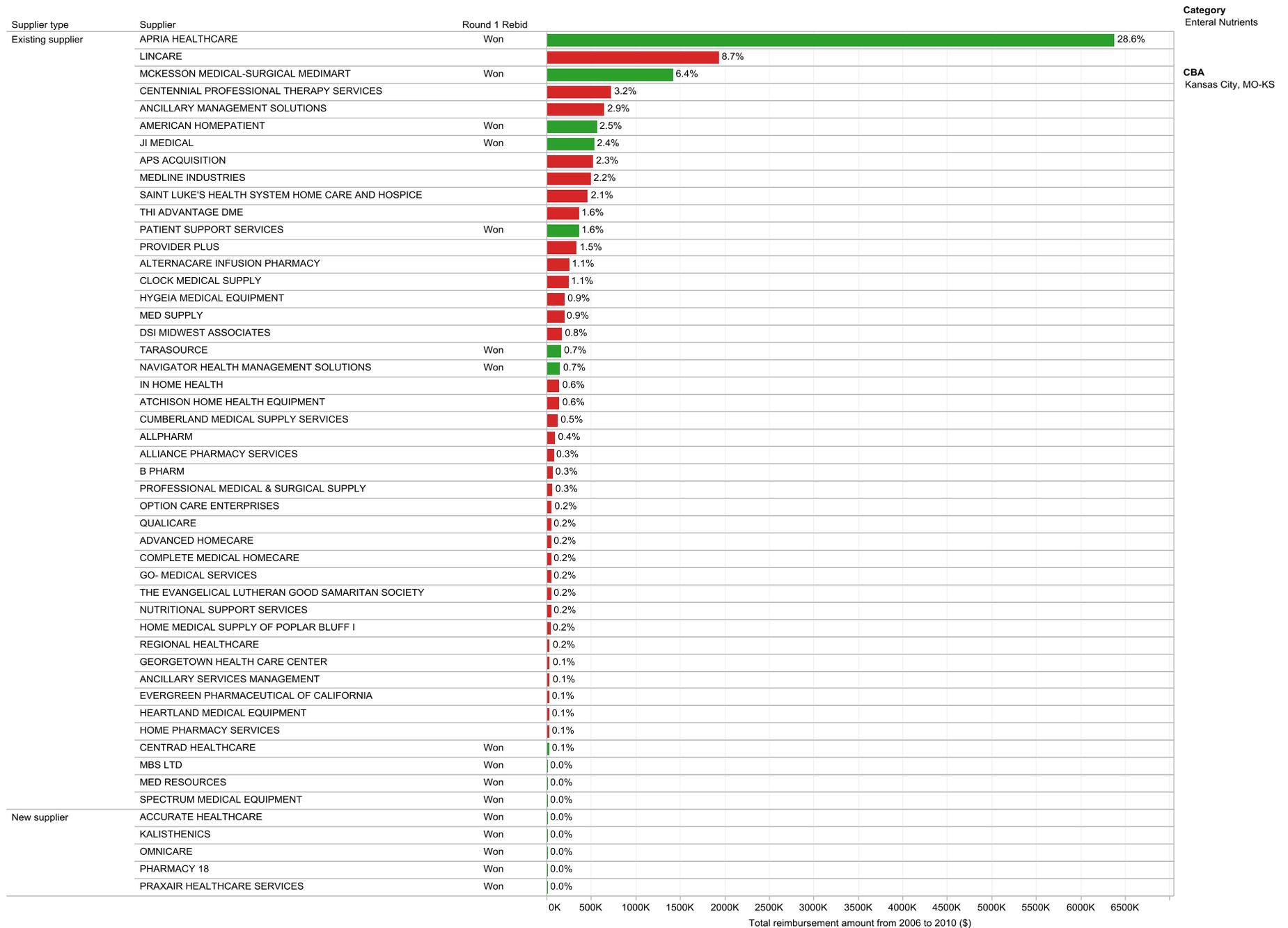


Figure 34. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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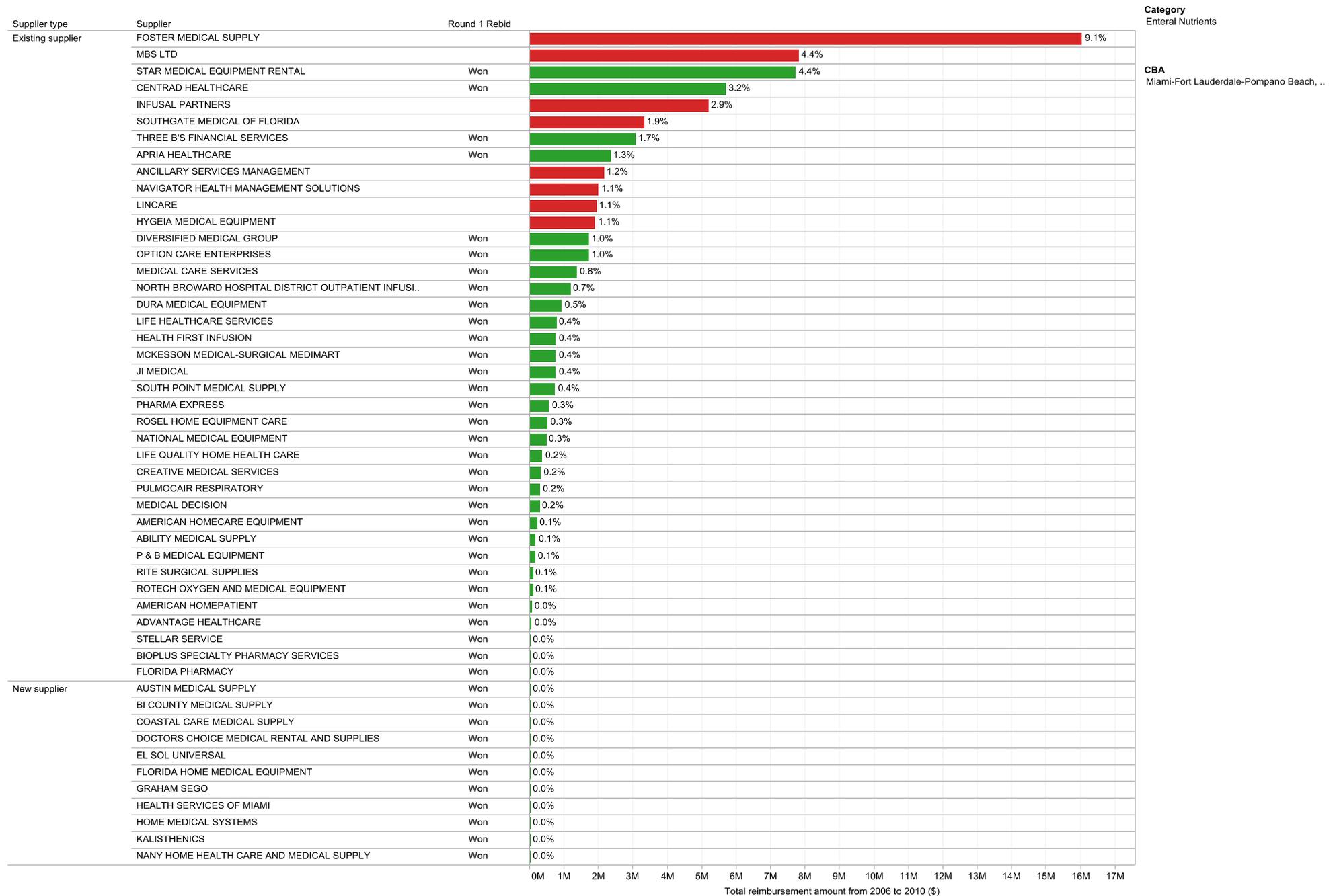


Figure 35. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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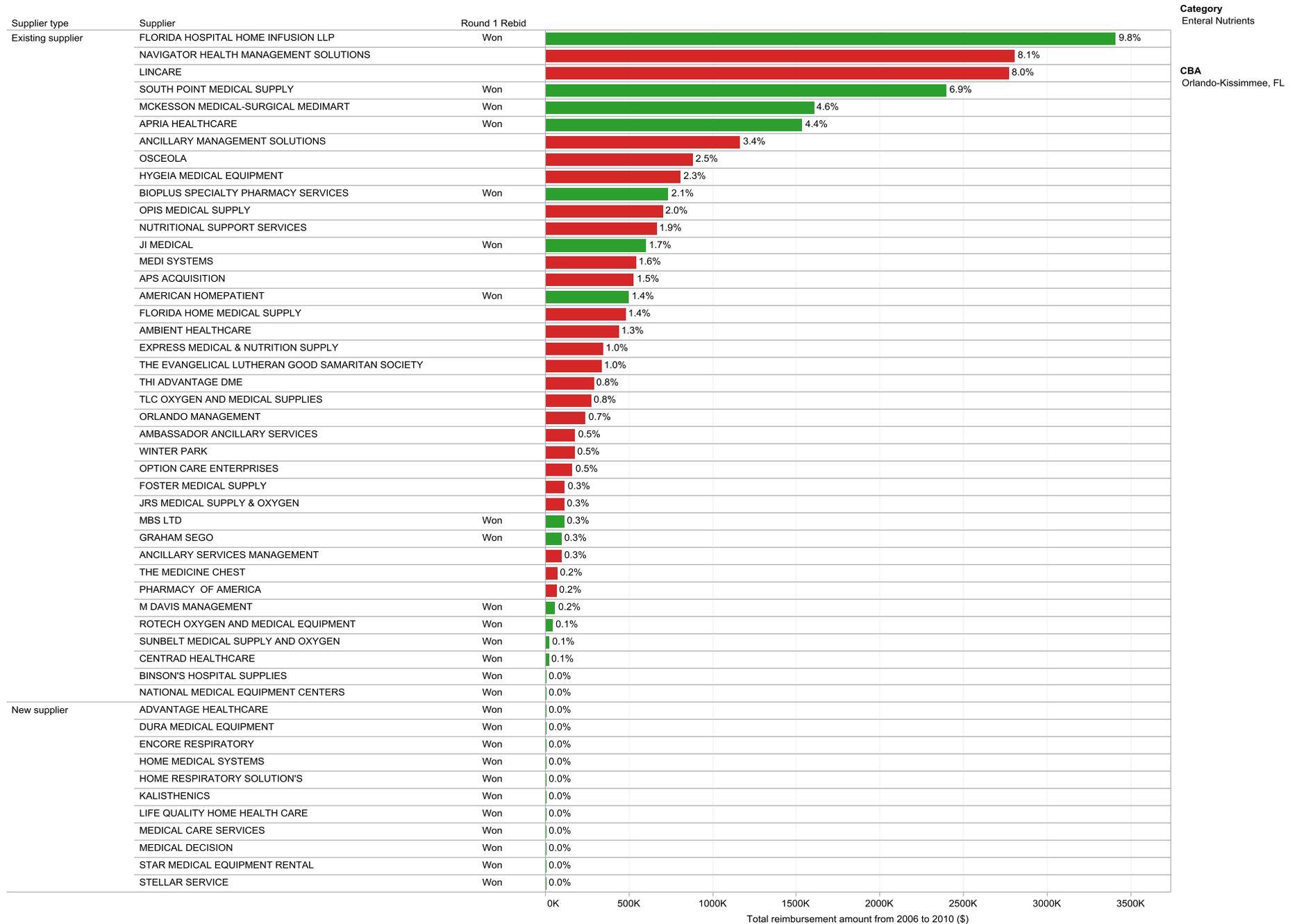


Figure 36. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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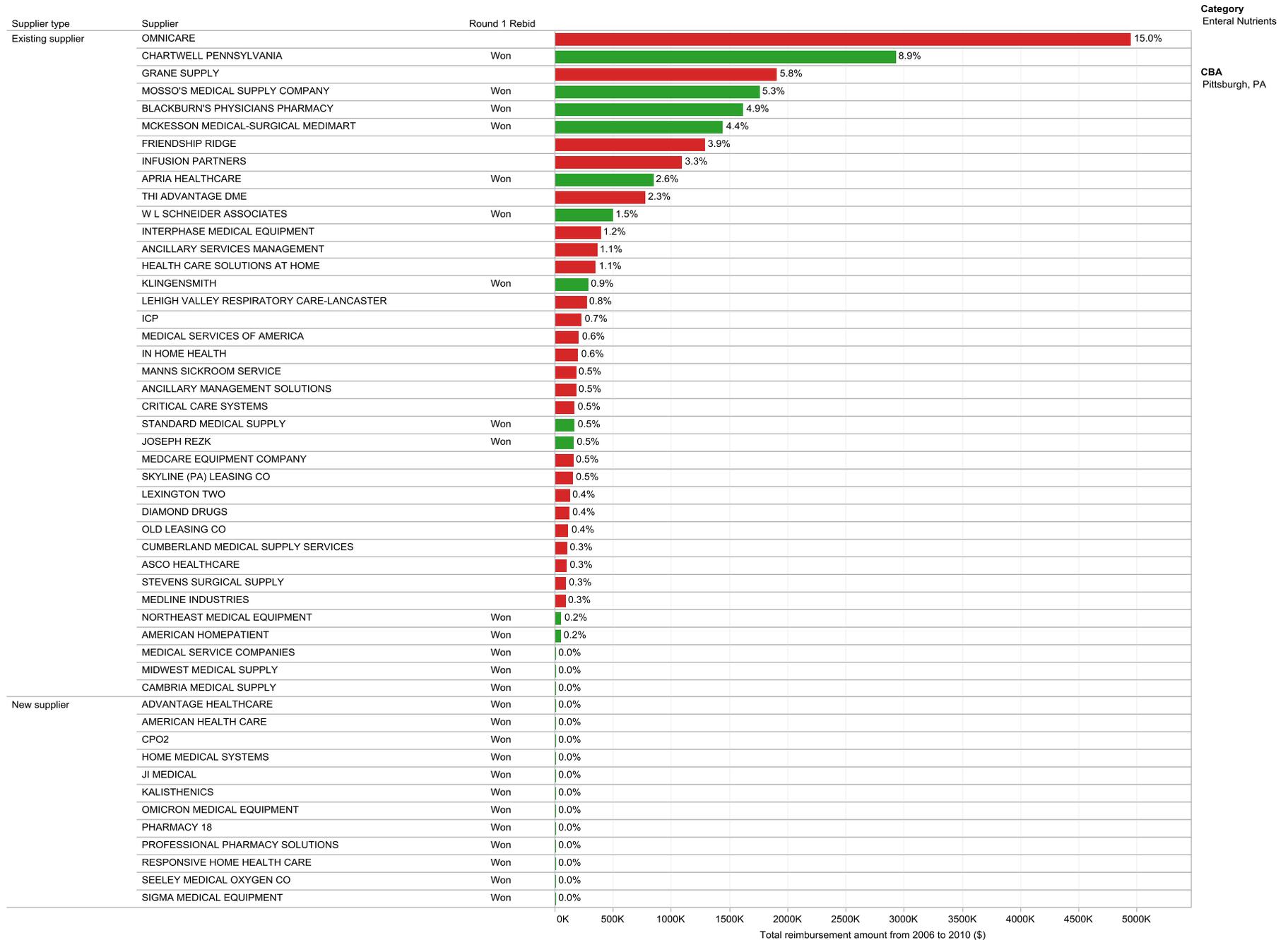


Figure 37. Medicare charge in 2006-10 and Round 1 Rebid status: Enteral Nutrients, Equipment & supplies in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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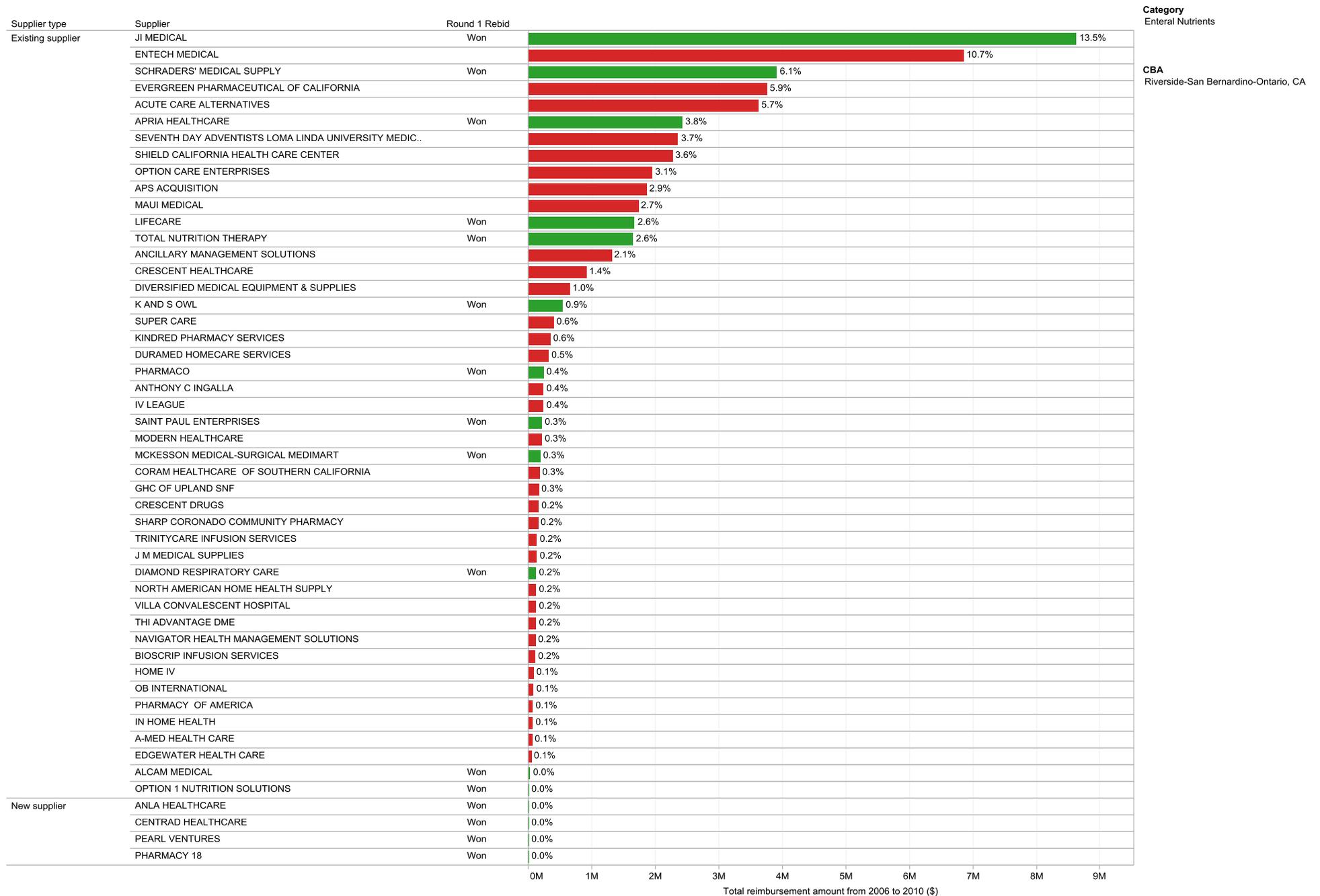
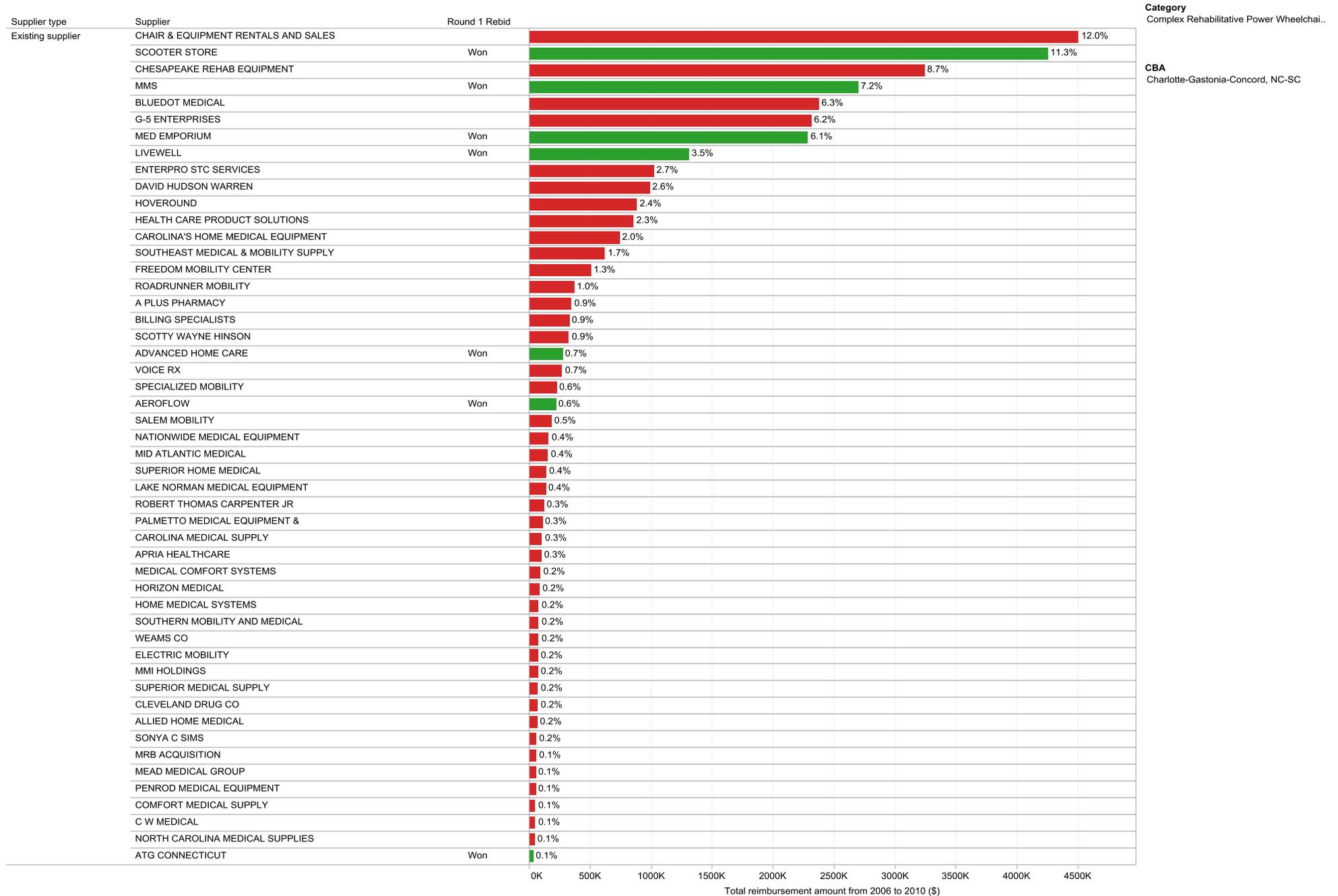


Figure 38. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.



Category
Complex Rehabilitative Power Wheelchai..

CBA
Charlotte-Gastonia-Concord, NC-SC

Figure 39. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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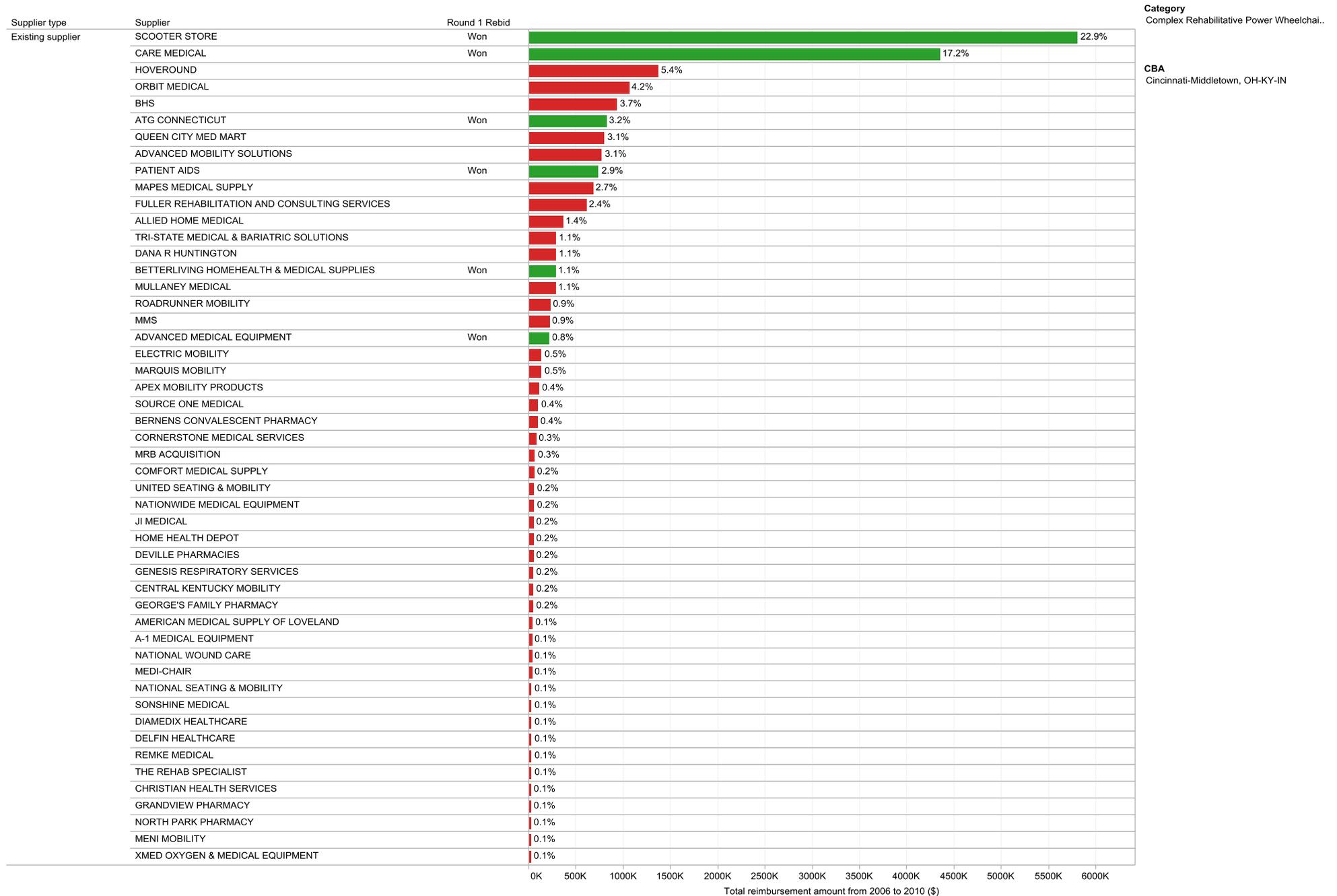


Figure 40. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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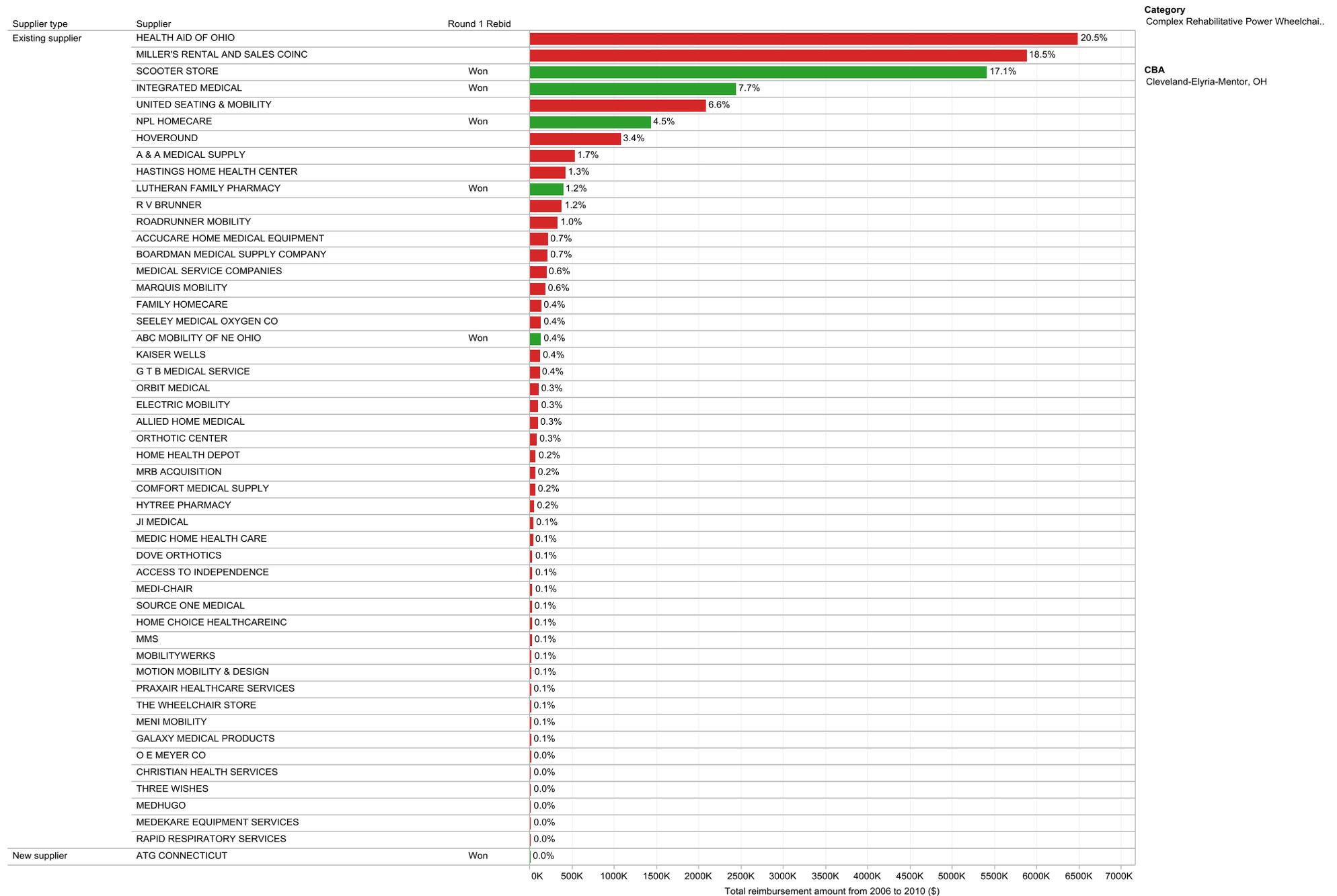


Figure 41. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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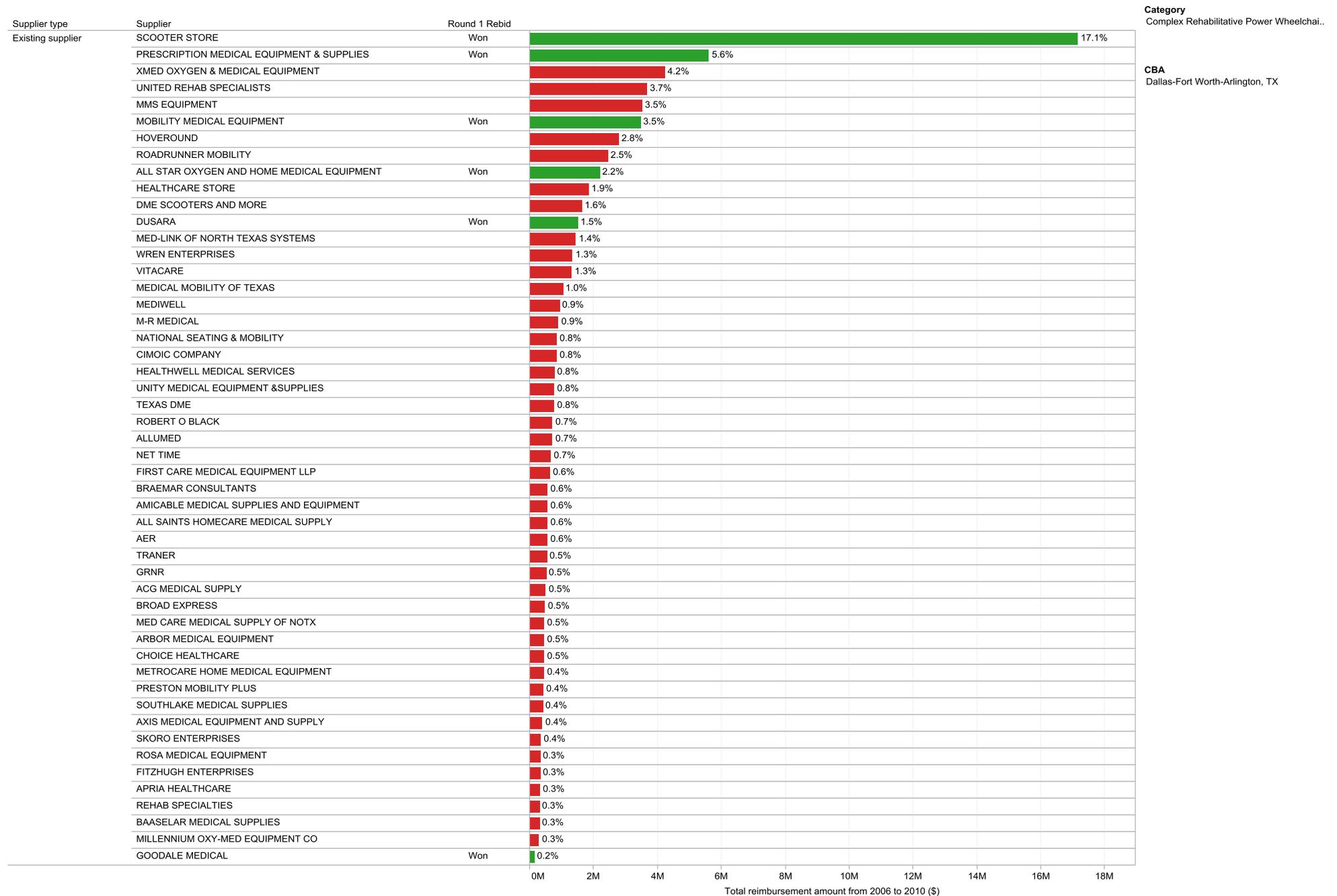


Figure 42. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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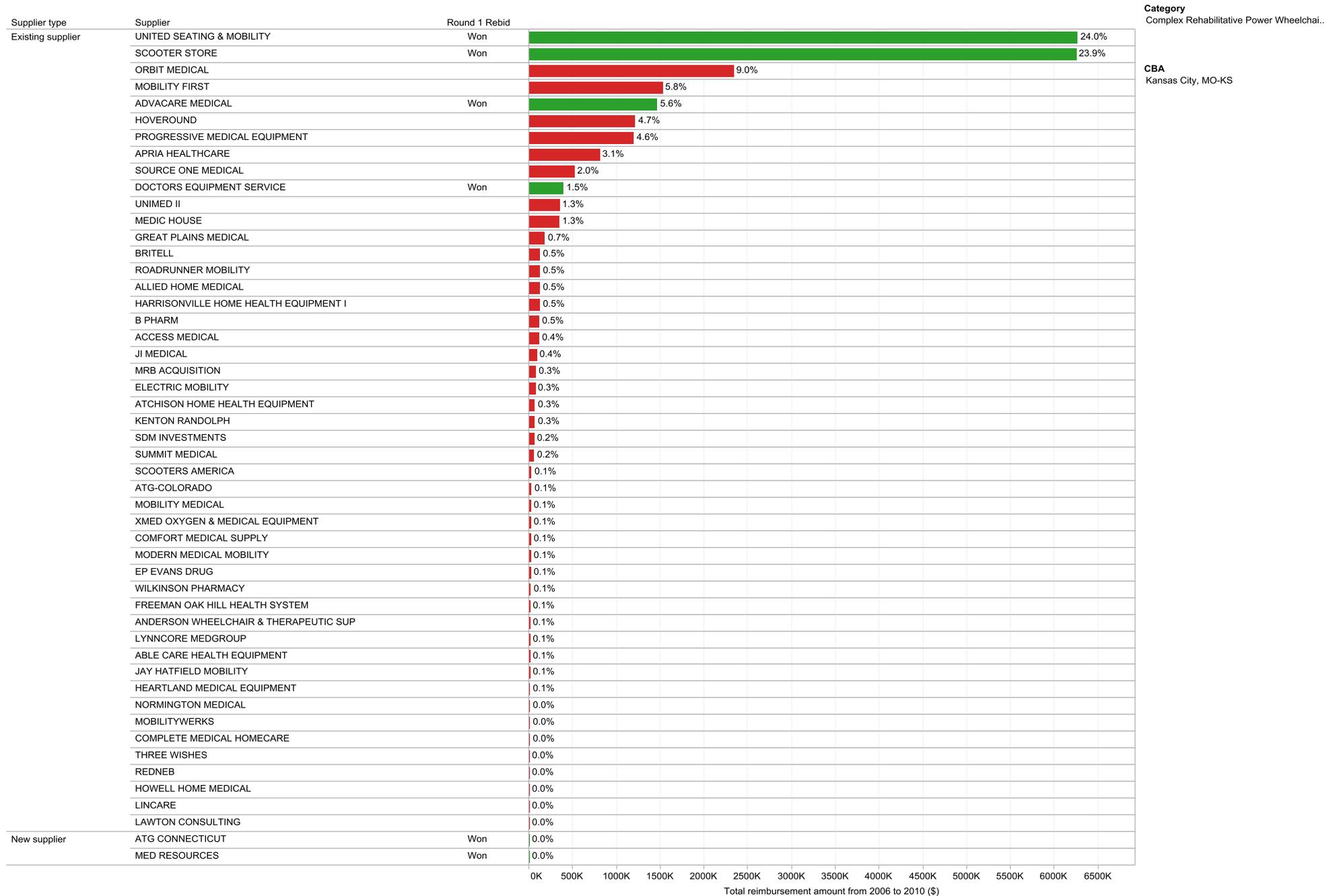


Figure 43. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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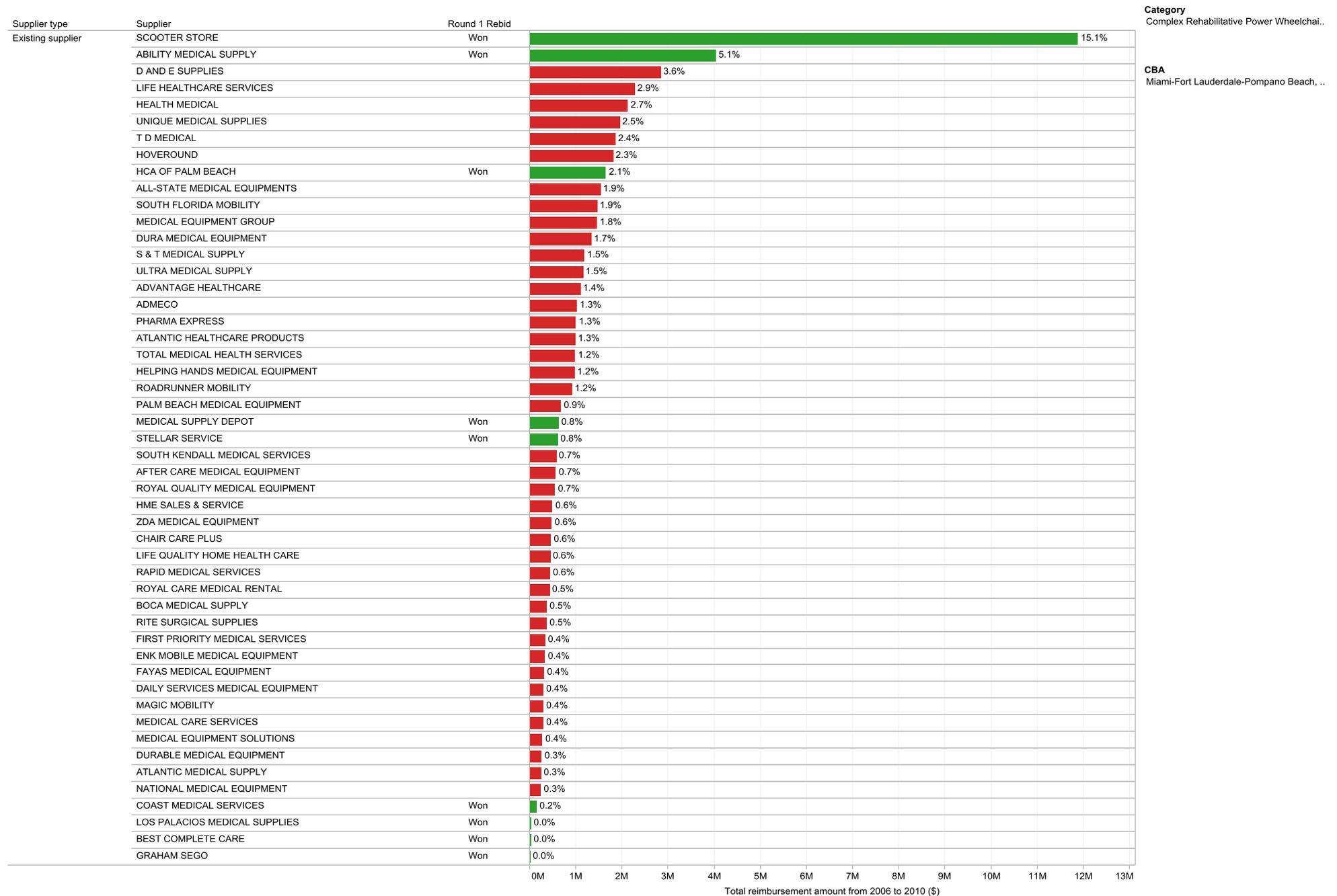


Figure 44. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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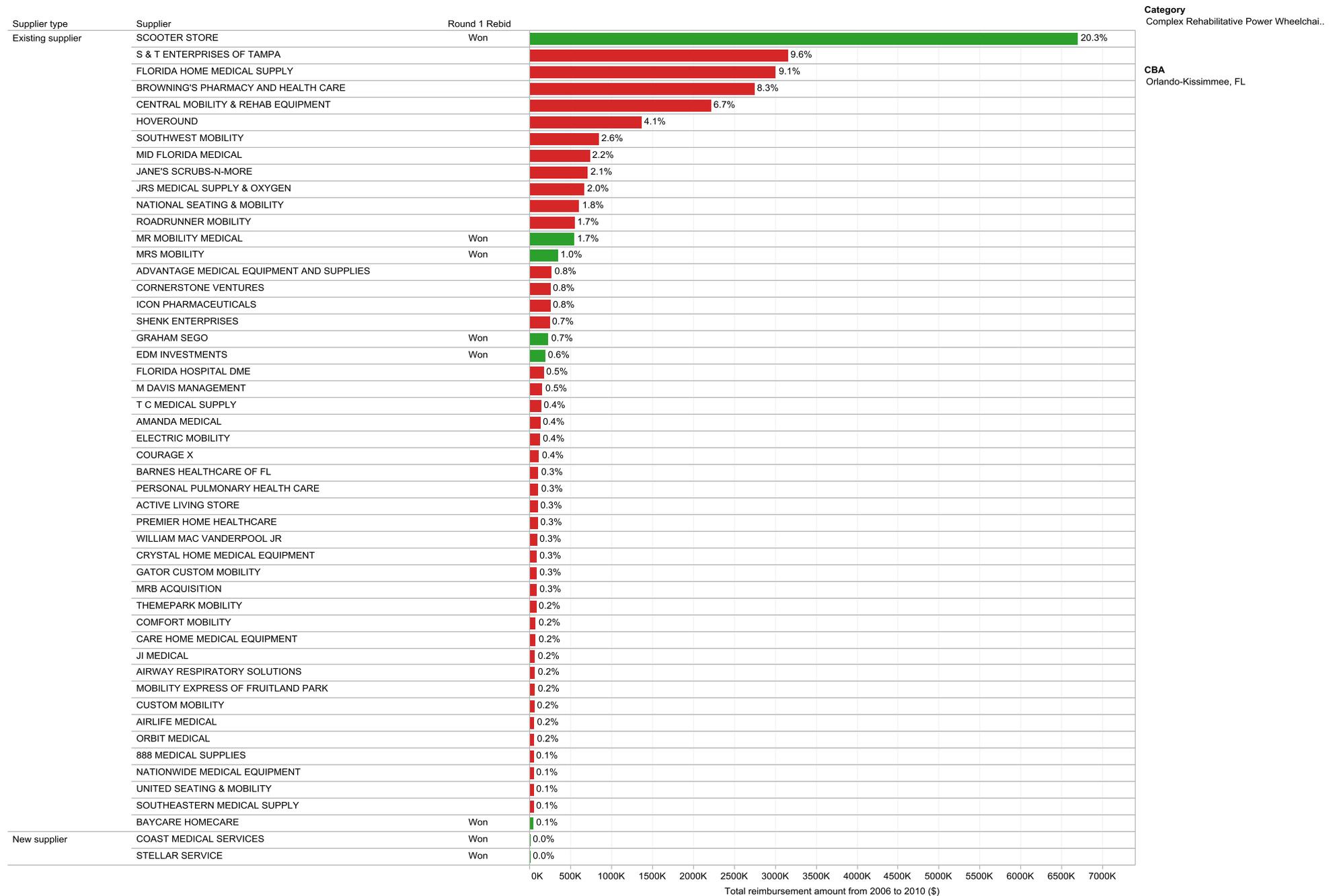
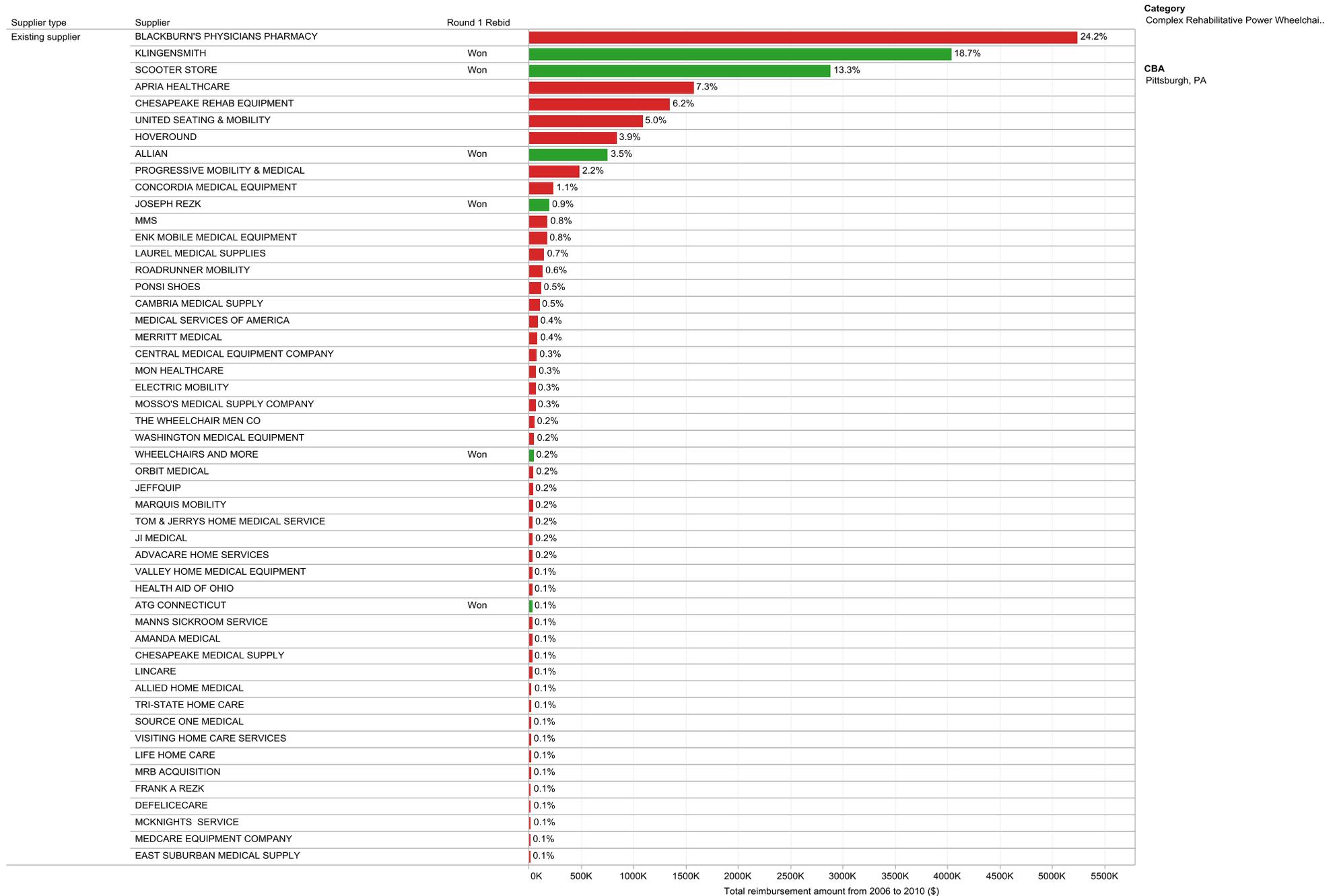


Figure 45. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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Category
Complex Rehabilitative Power Wheelchai..

CBA
Pittsburgh, PA

Figure 46. Medicare charge in 2006-10 and Round 1 Rebid status: Complex Rehabilitative Power Wheelchairs in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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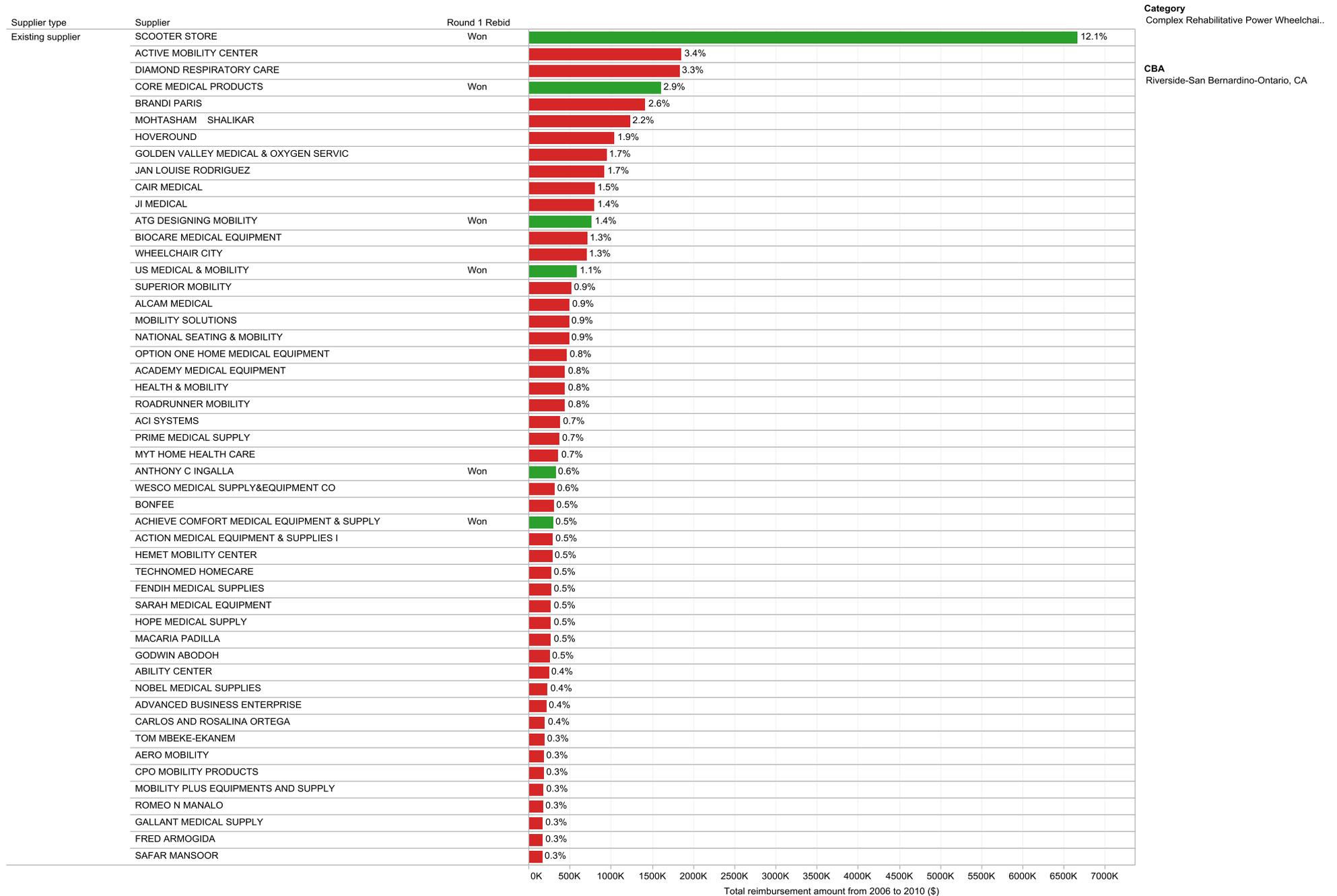


Figure 47. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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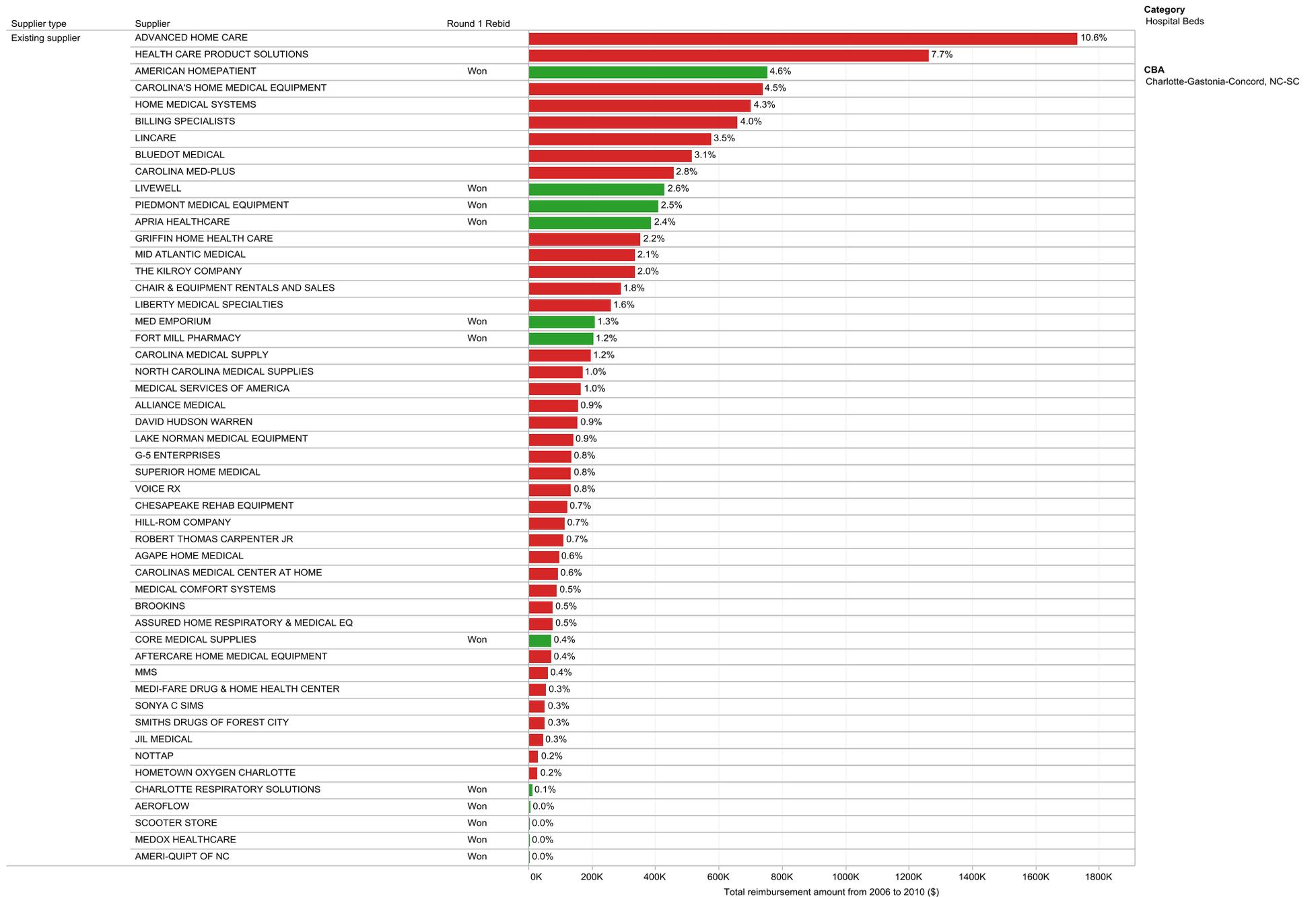


Figure 48. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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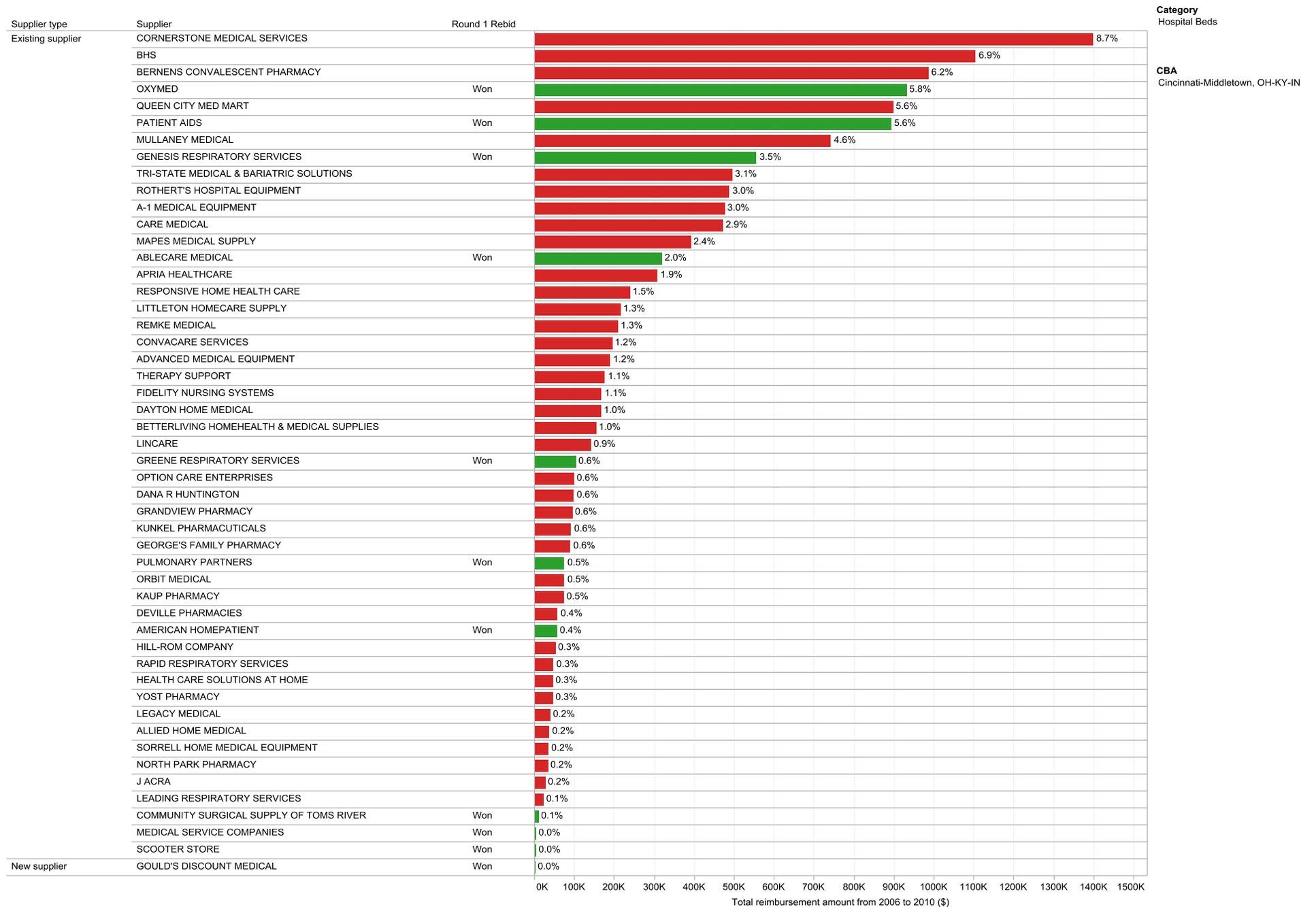


Figure 49. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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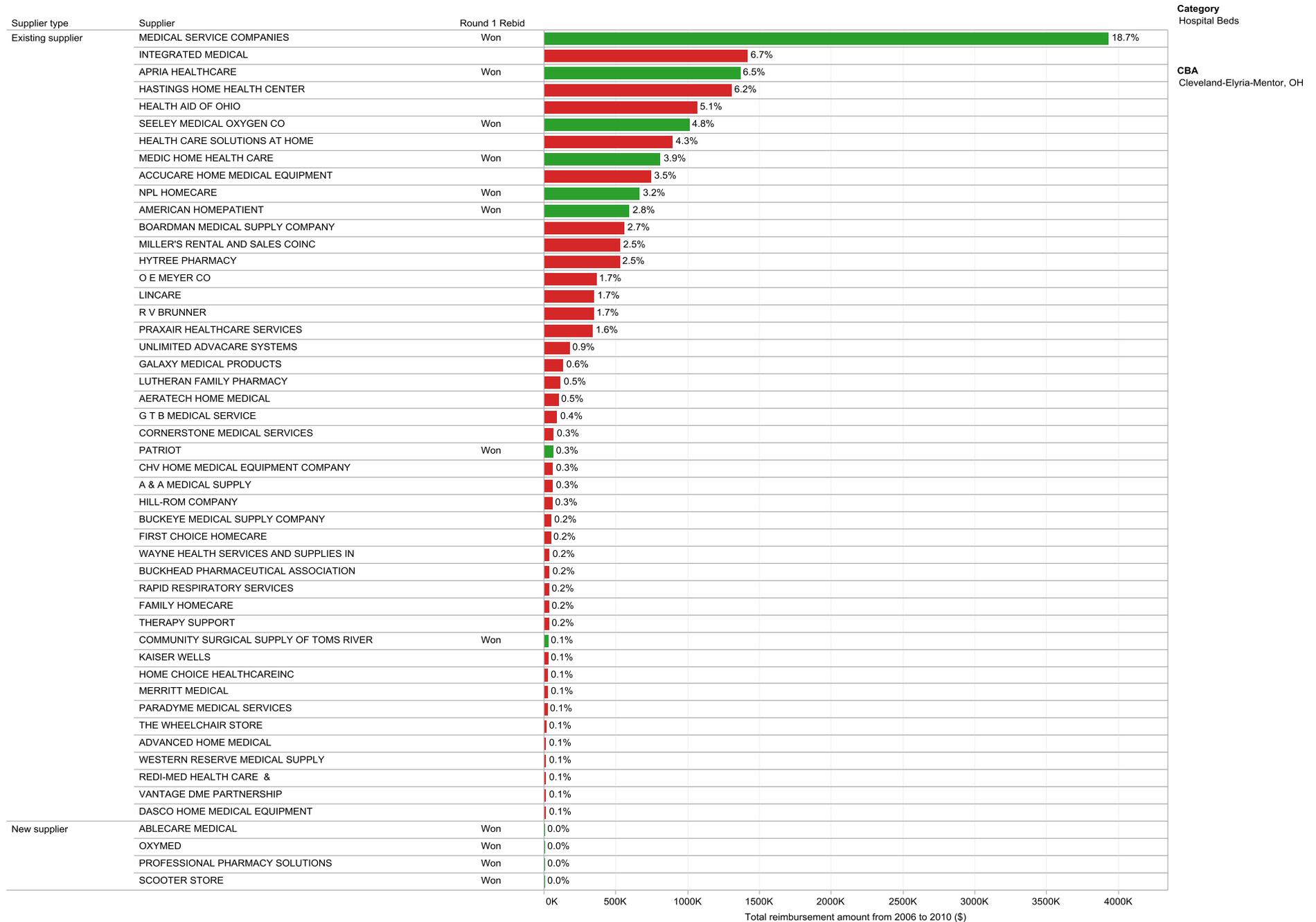


Figure 50. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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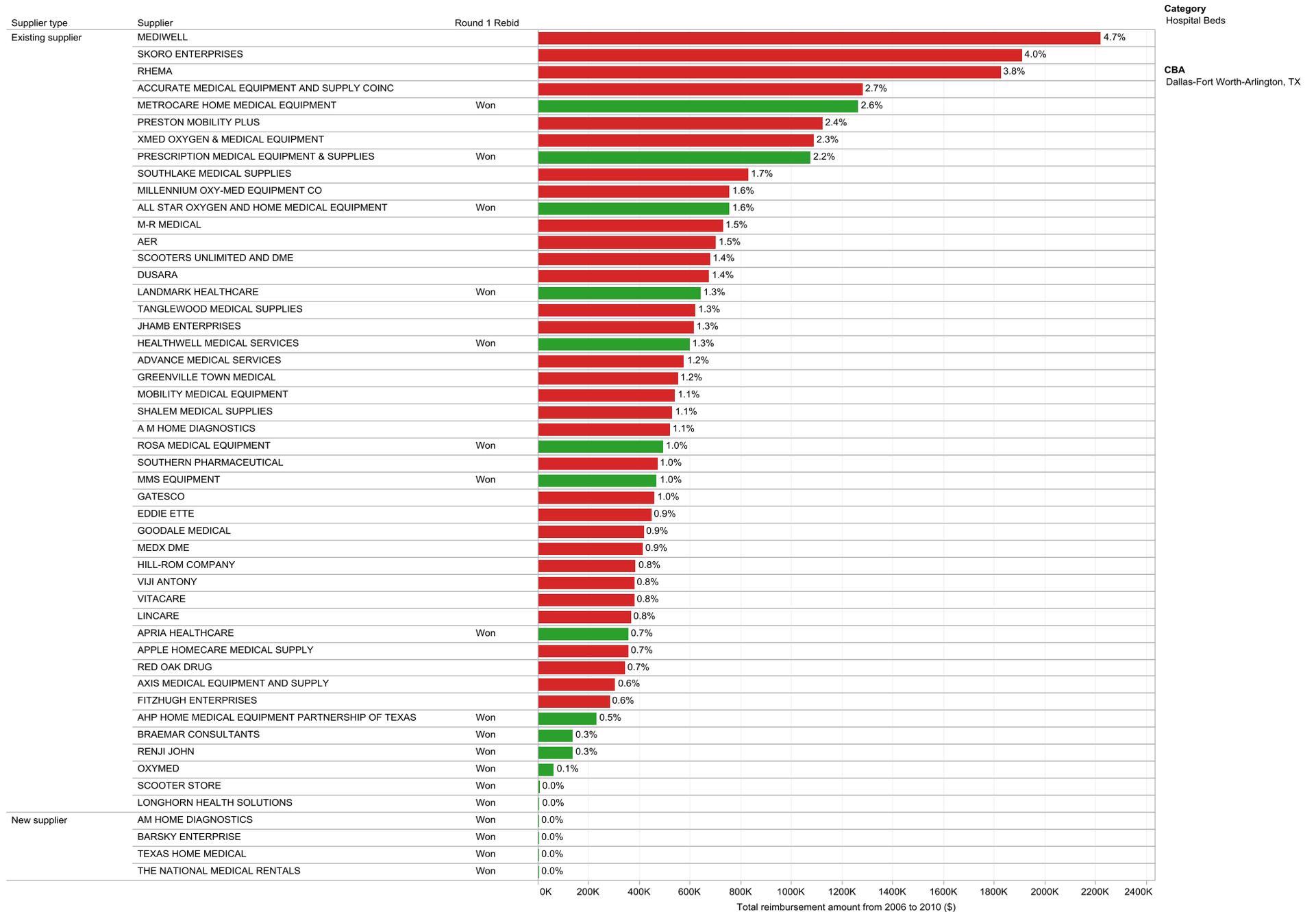


Figure 51. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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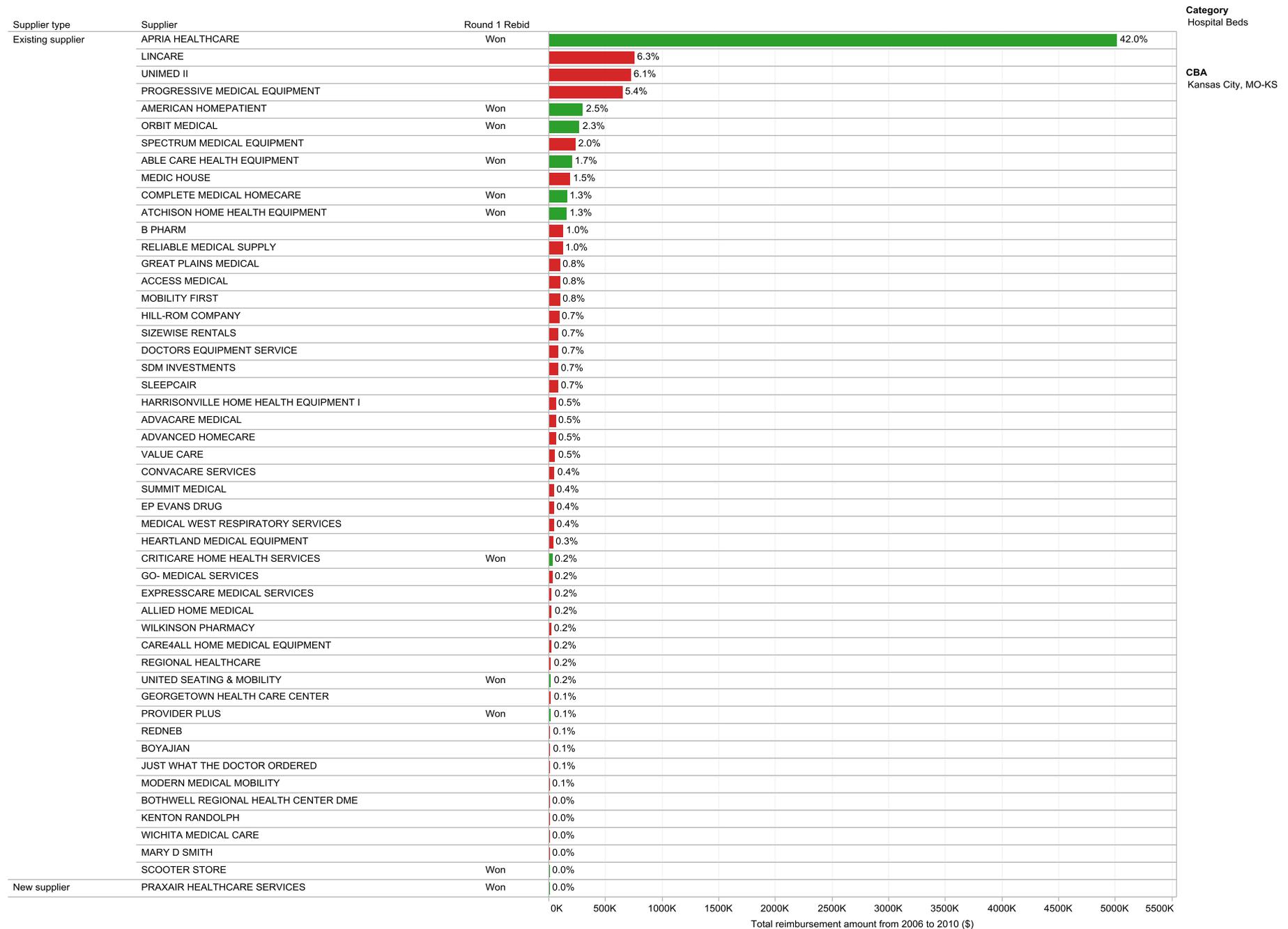


Figure 52. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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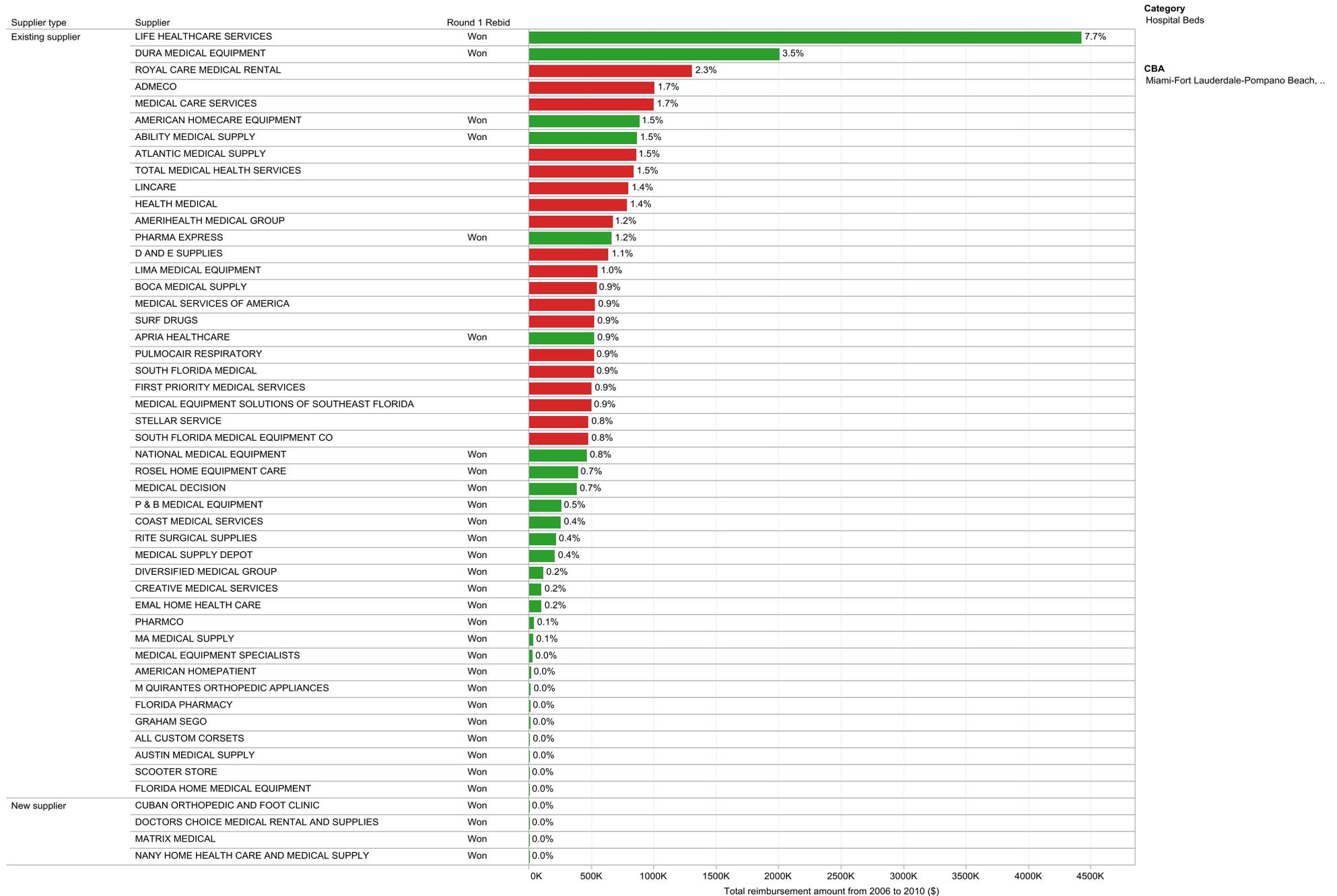


Figure 53. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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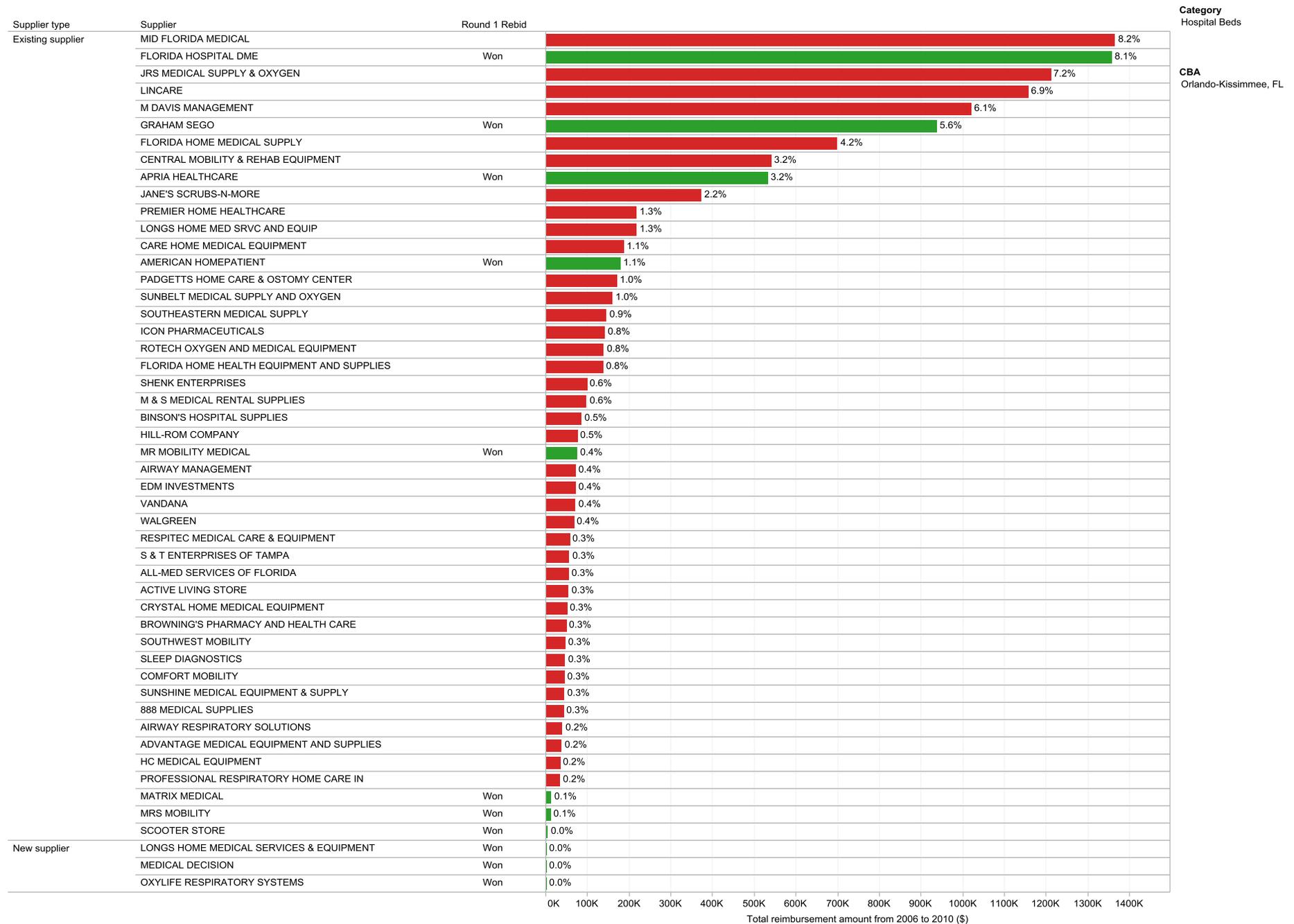


Figure 54. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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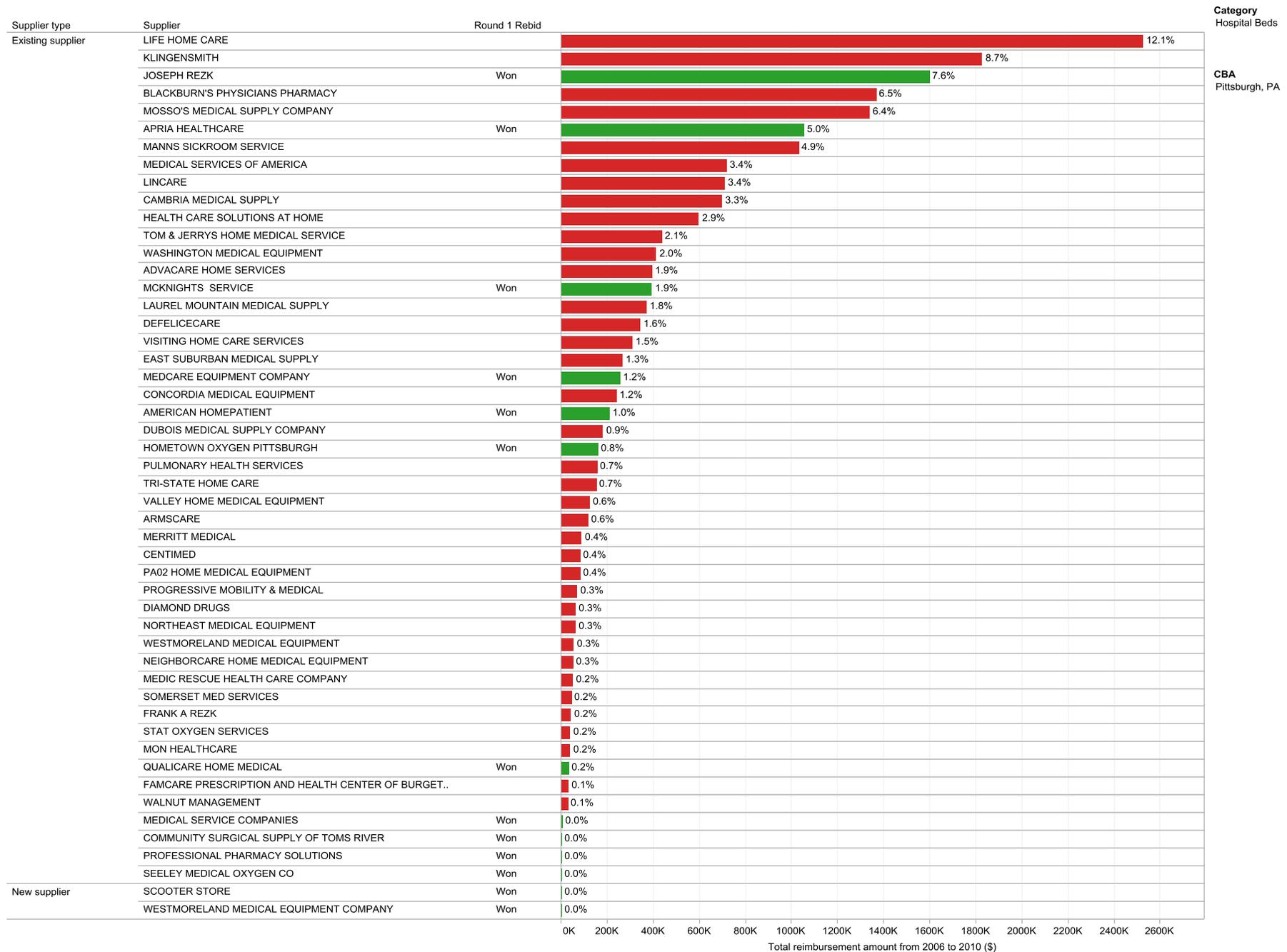


Figure 55. Medicare charge in 2006-10 and Round 1 Rebid status: Hospital Beds in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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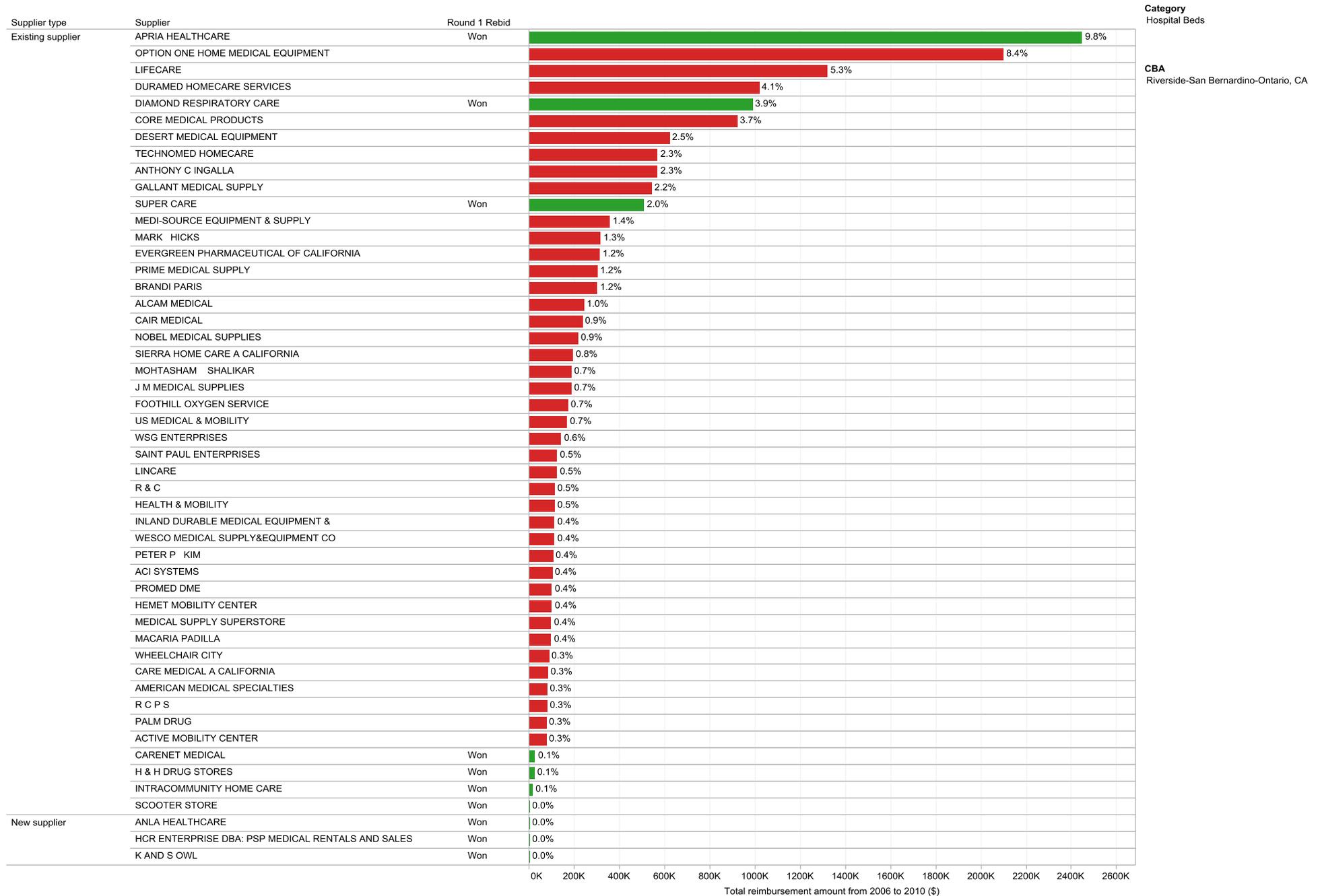


Figure 56. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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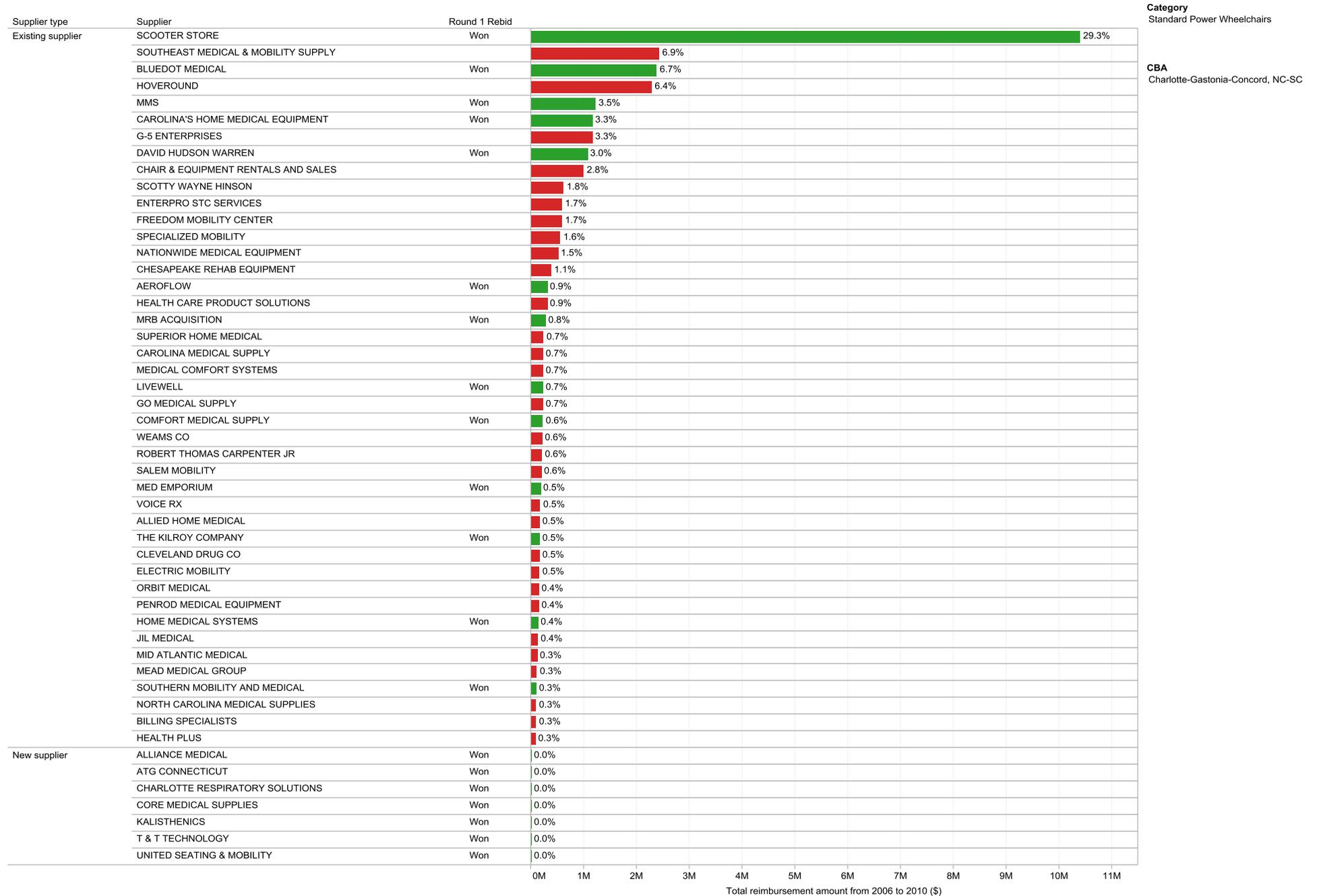


Figure 57. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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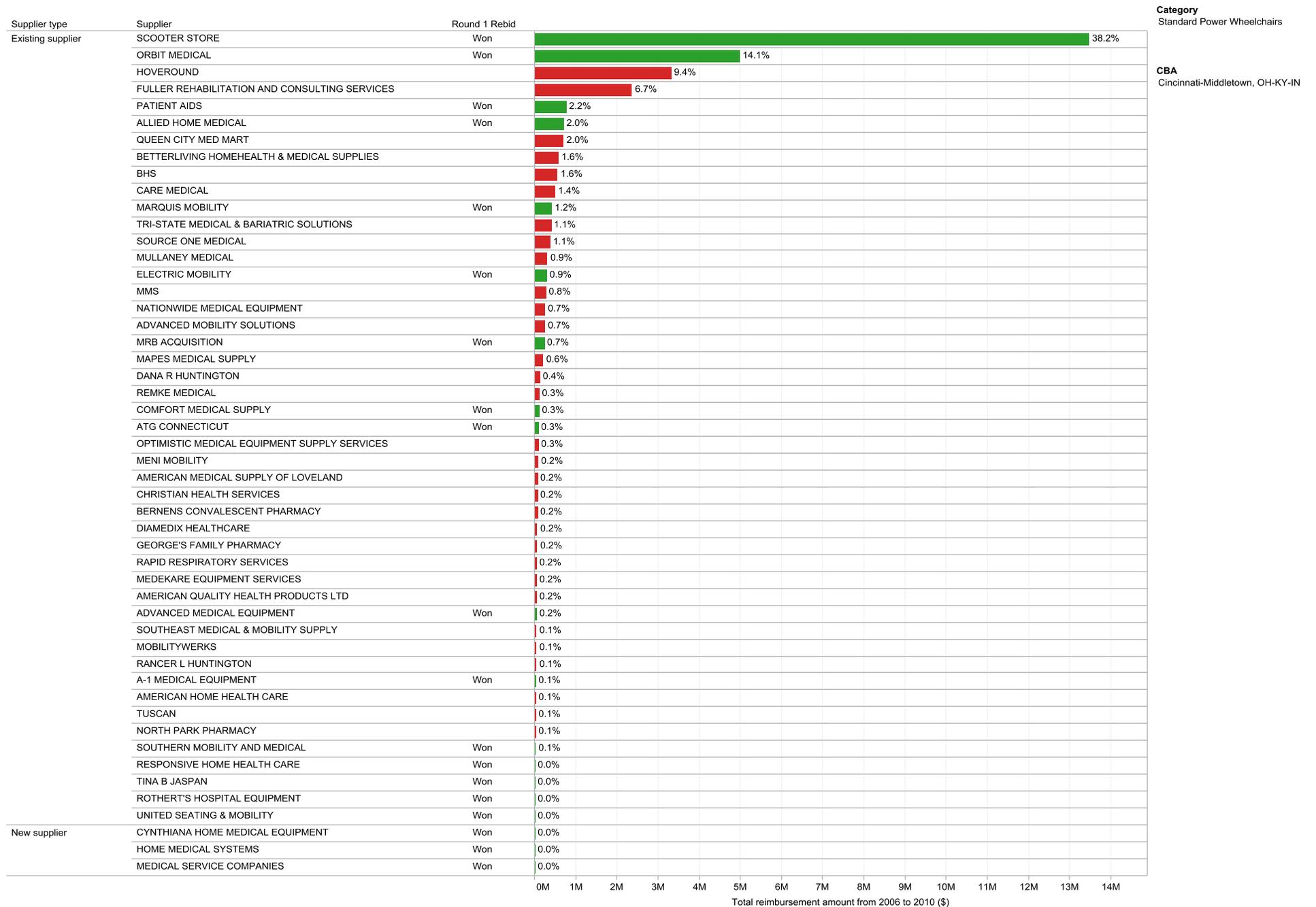


Figure 58. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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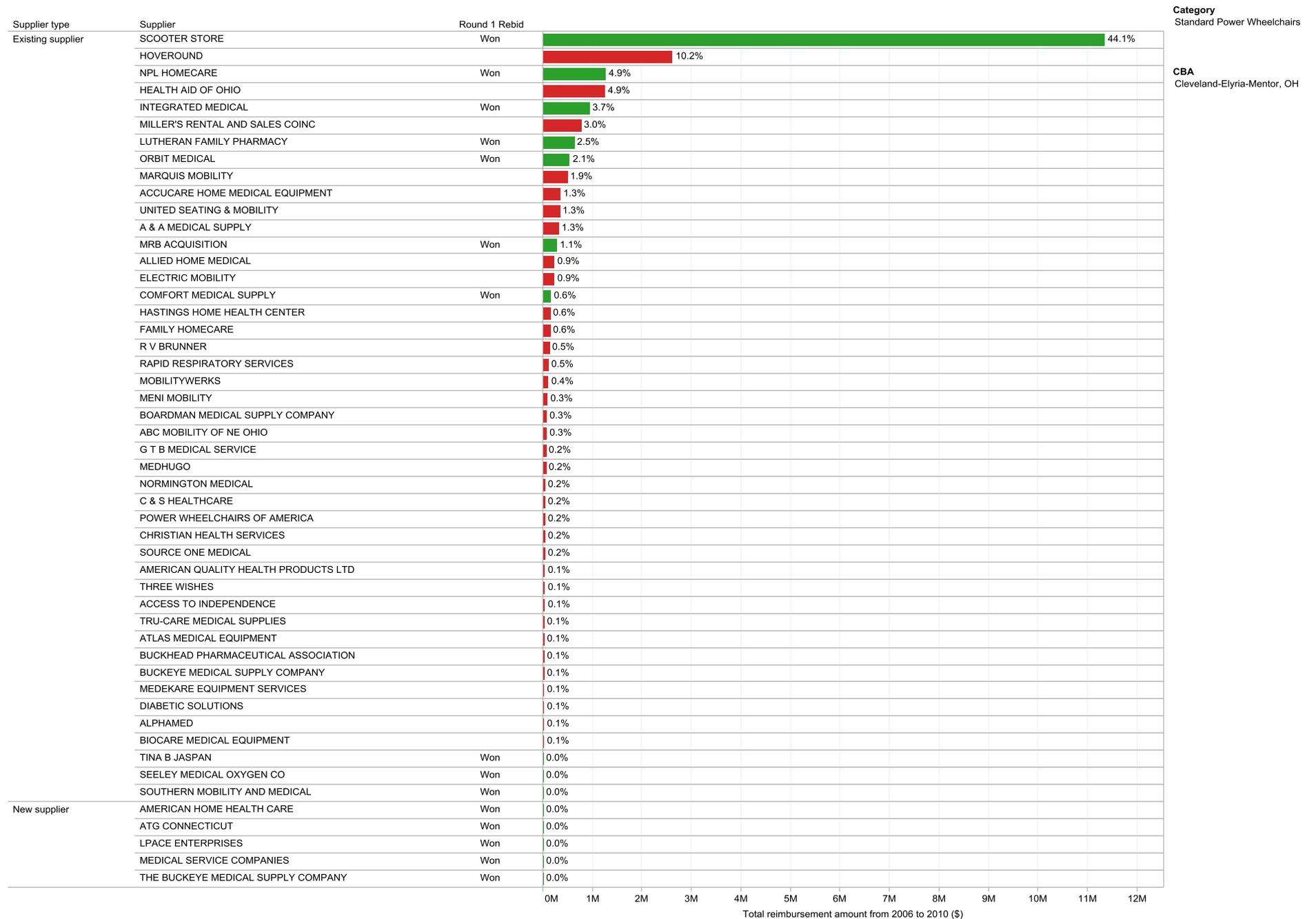


Figure 59. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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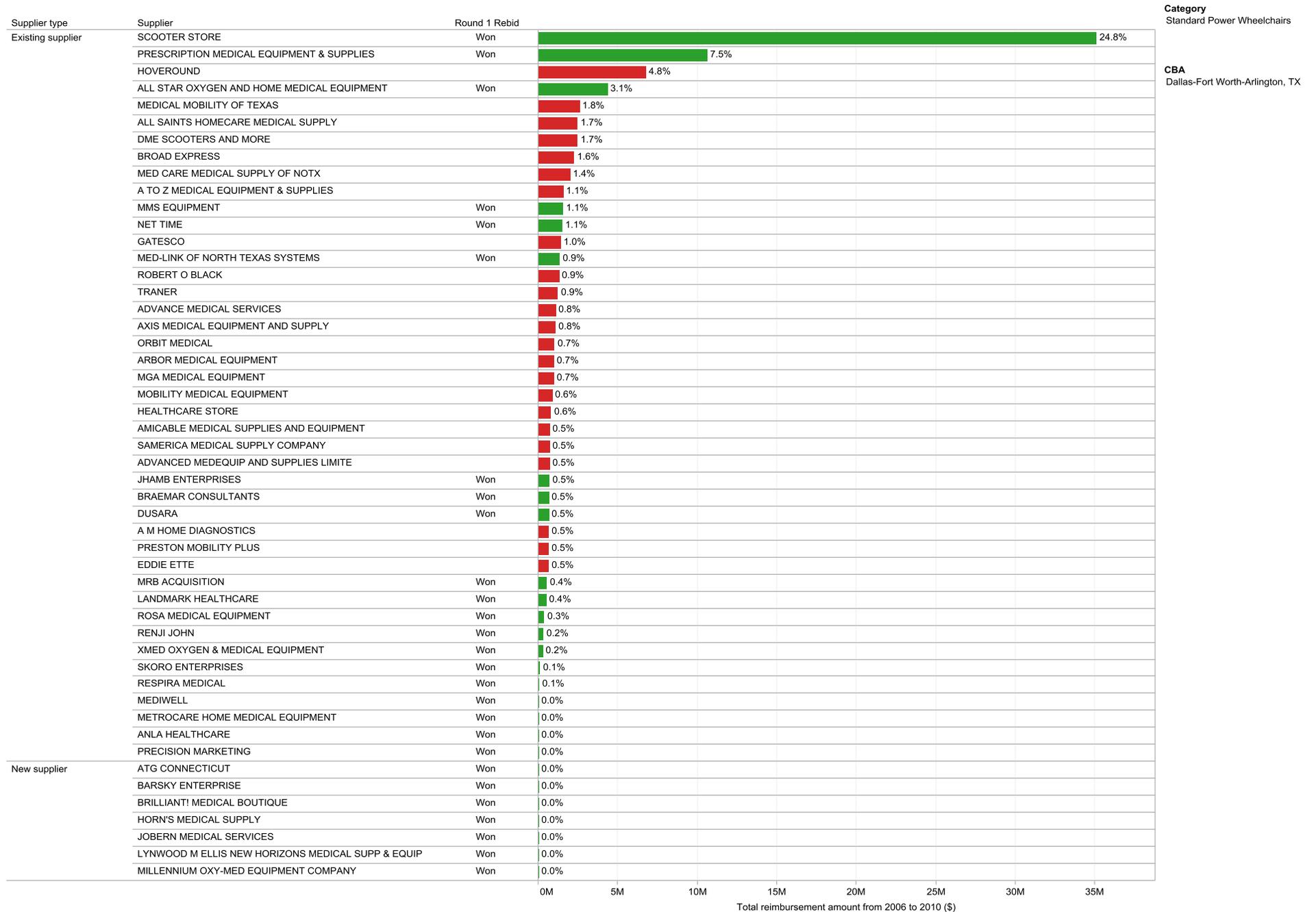


Figure 60. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

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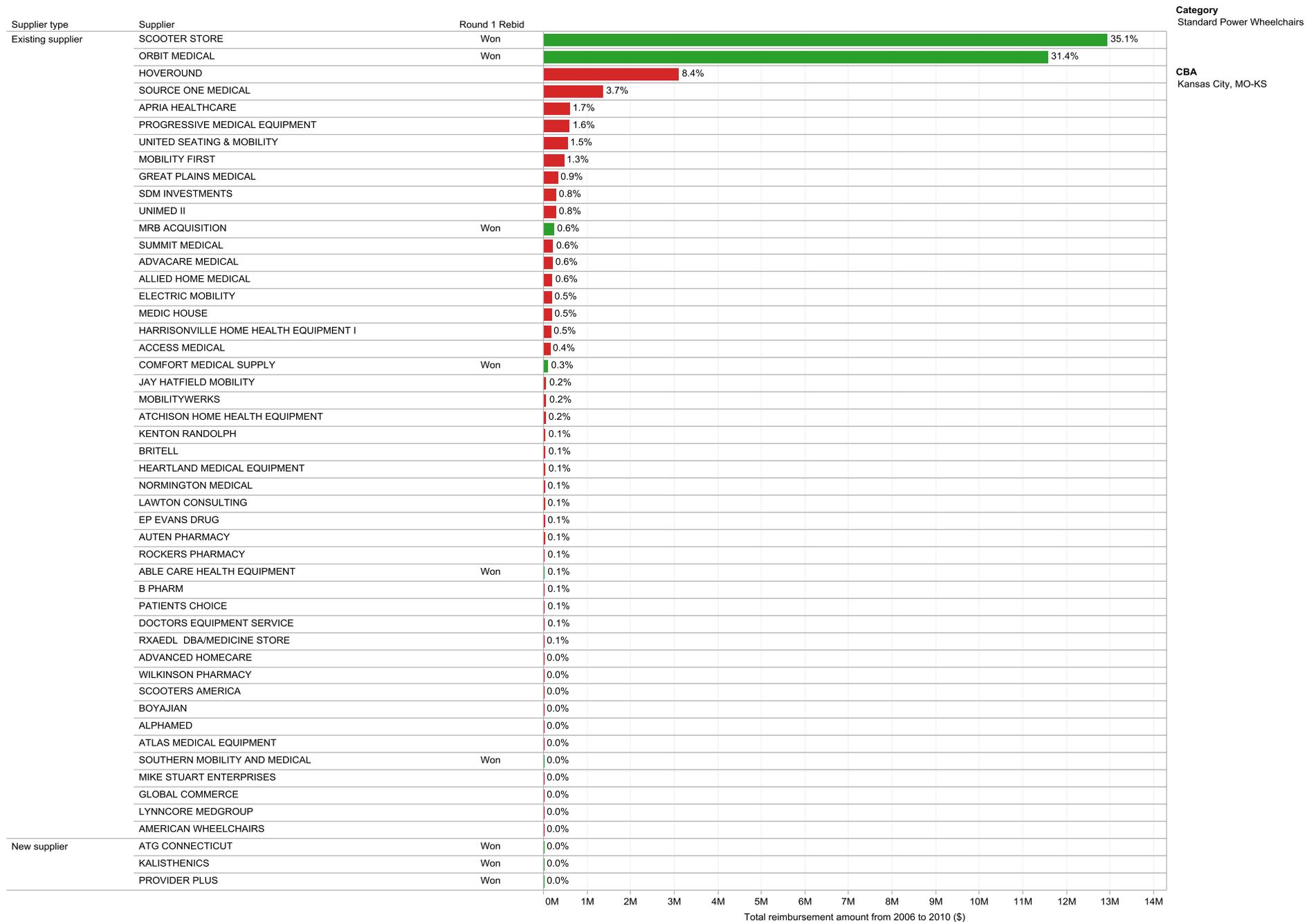


Figure 61. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

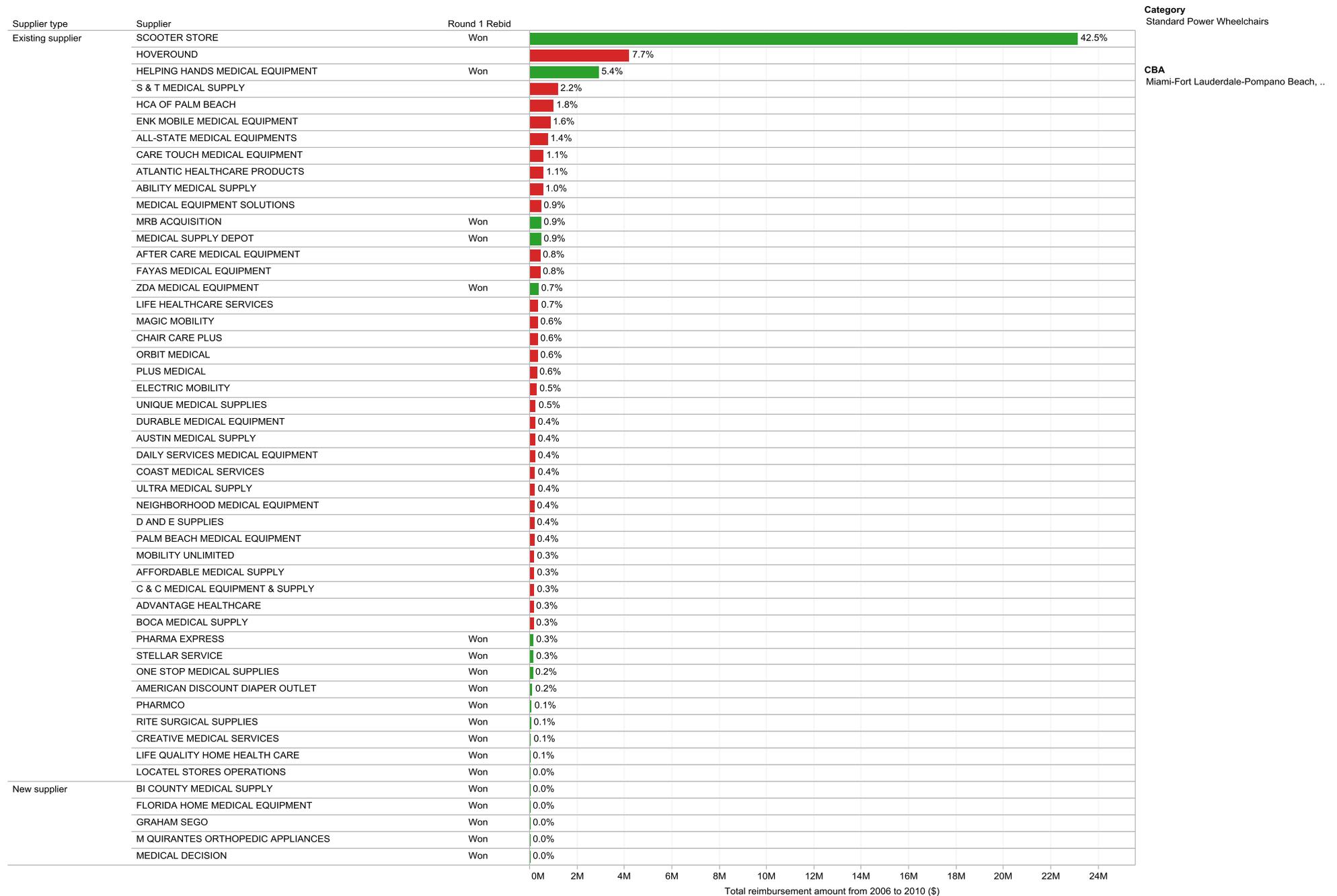


Figure 62. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

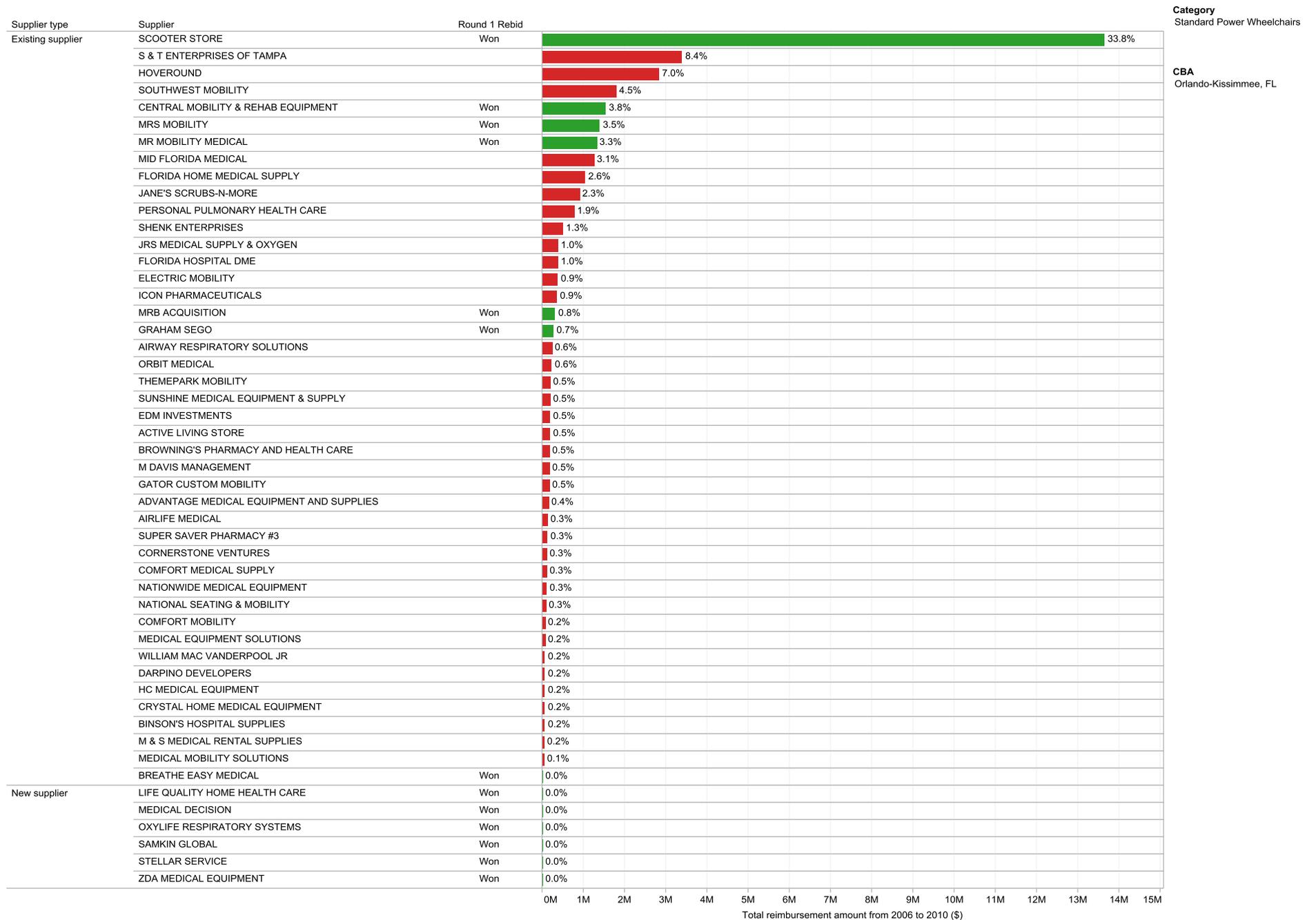


Figure 63. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

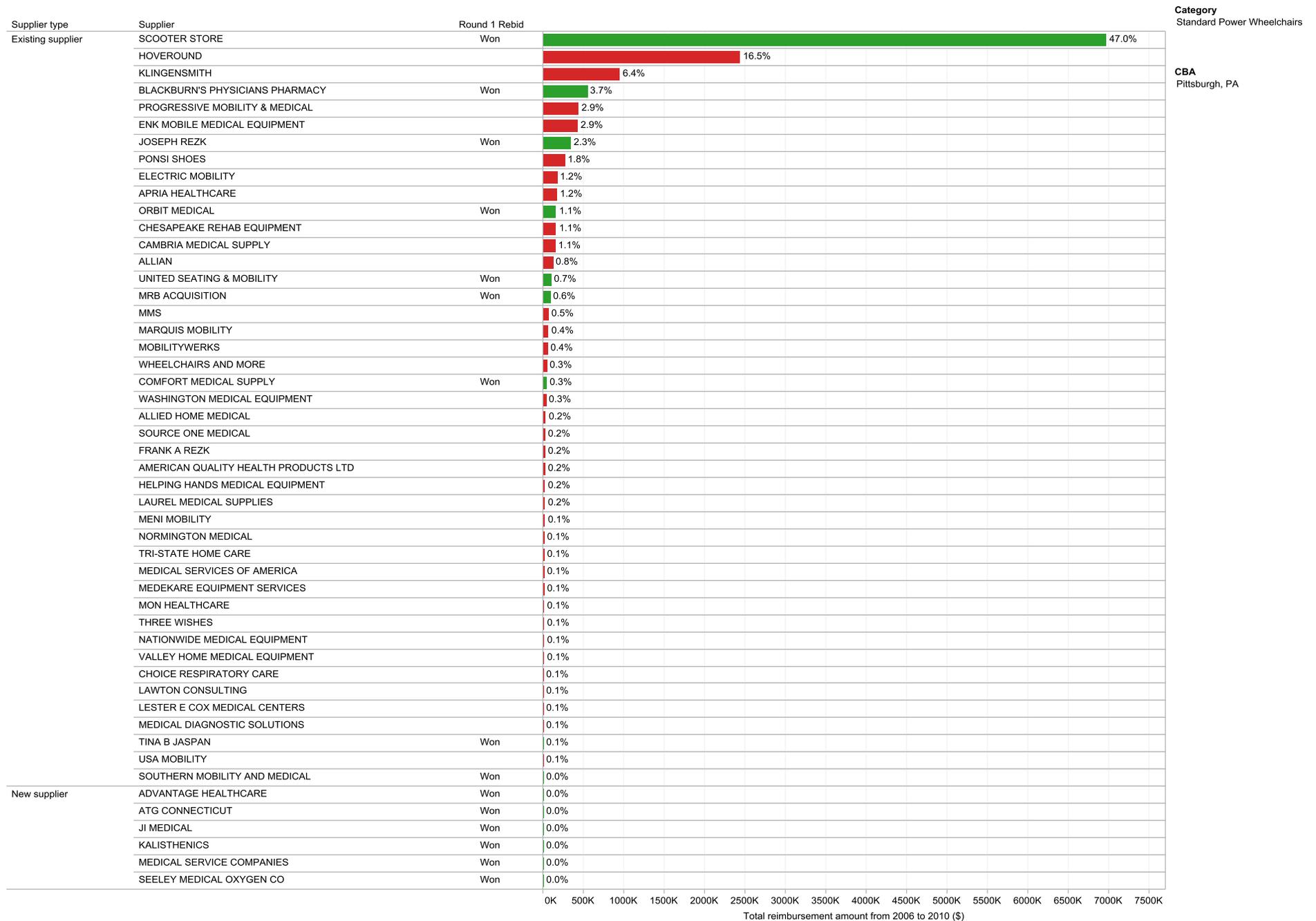


Figure 64. Medicare charge in 2006-10 and Round 1 Rebid status: Standard Power Wheelchairs in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

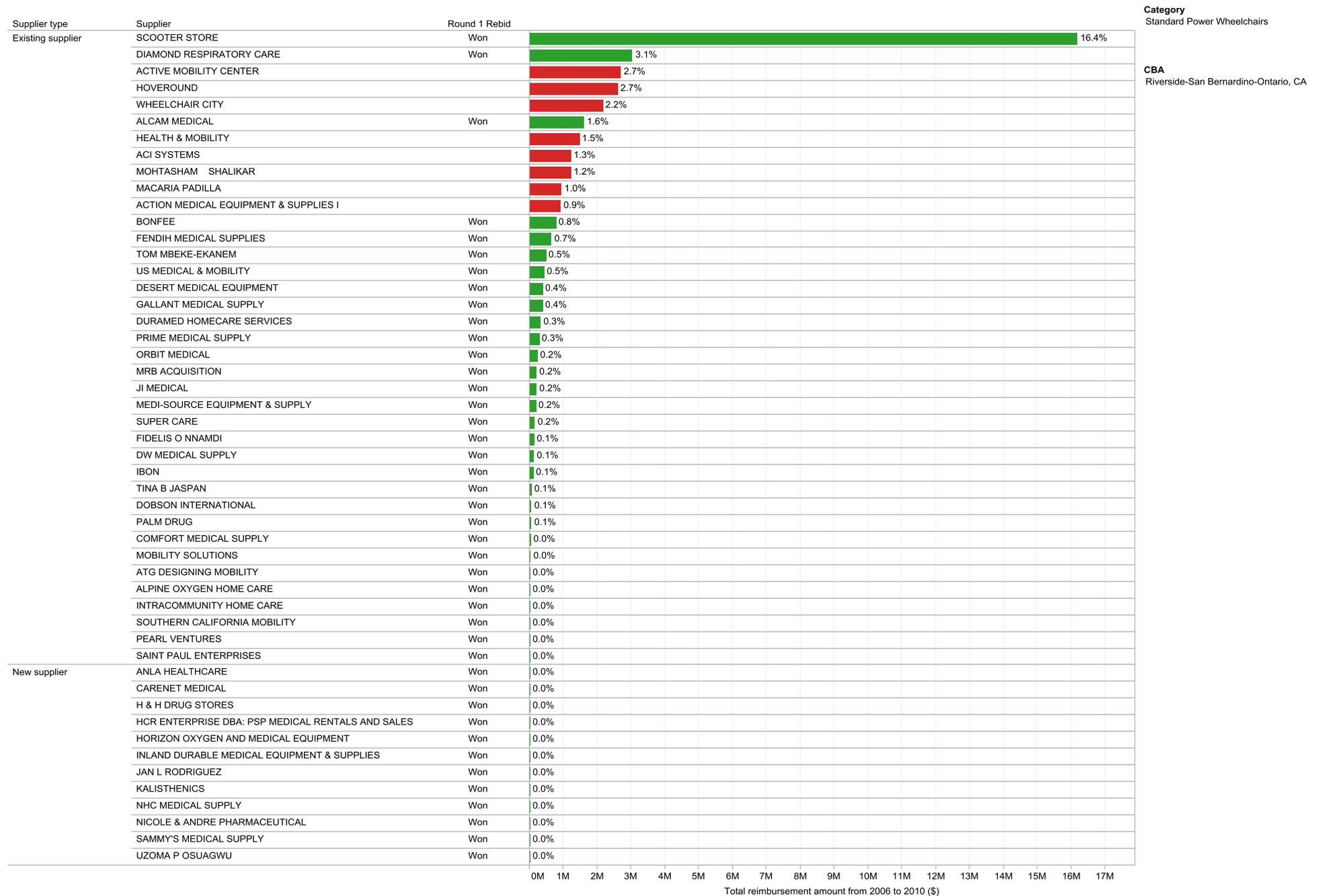


Figure 65. Medicare charge in 2006-10 and Round 1 Rebid status: Support Surfaces (Miami only) in Miami, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

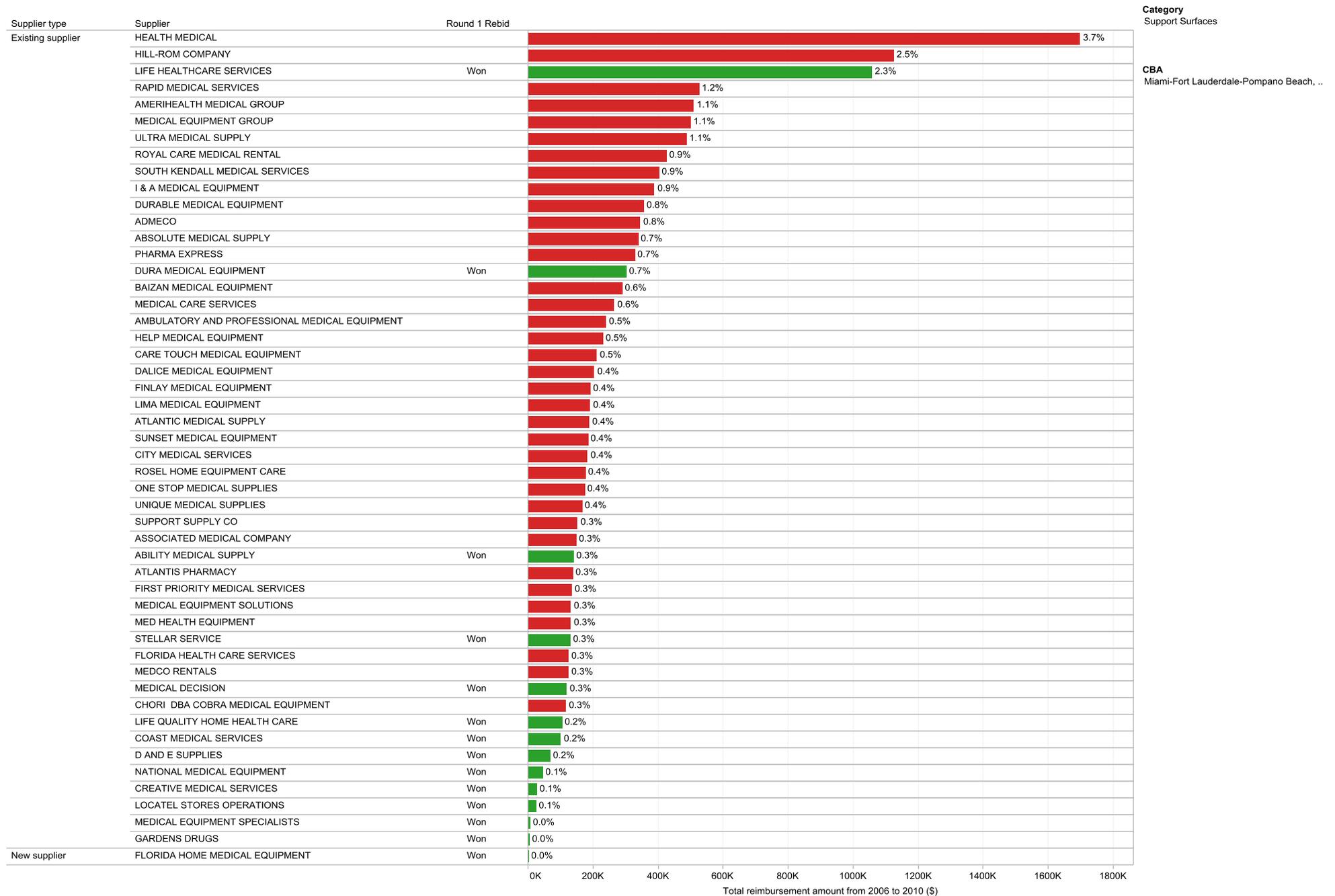


Figure 66. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Charlotte-Gastonia-Concord, NC-SC

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

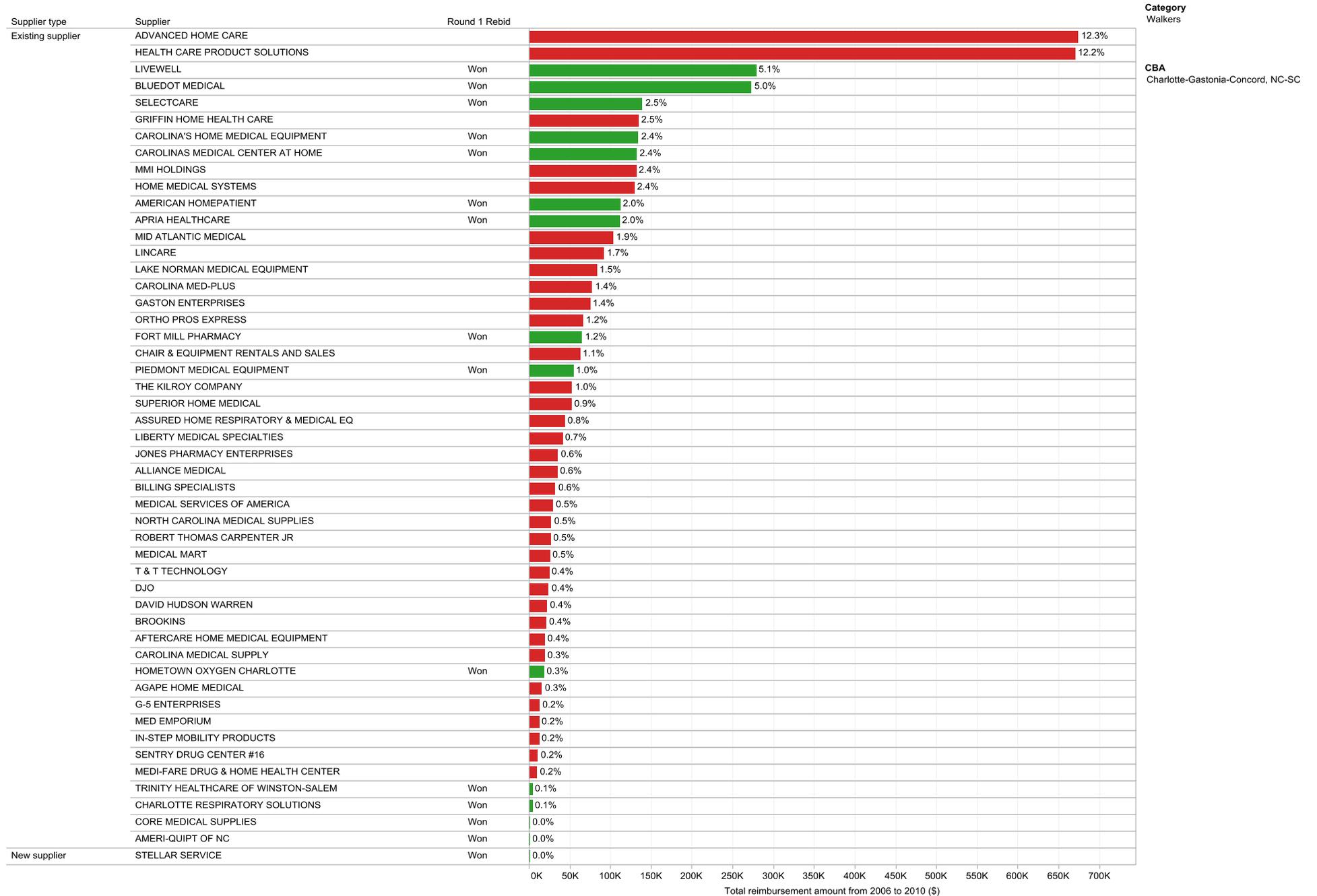


Figure 67. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Cincinnati-Middletown, OH-KY-IN

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

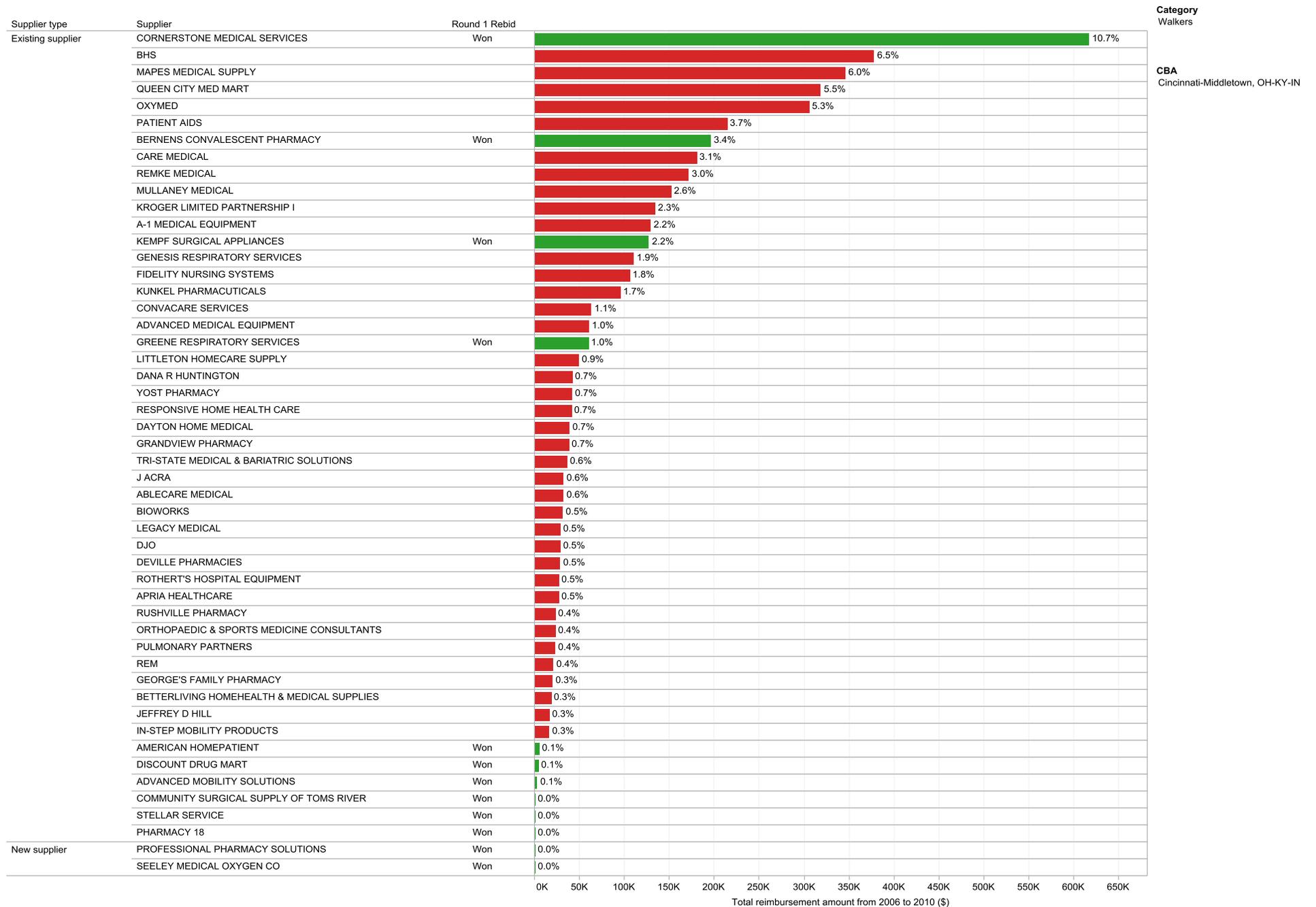


Figure 68. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Cleveland-Elyria-Mentor, OH

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

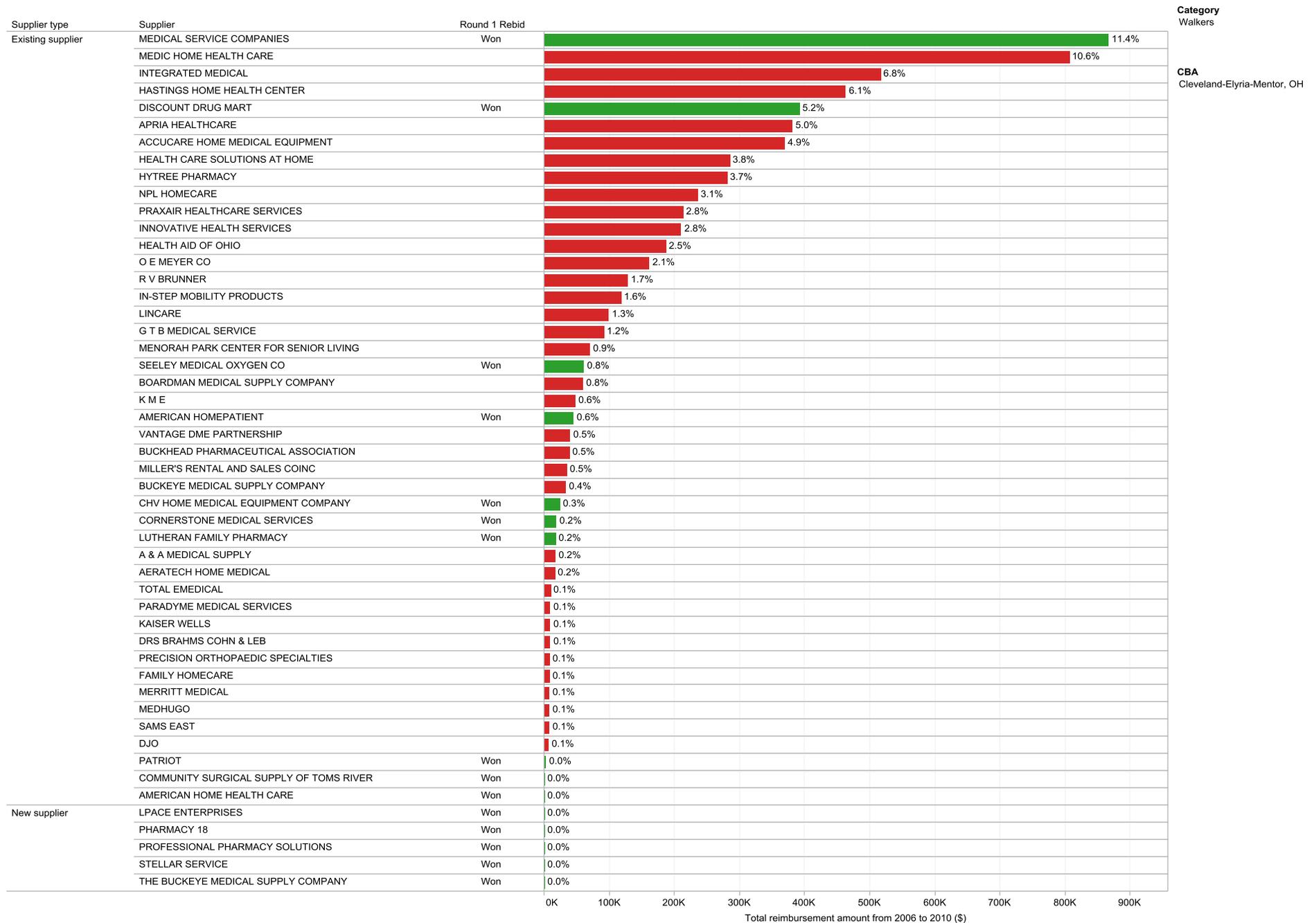


Figure 69. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Dallas-Fort Worth-Arlington, TX

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

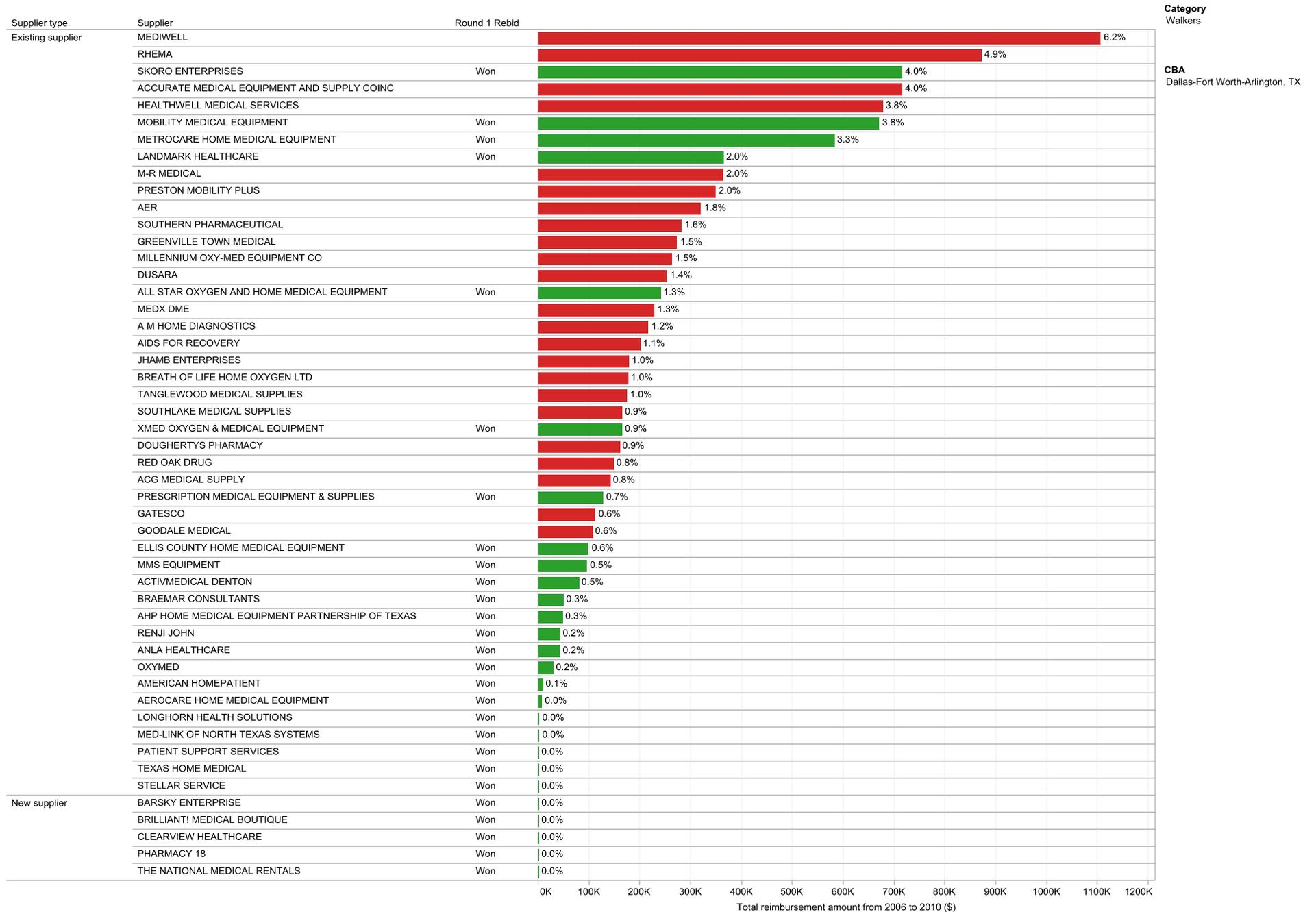


Figure 70. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Kansas City, MO-KS

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

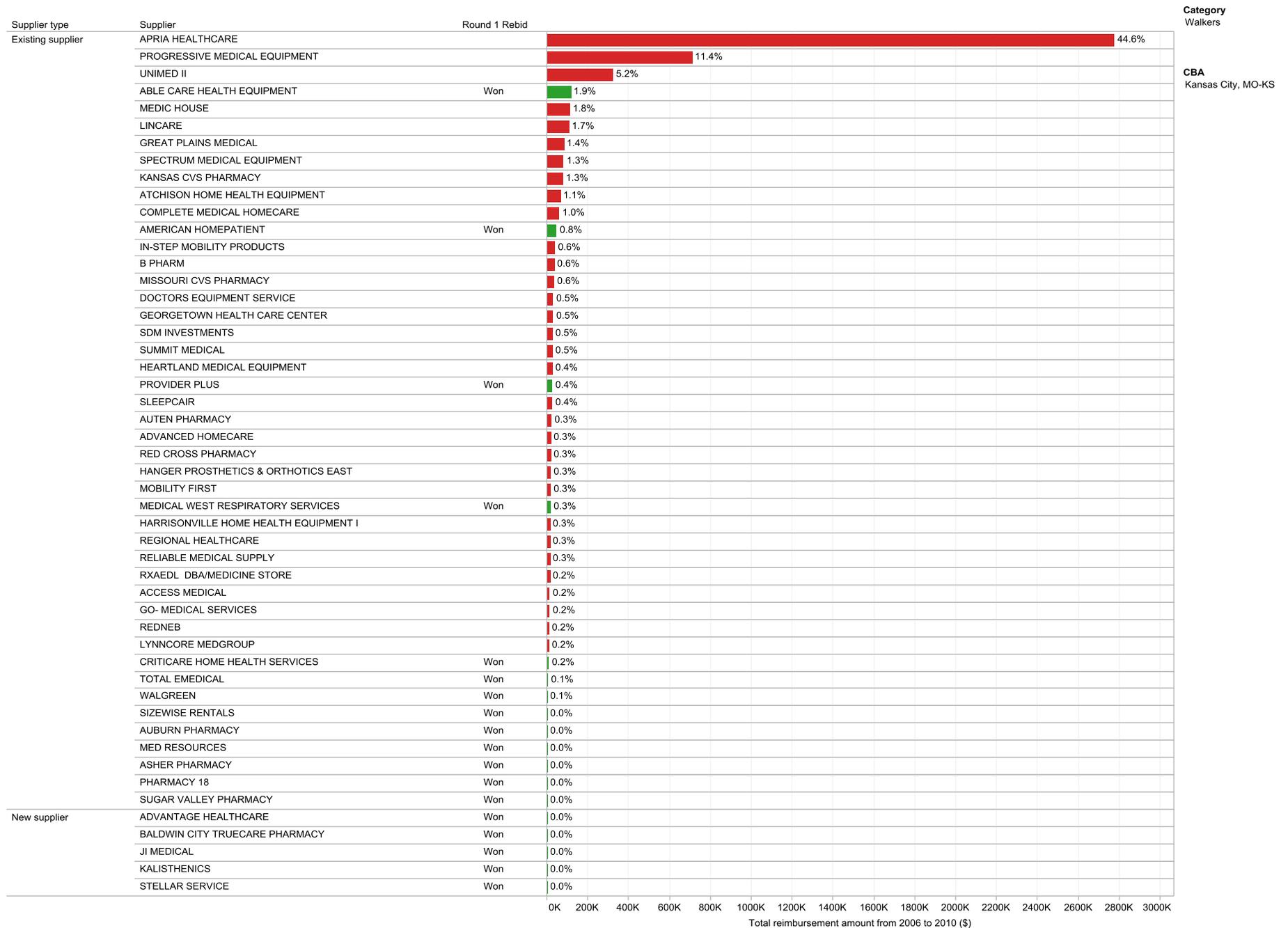


Figure 71. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Miami-Fort Lauderdale-Pompano Beach, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

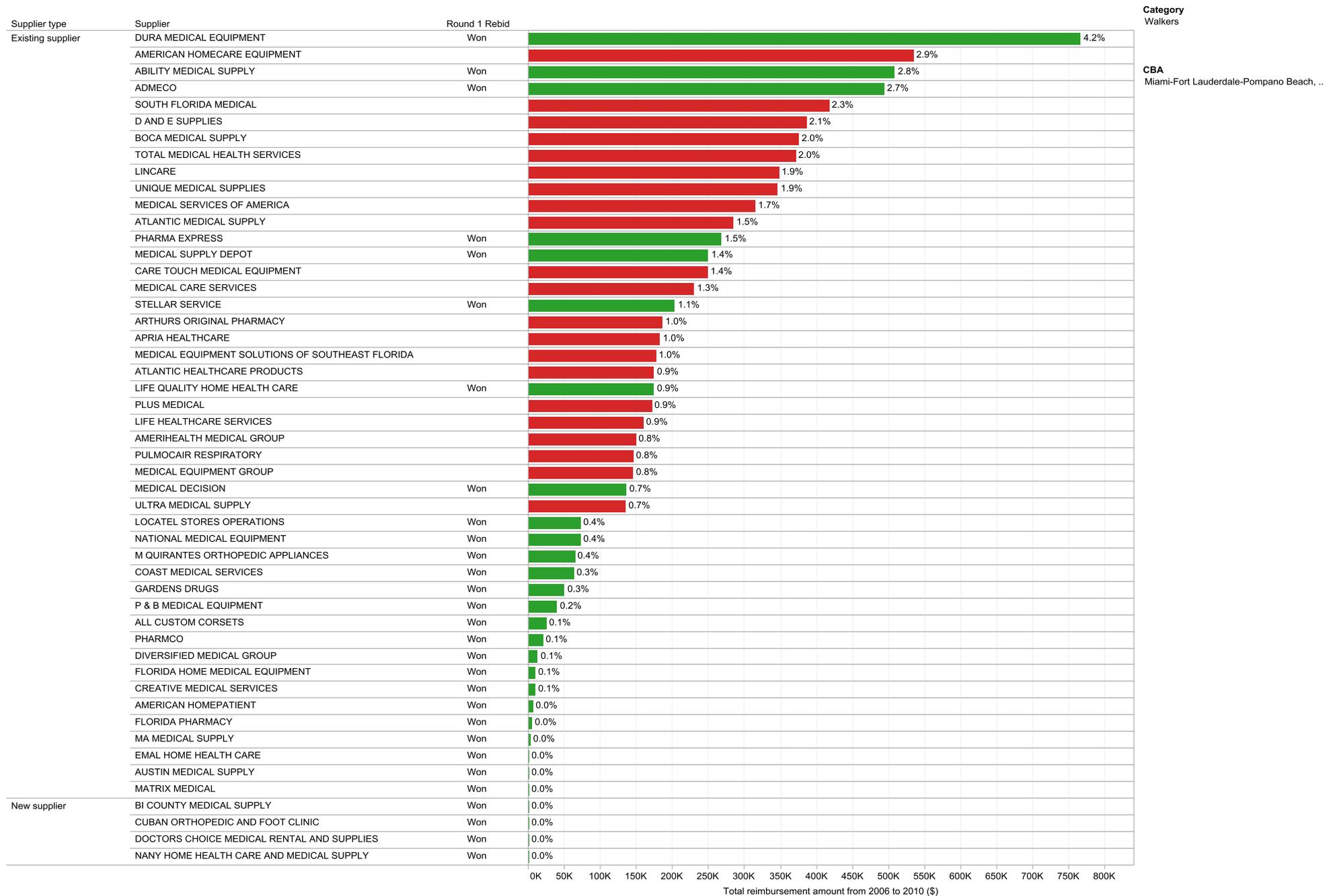


Figure 72. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Orlando-Kissimmee, FL

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *Significant shares of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

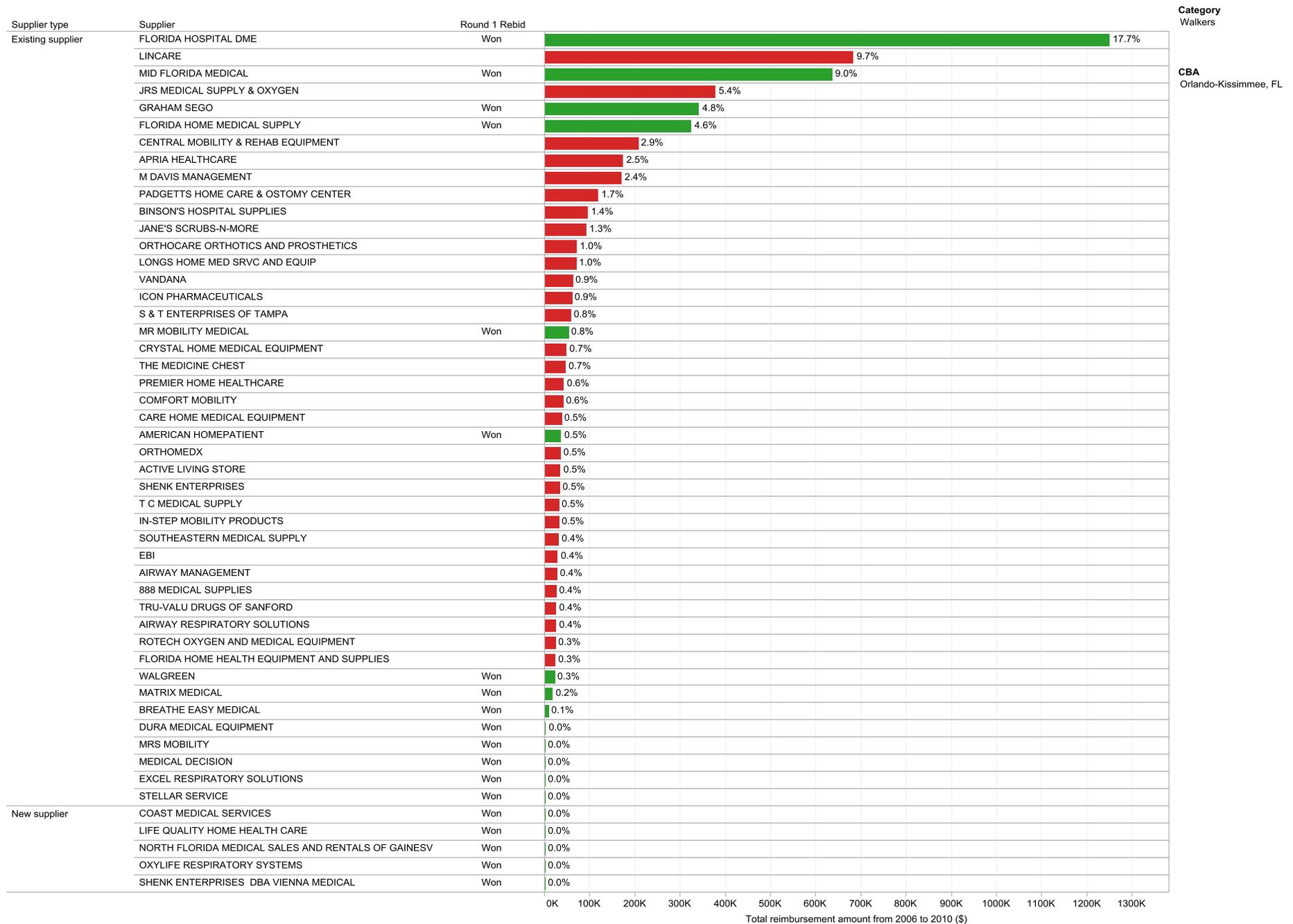


Figure 73. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Pittsburgh, PA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

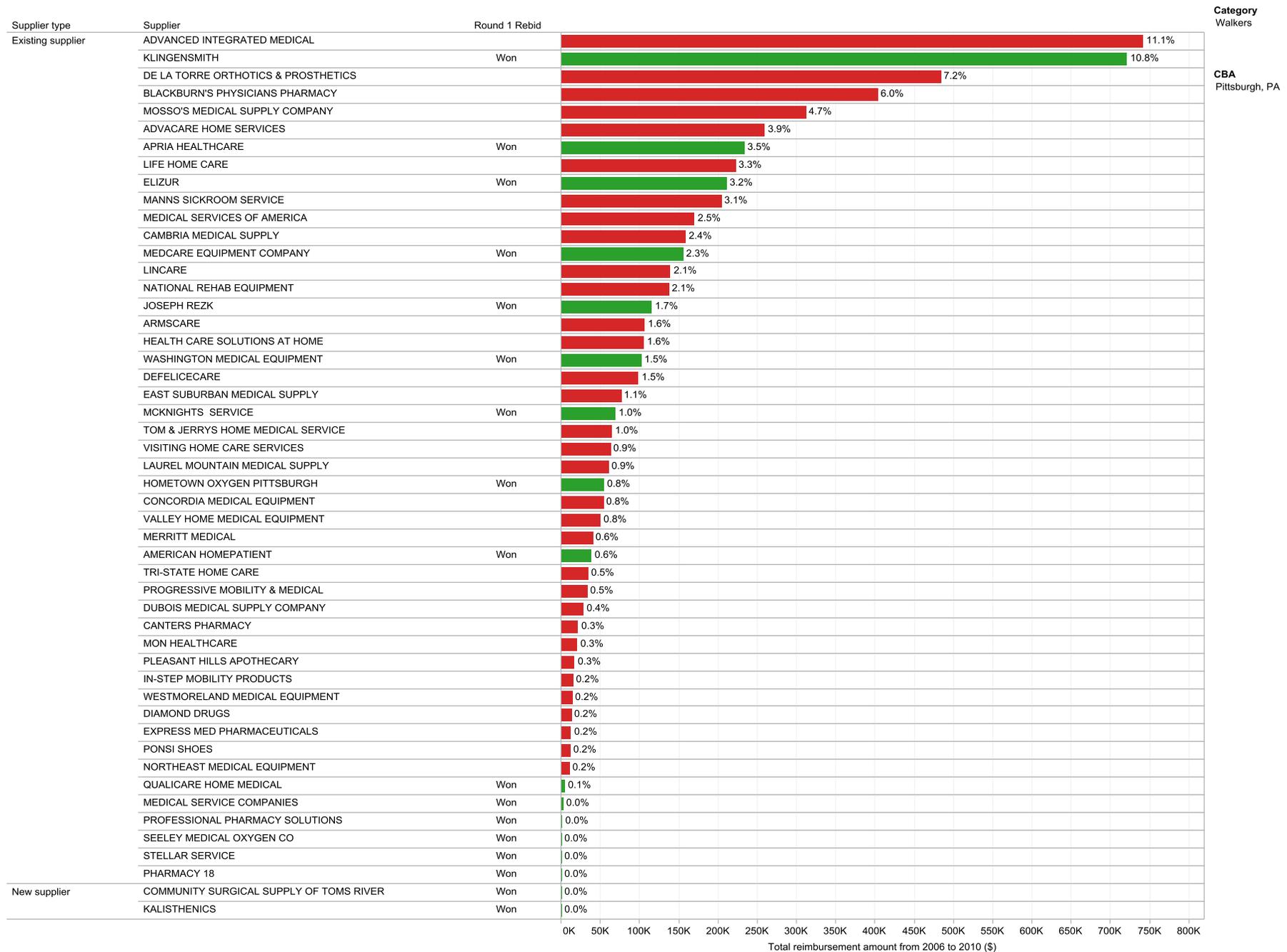


Figure 74. Medicare charge in 2006-10 and Round 1 Rebid status: Walkers in Riverside-San Bernardino-Ontario, CA

Sum of medical charges from 2006 to 2010 are shown. The contract suppliers and the 50 largest existing suppliers are included. Existing suppliers that won contracts in the Round 1 Rebid are in green; existing suppliers that lost are in red. *The vast majority of existing suppliers by volume are excluded from supplying Medicare beneficiaries.*

Source: Compiled by [Peter Cramton](#) from FOIA ad hoc report 35669, 13 June 2011. Provider volumes from 2006 and 2010 from the Procedure Code Utilization data. [Winning suppliers](#) from CMS.

