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HME Business

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Piecing Together 2018

**10 key trends that will
impact providers this year.**

The Strategic Landscape for the New Year is Falling Into Place

For 10 years, HME Business has published its annual "Big 10" list, so it's fitting that this year's edition speaks to a maturing industry that has learned to adapt to changes. At the outset of publishing this list, there was a sense of urgency; that the trends impacting the industry were burning items that required immediate attention. That wasn't surprising given that HME was an industry that had seen relatively smooth sailing for so long, but was suddenly facing major regulatory, funding and market shifts. But now things are different. This industry has seen massive changes and weathered them. Now, new strategic concerns don't send providers scrambling. Instead changes get them thinking about not only the responses to those trends, but the potential upsides, as well.

Suffice to say, 10 years later, this list serves an entirely different mindset. Where this year is concerned, the trends we're seeing fall into place for the next 12 months include regulatory issues such as H.R. 4229 and Medicare Red Tape Relief, strategies such as billing non-assigned and revenue diversification, and business trends such as distributed operations and e-commerce. Take a look at the full list to see how you might need to adjust your 2018 strategy.

The Annual
Big Ten List Page 13

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Coverage secured by Kel & Partners | www.kelandpartners.com

HME Inventory

Compiled by Sydney Shepard

Generate cash sales with well-organized displays



Apacheta Corporation announced it has expanded its partnership with Brightree by offering customers the ability to use the Brightree Patient Collections app GetPaidHME with Apacheta software. GetPaidHME and TransportACE run on Apple and Android devices, where sales order data, including recipient information and the amount due, are shared electronically to virtually eliminate the patchwork of third party mobile payment applications and paper invoices. The integration allows delivery technicians to process payments using a major credit card, e-check, or FSA/HSA card.

Apacheta Corp.

(610) 558-5852
www.apacheta.com

Promote pain relief with non-invasive solution

The Aspen OTS Line is a non-narcotic, non-invasive solution combines the needed level of support and direct independent compression to promote effective pain relief. The patented pull-through sizing mechanism and highly visible size indicators allow for quick and easy adjustments while the low-profile design enables them to be comfortably and easily worn underneath clothing. Each brace can fit waists ranging from 28-54 inches and up to 64 inches with the extension panel.



Aspen Medical Products

(800) 295-2776
www.aspenmp.com

Knee walker designed for all terrains

Drive DeVilbiss Healthcare introduced the new 990X All-Terrain Knee Walker with a rugged, steel frame and four large, knobby tires designed never to go flat. As an alternative to crutches for anyone recovering from a below-the-knee injury or surgery, the steerable 990X is extremely stable for indoor and outdoor use and measures easily over gravel, dirt, grass, mulch and uneven pavement.

Drive DeVilbiss Healthcare

(844) 876-6245
www.drivedevilbiss.com



Support surface treats pressure ulcers at competitive price

TheProtekt 3000 is a cost-effective alternating-pressure/low-air-loss mattress system that comes with an 18-month warranty. Designed for prevention and treatment of stage I-IV pressure ulcers, the mattress changes contact points with the skin surface every 10 minutes providing low interface pressure to 50 percent of the surface area.



Adjustable air flow allows customization based upon each patient's weight and therapeutic requirements.

Proactive Medical Products

(855) 237-7622
www.proactivemedical.com

Automated pay service expedites payments

Brightree announced the release of Lockbox, an automated patient-pay service that helps home medical equipment providers receive funds faster, improve their cash flow, shorten their revenue cycle and save hours in staff time. Lockbox provides an automated, high-speed document scanning process that replaces many of the manual steps that burden HME accounts receivable. With this process, Lockbox posts all bank funds and documents online, and applies the funds to the HME's accounts receivable in Brightree.

Brightree

(888) 598-7797
www.brightree.com



Lift recliner offers personalized comfort

Golden Technologies has launched new innovative products in the power lift and recline chair division. The PR404 Imperial lift recliner offers a powered articulating, full-width headrest, power lumbar, a compact 6-button remote, and a pocketed coil seat. The headrest adjusts for personalized comfort.

Golden Technologies

(800) 624-6374
www.goldentech.com



HME Inventory

Seat designed to create ultimate recline experience



The PR632 DayDreamer is a medium-sized power lift recliner offering our exclusive Power Pillow articulating headrest and Cloud seating system, featuring our custom bucket seat. Golden has expanded the Cloud seating system by introducing it in the new DayDreamer. The seat design has been noted as one of our most comfortable seats, utilizing different density foam to create the ultimate recline experience.

Golden Technologies
(800) 624-6374
www.goldentech.com

Flexible ventilator provides a variety of features, connectivity

The Vivo 65 life-support ventilator is designed to treat adults and children in hospitals, post-acute care institutions and the home. The ventilator offers accurate volume delivery and a highly responsive trigger system, and treats a broad range of respiratory diseases invasively and non-invasively. The Vivo 65 comes with the Breas PC Software, which enables simultaneous monitoring of multiple ventilators and the ability to review patient data for trends and compliance in the home.

Breas USA
(844) 848-6872
www.breas.com



Foot sleeve designed to relieve pain, swelling

The DS6 Decompression Foot Sleeve with K-Zone Technology simulates therapeutic taping to relieve the painful symptoms of moderate to severe Plantar Fasciitis, heel pain, foot swelling, and other arch and heel conditions. Proper circulation, in conjunction with muscle, ligament, and tissue support is an important key for maintaining, recovery and strengthening after a day's work or a workout.

ING Source Inc.
(877) 647-0386
www.OrthoSleeve.com



Resuscitation supplies for cardiac emergencies

Responsive Respiratory expands their cylinder stand offerings with upgraded dual-use MM/M60 stand. The upgraded stand features a set of extended length thumbscrews to secure either of the two cylinder sizes. The dual-use design aids the reduction of inventory for providers and is ideal for placement of back-up cylinders in oxygen patients' homes.

Responsive Respiratory
(866) 333-4030
www.respondo2.com



Scheduling program increases organization between departments

Universal Software solutions Inc. announced the release of HDMS Scheduler. This tool brings increased interoperability between departments where existing applications often create division. HDMS Scheduler brings staff and facility calendars together into one applications that will significantly reduce the time and effort needed to create and manage appointments.

Universal Software Solutions Inc.
www.universalsolss.com



Shower pan allows for more convenience

Bestbath has developed a new 60 inch by 30 inch shower pan with a side discharge drain for use in multi-family renovation projects when replacing bathtubs with above-floor rough. As residents age, they often need to replace a tub with a low-threshold shower. The pan leaves enough room to use the existing plumbing set-up and the lower curb height allows for easier shower access. It also replaces the common option of tub cutouts, which are placed in the center and often leave grab bars too far away to be used for entry.

Bestbath
(800) 727-9907
www.bestbath.com



HME Inventory

High-level disinfection eliminates 99.9 percent of germs

SoClean ProLab is a high-level disinfection for multiple CPAP masks, hoses, reservoirs, and CPAP equipment all at once. The ProLab uses a concentrated combination of powerful UV-C germicidal lights and ozone to eliminate 99.9 percent of CPAP germs and pathogens. The device comes with a special catalyst system that naturally converts ozone back into breathable oxygen. The ProLab does not require water or any messy chemicals, so the CPAP equipment remains completely dry.

SoClean

(508) 363-0418 x 112
www.soclean.com



Medium-sized lift recliner with classic look

The PR713 Pub chair is a medium-sized power lift recliner with a classic look, featuring a two pillow waterfall back, nail head trim on the arms and wings, and cut back arms. It also offers a full chaise pad and pocketed coil seat for added comfort.

Golden Technologies

(800) 624-6374
www.goldentech.com



High-level disinfection eliminates 99.9 percent of germs

The new Protekt 4000DX is the first cost effective Alternating Pressure/ Low Air Loss Mattress system with a two year warranty. The Protekt 4000DX is designed to aid in the prevention and treatment of stage I-IV pressure ulcers. The unique pressure sensing technology provides maximum pressure redistribution and incredible clinical outcomes. The alternating pressure mode continuously changes contact points with the skin's surface every 10 minutes providing low interface pressure to 50 percent of the surface area.

Proactive Medical Products

(855) 237-7622
www.proactivemedical.com



Relieve knee pain with warmth, strength, and support

The KS7 Knee Bracing Sleeve offers easy-to-put-on fit for continuous support, day or night. The sleeve eliminates bulky straps and inconvenient immobility, and a non-slip design keeps sleeve in place.

ING Source Inc.

(877) 647-0386
www.orthosleeve.com



Ergonomically designed cushions give support

Drive DeVilbiss Healthcare introduced five ergonomically designed Comfort Touch Cushions to its Pressure Prevention Product Line.

These cushions include an elevation wedge, knee support cushion, neck support pillow, seat cushion and heated lumbar support backrest to assist with the therapeutic needs of consumers. Many of these cushions also offer hot and/or cold therapy options.

Drive DeVilbiss Healthcare

(844) 876-6245
www.drivemedical.com



Resuscitation supplies for cardiac emergencies

RRR's new resuscitation products include both individual supplies and all-in-one kits necessary for the management of emergency airways in breathing and cardiac emergencies. The kits are available with and without portable oxygen cylinders in both demand valve and manual resuscitator bag set-ups. The emergency oxygen solutions may also be purchased in combination with single cylinder carts and lightweight, durable first responder bags.

Responsive Respiratory

(866) 333-4030
www.respondo2.com





North Texas

ARLINGTON

Shaving heads to save lives

Over 60 get a haircut at Globe Life Park for annual Buzz Off

By KATHARINE WISE
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More than 60 North Texans will be returning to work and school with bald heads Monday.

They had their heads shaved Sunday at Globe Life Park to help raise awareness of pediatric cancer during One Mission's annual Buzz Off.

Participants collected donations ahead of the fundraiser for One Mission's efforts to provide services for youths and families fighting cancer.

Proceeds from Sunday's free event will help families at the Pauline Allen G2 Center for Cancer and Blood Disorders at Children's Medical Center Dallas.

Marcy Perry, 46, of Dallas has participated in all the North Texas Buzz Off events to honor her grandfather, who died of cancer in 1993, and her mother, who has battled brain

cancer. Perry said she first shaved her head when her mother was going through radiation treatment.

Cancer patients "don't get a choice to lose their hair or not," she said.

Jackie Palmer, 50, of Fort Worth was not concerned about any sort of social stigma about being bald. "I'm in an elite club,"

Bill Kretsch, 49, of Dallas wanted to find a way to teach his son Barrett, 6, about sacrifice. The Buzz Off fit the bill. They have participated as a team the last three years.

Bill was a Marine for 22 years and said being bald is "just for the cause."

But Barrett said his friends at school have a lot of questions about why he shaves his thick brown hair off.

"I get haircuts during the year, but this is the super one," Barrett said.

This year, the pair raised



Barrett Kretsch, 6, who's participated in the Buzz Off with his dad as a team for three years.

Rodney Odum of Allen shaved off Jackie Palmer's hair during One Mission's annual Buzz Off event at Globe Life Park in Arlington. She wasn't worried about being bald to help fight kids' cancer. "You're in an elite club."

"I get haircuts during the year, but this is the super one."

Barrett Kretsch, 6, who's participated in the Buzz Off with his dad as a team for three years.

acted by pediatric cancer, bringing their three-year total to \$15,000.

Raymond Ramirez's daughter Cawley accompanied him as she could shave his head.

Next year Ramirez, 47, of Fort Worth hopes to double his fundraising.

"I'm very blessed to be sur-

round of themselves but of people that are in need," he said.

Spencer Bolding, 18, of Dallas decided to buzz his hair off after hearing about the Buzz Off when another student at the William B. Travis Academy in Oak Cliff came to school bald last year.

Bolding wasn't sure what to

do when he didn't ask his friend why she'd shaved her head.

"One of my least favorite things is judging without knowing what is going on. If you're giving them money like that, it's disrespectful," he said. "I say you have to talk to them first."

He said he wants others to

when he didn't ask his friend why she'd shaved her head.

"One of my least favorite things is judging without knowing what is going on. If you're giving them money like that, it's disrespectful," he said. "I say you have to talk to them first."

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