

What is your primary business type?		How did your net collectible revenues break out for your latest fiscal year? (Enter rounded percentages, e.g. 42, 58. Total must equal 100%)	
Response	Other (please specify)	% Net collectible revenues - rentals	% Net collectible revenues - sales

HME rental/sales (including oxygen)		42	58
Pharmacy with HME		45	55
Hospital owned or affiliated HME		18	82
Sleep specialty business		50	50
HME rental/sales (including oxygen)		42	58
HME rental/sales (including oxygen)		58	42
Hospital owned or affiliated HME		23	77
HME rental/sales (including oxygen)		40	60
HME rental/sales (including oxygen)		60	40
HME rental/sales (including oxygen)		62	38
HME rental/sales (including oxygen)		40	60
Rehabilitation Technology Supplier (complex rehab)		20	80
Hospital owned or affiliated HME		30	70
HME rental/sales (including oxygen)		72	28
HME rental/sales (including oxygen)		35	65
HME rental/sales (including oxygen)		15	85
Pharmacy with HME		19	81
HME rental/sales (including oxygen)		30	70
HME rental/sales (including oxygen)		35	65
Hospital owned or affiliated HME		47	53
HME rental/sales (including oxygen)		64	36
HME rental/sales (including oxygen)		42	58
Hospital owned or affiliated HME		33	67
Rehabilitation Technology Supplier (complex rehab)		2	98
Hospital owned or affiliated HME		50	50
HME rental/sales (including oxygen)		5	95
HME rental/sales (including oxygen)		45	55

Hospital owned or affiliated HME	50	50
HME rental/sales (including oxygen)	54	46
Supplies (diabetic, ostomy, wound care, enteral, etc	45	55
HME rental/sales (including oxygen)	0	100
HME rental/sales (including oxygen)	50	50
Sleep specialty business	21	79
Other (please specify) retail and non retail exclu	10	90
Rehabilitation Technology Supplier (complex rehab)	15	85
HME rental/sales (including oxygen)	23	77
HME rental/sales (including oxygen)	40	60
Pharmacy with HME	73	27
HME rental/sales (including oxygen)	62	38
Sleep specialty business	30	70
HME rental/sales (including oxygen)	68	32
HME rental/sales (including oxygen)	92	8
Hospital owned or affiliated HME	54	46
HME rental/sales (including oxygen)		100
HME rental/sales (including oxygen)	100	0
HME rental/sales (including oxygen)	40	60
Other (please specify) HME and retail without o:	30	70
HME rental/sales (including oxygen)	25	75
HME rental/sales (including oxygen)	69	31
Hospital owned or affiliated HME	33	67
HME rental/sales (including oxygen)	15	85
HME rental/sales (including oxygen)	52	48
HME rental/sales (including oxygen)	50	50
HME rental/sales (including oxygen)	15	85
HME rental/sales (including oxygen)	47	53
HME rental/sales (including oxygen)	35	65
HME rental/sales (including oxygen)	45	55
Hospital owned or affiliated HME	50	50
HME rental/sales (including oxygen)	70	30
HME rental/sales (including oxygen)	60	40
Supplies (diabetic, ostomy, wound care, enteral, etc	0	100
Sleep specialty business	45	55
Pharmacy with HME	33	67
HME rental/sales (including oxygen)	80	20
Sleep specialty business	33	67
HME rental/sales (including oxygen)	60	40
HME rental/sales (including oxygen)	46	54
HME rental/sales (including oxygen)	20	80
Pharmacy with HME	60	40
HME rental/sales (including oxygen)	82	18
HME rental/sales (including oxygen)	34	66
Rehabilitation Technology Supplier (complex rehab)	5	95
Supplies (diabetic, ostomy, wound care, enteral, etc	35	65
HME rental/sales (including oxygen)	65	35

Rehabilitation Technology Supplier (complex rehab)	0	100
HME rental/sales (including oxygen)	80	20
HME rental/sales (including oxygen)	58	42
Other (please specify) We are HME, Complex Re	50	50
Pharmacy with HME	5	95
HME rental/sales (including oxygen)	60	40
Other (please specify) O&p		100
Sleep specialty business	70	30
Rehabilitation Technology Supplier (complex rehab)	1	99
HME rental/sales (including oxygen)	22	78
HME rental/sales (including oxygen)	70	30
Supplies (diabetic, ostomy, wound care, enteral, etc.)		100
Other (please specify) DME Pap and Supplies	60	40
HME rental/sales (including oxygen)	35	65
HME rental/sales (including oxygen)	52	48
Rehabilitation Technology Supplier (complex rehab)	1	99
Other (please specify) Breast pump sales and rel	0	100
HME rental/sales (including oxygen)	1	99
HME rental/sales (including oxygen)	53	47
Supplies (diabetic, ostomy, wound care, enteral, etc.)		100
HME rental/sales (including oxygen)	63	37
Supplies (diabetic, ostomy, wound care, enteral, etc	8	92
Supplies (diabetic, ostomy, wound care, enteral, etc.)		100
HME rental/sales (including oxygen)	60	40
Rehabilitation Technology Supplier (complex rehab)	28	72
HME rental/sales (including oxygen)	50	50
Rehabilitation Technology Supplier (complex rehab)	20	80
HME rental/sales (including oxygen)	50	50
HME rental/sales (including oxygen)		100
HME rental/sales (including oxygen)	10	90
Other (please specify) DME. No oxygen	25	75
Supplies (diabetic, ostomy, wound care, enteral, etc	40	60
Rehabilitation Technology Supplier (complex rehab)	1	99
Sleep specialty business	0	100
HME rental/sales (including oxygen)	65	35
HME rental/sales (including oxygen)	1	99
HME rental/sales (including oxygen)	30	70
HME rental/sales (including oxygen)	50	50
HME rental/sales (including oxygen)	60	40
Rehabilitation Technology Supplier (complex rehab)	25	75
HME rental/sales (including oxygen)	0	100
Hospital owned or affiliated HME	45	55
HME rental/sales (including oxygen)	85	15
Other (please specify) Accessibility equipment d	5	95
HME rental/sales (including oxygen)	45	55
Retail	40	60
HME rental/sales (including oxygen)	70	30

HME rental/sales (including oxygen)	80	20
HME rental/sales (including oxygen)	75	25
Retail	5	95
HME rental/sales (including oxygen)	60	40

What were the following for your latest fiscal year? (Enter rounded percentages, e.g. 56)			How many physical locations do you serve patients from?
% Cost of sales	% Operating expenses	% Operating profit before interest & depreciation (EBITDA). (Should equal 100% of total revenues from Question 2 less cost of sales % less operating expenses %)	Response

37	20	32	Two
52	40	12	One
40	55	5	Five or more
45	40	15	Three
51	64	-15	Five or more
18	83	17	Five or more
30	35	0	Five or more
46	23	31	Five or more
43	43	8	Two
35	10	55	Three
44	47	9	One
40	20	40	One
25	25	50	Three
45	40	15	Two
38	44	18	One
48	52	0	One
73	91	3	Five or more
50	45	15	Two
38	46	16	Two
29	73	27	One
31	40	29	One
46	60	-6	Five or more
36	64	0	Three
51	47	2	One
49	46	5	Two
100	25	8	One
62	31	7	Five or more

10	15	75 One
26	52	22 Five or more
43	56	1 Four
45	10	45 One
55	40	15 One
38	50	14 Four
51	49	0 One
49	48	3 One
34	58	13 One
44	50	40 Four
62	30	8 One
27	26	35 Two
45	46	9 Five or more
46	51	3 Three
32	54	10 One
30	10	2 Two
50	50	11 One
0	0	0 One
33	44	23 Two
55	35	10 One
42	50	8 Two
25	75	10 One
39	33	28 Two
48	40	12 Two
56	27	17 Three
50	40	10 One
56	37	7 One
34	54	12 Five or more
25	55	20 One
70	20	10 One
31	23	8 Five or more
35	24	40 One
60	20	20 Three
60	40	40 Five or more
50	20	30 Five or more
54	35	11 One
50	50	10 Two
61	44	17 Five or more
30	50	20 One
42	58	5 One
48	37	15 Three
50	30	20 Four
23	60	17 One
55	43	2 One
53	44	3 Two
41	34	25 One
40	44	16 Five or more

45	55	10 One
55	45	18 One
46	57	-3 Three
50	50	0 Five or more
42	10	48 Three
50	42	8 Two
60	40	0 Three
30	70	50 Three
56	39	5 One
51	39	10 Two
48	45	7 One
73	13	14 One
50	50	10 Five or more
35	65	26 Two
39	50	11 Two
37	56	7 One
40	50	10 One
72	14	14 One
37	58	5 Two
44	34	22 One
29	68	3 Five or more
54	41	5 Four
42	50	8 Two
28	79	-7 One
42	10	20 One
35	58	7 Five or more
45	35	20 One
50	50	0 One
60	20	20 One
40	30	30 One
50	40	45 Three
20	100	30 One
62	32	6 Five or more
0	0	0 One
65	25	10 Four
73	14	14 One
30	50	20 One
50	50	15 Two
50	35	15 Two
70	30	247000 One
60	25	15 One
33	77	23 One
38	42	20 One
64	11	15 Two
25	38	37 One
59	31	0 Five or more
60	30	10 One

44  
45  
46  
24

56  
50  
51  
74

0 Three  
50 One  
3 One  
2 Two



Did your total collectible HME revenues for the latest fiscal year:	Please provide your percentage of revenues by payer type for the latest fiscal year (must total 100%):		
Response	Medicare	Medicaid	Managed care

Grow 11% to 20% over th	35	10	30
Grow 1% to 10% over the	30	15	20
Grow 1% to 10% over the	27	12	3
Grow 1% to 10% over the	48	2	40
Stay approximately the sa	40	16	25
Grow 11% to 20% over th	11	12	10
Decline from the prior ye:	19	7	0
Grow 11% to 20% over th	19	17	0
Grow 1% to 10% over the	32	14	1
Decline from the prior ye:	50	2	
Decline from the prior ye:	28	28	2
Grow 11% to 20% over th	75	10	
Grow 1% to 10% over the	25	15	5
Decline from the prior ye:	37	5	3
Grow 1% to 10% over the	45	5	
Decline from the prior ye:	1	85	4
Grow more than 20% ove	18	46	2
Decline from the prior ye:	15	5	5
Grow more than 20% ove	41	3	0
Grow 11% to 20% over th	55	7	12
Grow 1% to 10% over the	22	6	24
Grow 1% to 10% over the	25	10	5
Decline from the prior ye:	40	13	21
Grow more than 20% ove	1	27	68
Stay approximately the sa	47	16	
Stay approximately the sa	5	2	2
Grow 11% to 20% over th	41	12	8

Grow 11% to 20% over th	25	5	5
Grow more than 20% ove	26	6	19
Decline from the prior ye:	62	19	1
Grow more than 20% over the prior year			
Grow more than 20% ove	40	5	40
Grow more than 20% ove	14	7	4
Decline from the prior ye:	0	0	0
Grow 1% to 10% over the	18	22	17
Grow 1% to 10% over the	17	8	35
Stay approximately the sa	44	8	14
Decline from the prior ye:	23	22	
Stay approximately the sa	20	11	34
Decline from the prior ye:	20	5	75
Grow 1% to 10% over the	47	8	
Grow 1% to 10% over the	20	5	
Decline from the prior ye:	0	65	35
Decline from the prior ye:	100		
Decline from the prior ye:	0	0	0
Grow 11% to 20% over th	40	25	10
Stay approximately the same as the prior year			
Stay approximately the sa	25	25	15
Decline from the prior ye:	26	4	3
Grow 1% to 10% over the	23	10	33
Decline from the prior ye:	8	5	
Grow 11% to 20% over th	40	18	16
Grow more than 20% ove	60	10	0
Decline from the prior ye:	15	5	1
Grow 1% to 10% over the	21	15	17
Decline from the prior ye:	30	5	30
Grow 1% to 10% over the	65	15	15
Stay approximately the sa	32	3	21
Grow 1% to 10% over the	17	9	12
Stay approximately the sa	40	40	
Stay approximately the sa	5	15	60
Grow 1% to 10% over the	30		60
Grow 1% to 10% over the	20	14	0
Stay approximately the sa	4	40	30
Grow 11% to 20% over th	18	1	80
Grow more than 20% ove	85		5
Stay approximately the sa	35	47	0
Grow 1% to 10% over the	12	63	5
Grow 1% to 10% over the	45	25	
Grow 1% to 10% over the	1	0	0
Grow 1% to 10% over the	29	8	44
Stay approximately the sa	30	15	30
Grow more than 20% ove	1	20	75
Grow 1% to 10% over the	26	7	12

Grow 1% to 10% over the	30	25	35
Decline from the prior ye:	65	25	10
Decline from the prior ye:	24	14	17
Grow 1% to 10% over the	20	20	20
Decline from the prior ye:	40	40	
Grow 11% to 20% over th	40	10	19
Stay approximately the sa	5		95
Decline from the prior ye:	30	25	20
Grow 1% to 10% over the	8	26	37
Grow more than 20% ove	4	1	0
Grow 1% to 10% over the	40	9	45
Stay approximately the sa	8		41
Grow 11% to 20% over th	0	0	0
Grow 11% to 20% over th	45	25	
Grow 1% to 10% over the	10	17	18
Grow 11% to 20% over th	70	10	10
Stay approximately the same as the prior year		6	
Grow more than 20% over the prior year		90	
Grow more than 20% ove	35	20	20
Grow 1% to 10% over the	75		
Grow 1% to 10% over the	61	9	1
Decline from the prior ye:	35	45	10
Grow more than 20% ove	50	15	15
Decline from the prior ye:	5	31	10
Grow more than 20% ove	30	0	
Grow 11% to 20% over th	35	10	10
Decline from the prior ye:	30	30	
Stay approximately the sa	80	10	10
Grow 11% to 20% over th	48	5	0
Stay approximately the sa	23	23	40
Decline from the prior ye:	5	15	10
Stay approximately the sa	60	40	
Grow 1% to 10% over the prior year			2
Decline from the prior ye:	0	0	0
Decline from the prior ye:	12	8	65
Grow more than 20% over the prior year		90	10
Stay approximately the sa	0	0	0
Grow 1% to 10% over the	10	20	20
Grow 11% to 20% over th	45	25	
Grow 11% to 20% over th	35	20	10
Grow more than 20% ove	0	0	0
Grow 1% to 10% over the	20	2	27
Grow 1% to 10% over the	60	5	30
Decline from the prior ye:	3	2	2
Grow 11% to 20% over th	31	5	
Grow 1% to 10% over the	19	17	10
Grow 1% to 10% over the	50	2	0

Decline from the prior year	10	5	15
Grow 11% to 20% over the	40	5	
Stay approximately the same	0	0	0
Grow more than 20% over	60	4	15

			Which of the following payer types increased (as a percentage of your total revenues) in the latest fiscal year? (Select all that apply.)
Other insurance	SNF/hospice	Retail/patient paid	Medicare

	5	20 Medicare
10	15	10 Medicare
37	8	13 Medicare
8		2 Medicare
12	5	2 Medicare
61		6 Medicare
54	3	17 Medicare
31	15	20
22	3	28 Medicare
25		23
32	0	10
5		10 Medicare
30	10	15 Medicare
45	1	9 Medicare
30	10	10
9		1 Medicare
27	1	6 Medicare
5		70 Medicare
41	1	14
7	1	18 Medicare
16	10	22 Medicare
55	0	5 Medicare
15	2	9 Medicare
3	0	1
21	7	9 Medicare
91		
21	0	17 Medicare

30	5	30 Medicare
33	1	15
10		8
100		
5		10 Medicare
49		26 Medicare
0	0	100
15		28
24	4	12 Medicare
21	3	10
20	5	20
35	0	0
		Medicare
16	8	21 Medicare
70		5 Medicare
0	0	0
		Medicare
0	0	0
25		Medicare
		100
10		25
30	1	32
30	2	2 Medicare
10		77 Medicare
11	9	6
10	15	5 Medicare
2	2	75
6	20	21
35		Medicare
		5 Medicare
42	0	2 Medicare
41	2	19
20		Medicare
0	10	10
		10 Medicare
34	0	32
5	10	1
0	0	1
		10 Medicare
13	0	5
5	5	10
27		8 Medicare
1	80	18
15	1	3
20		5 Medicare
		4
36	1	18 Medicare

5	0	5
		Medicare
10	3	32
19	20	1
15		5
20	1	10 Medicare
5	0	5
24	0	5
94	0	1 Medicare
0		6
51		
85	0	15
30		Medicare
	50	5
		10 Medicare
93		1
10		
10	10	5
24		1
15		14
		10
20		Medicare
34	4	16
60		10 Medicare
23	2	20 Medicare
20		20
0	0	0 Medicare
46		1 Medicare
10	0	4
0	0	70
		Medicare
97		1
0	0	100
10	1	4 Medicare
0	0	100
	50	
25		5 Medicare
30		5 Medicare
0	0	100
41	0	10 Medicare
	2	3
1		92 Medicare
57		7
39		15
38	0	10 Medicare

55	25	0
40	5	10
1	0	99
10	1	10 Medicare



Medicaid	Managed care	Other insurance	SNF/hospice

Medicaid

Managed care

SNF/hospice

Medicaid

Other insurance

SNF/hospice

Medicaid

Other insurance

Medicaid

Managed care

Other insurance

SNF/hospice

Other insurance

Medicaid

Other insurance

SNF/hospice

Medicaid

Managed care

Medicaid

Other insurance

Other insurance

Managed care

Other insurance

Other insurance

Medicaid

Managed care

Other insurance

Medicaid

Other insurance

Medicaid	Managed care	Other insurance	SNF/hospice
		Other insurance	
	Managed care	Other insurance	
Medicaid	Managed care Managed care	Other insurance Other insurance	SNF/hospice
			SNF/hospice
Medicaid		Other insurance	
Medicaid			
Medicaid	Managed care	Other insurance Other insurance	
Medicaid	Managed care		
		Other insurance	
Medicaid	Managed care	Other insurance	SNF/hospice SNF/hospice
	Managed care Managed care	Other insurance	
		Other insurance Other insurance	SNF/hospice
Medicaid Medicaid	Managed care Managed care Managed care		SNF/hospice
Medicaid Medicaid Medicaid			SNF/hospice
Medicaid	Managed care Managed care Managed care Managed care	Other insurance	SNF/hospice

Medicaid	Managed care		
Medicaid			SNF/hospice
Medicaid	Managed care	Other insurance	
	Managed care		
Medicaid	Managed care	Other insurance	
Medicaid		Other insurance	
	Managed care		
	Managed care		
Medicaid		Other insurance	
		Other insurance	
	Managed care		SNF/hospice
	Managed care		
Medicaid		Other insurance	
Medicaid			
		Other insurance	SNF/hospice
		Other insurance	
		Other insurance	
Medicaid	Managed care	Other insurance	
Medicaid			SNF/hospice
		Other insurance	
Medicaid	Managed care	Other insurance	SNF/hospice
Medicaid		Other insurance	
		Other insurance	
Medicaid	Managed care		
Medicaid		Other insurance	
			SNF/hospice
		Other insurance	
Medicaid	Managed care	Other insurance	
Medicaid	Managed care		
Medicaid	Managed care		SNF/hospice
Medicaid	Managed care		

Managed care

Other insurance

Other insurance

Managed care

Other insurance

	Please provide your percentage of net revenues by product line for the latest fiscal year (must total 100%):		
Retail/patient paid	Oxygen	Sleep	Vents

Retail/patient paid	20	40	5
Retail/patient paid	15	20	15
Retail/patient paid	22	25	5
		99	1
	13	21	2
	20	46	4
	14	41	0
Retail/patient paid	11	52	10
Retail/patient paid	18	39	0
Retail/patient paid	35	39	10
Retail/patient paid	10	50	0
	20	25	8
	25	30	2
Retail/patient paid	25	35	
	5	3	10
Retail/patient paid	13	27	1
	5	5	
Retail/patient paid	12	67	17
	15	51	9
	25	35	6
	8	70	7
	20	39	12
	0	0	0
	16	21	4
	19	47	4

Retail/patient paid	17	36	0
Retail/patient paid	23	55	3
	40	10	
Retail/patient paid	30	50	5
Retail/patient paid		97	
Retail/patient paid	0	0	0
Retail/patient paid			
Retail/patient paid	10	12	0
Retail/patient paid	20	30	
Retail/patient paid	9	30	1
	34	46	0
		100	
Retail/patient paid	24	28	2
	5	54	35
	0	10	0
	30	70	
Retail/patient paid	0	0	0
	5	15	0
Retail/patient paid	20	62	0
	8	50	10
	15	5	
	29	38	0
	30	0	0
Retail/patient paid	4	1	0
Retail/patient paid	10	32	17
	20	70	
Retail/patient paid	15	70	15
Retail/patient paid	11	43	7
Retail/patient paid	13	70	
	25	20	0
	0	0	0
		100	
	7	57	0
	20	0	0
	10	90	
Retail/patient paid	5		
Retail/patient paid	5	35	0
Retail/patient paid	5	5	0
	40	40	
Retail/patient paid	10	10	0
Retail/patient paid	20	48	
	5		
	23	44	14

	0	0	0
	75	20	
Retail/patient paid	10	41	5
	27	30	0
Retail/patient paid			
Retail/patient paid	12	41	1
	1	99	
Retail/patient paid	1	99	
	13	58	
	0	85	0
	25	75	
	60	25	
Retail/patient paid			
Retail/patient paid	20	32	0
Retail/patient paid	20	26	7
	0	2	0
Retail/patient paid	35	20	4
Retail/patient paid	20	40	5
	20	20	0
	0	0	0
	0	0	0
Retail/patient paid		100	
Retail/patient paid	15	20	10
Retail/patient paid			
	40		
	40	45	
Retail/patient paid			
Retail/patient paid	0	0	0
	12	46	10
Retail/patient paid		40	60
	35	42	2
Retail/patient paid	8	22	2
	15	75	0

	50	45	
	35	40	0
Retail/patient paid	0	0	0
Retail/patient paid	25	25	10



Bed and wheelchair rentals	Supplies (diabetic, ostomy, wound care, enteral, etc.)	Power mobility	Complex rehab

20	5		
10	10		
8	10		5
5	19	5	2
2	11	2	6
4	7	3	15
1	5	0	0
7	13	0	0
5	4		
10	10	0	0
10	5	15	60
10	15		
20	5	0	0
20	5		
2	78	0	0
28	15	3	13
15	15	5	5
16	7	0	0
5	8	0	0
1	1	1	3
5	5		5
3	0	14	66
4	10	1	10
80		5	15
3	17	3	4

6	10	10	5
4	2	0	0
25		35	
10	10	15	
5		5	
	2		
10	0	2	0
7	17	17	34
15	7	19	13
5	5		
10	10	8	4
9	3	0	0
14	6	2	0
1			
0	75	0	0
25	5	5	0
15	25	0	0
5	0	0	0
3	20	0	0
20	15	15	5
4	1	1	0
30	0	0	0
15	15	10	0
8	9	1	2
5	5		
2	2	9	11
1			
20	20	5	
0	95	0	0
1	8	0	0
40	0	20	20
80		10	
25	3	5	0
15	60	5	0
10			
40	10	5	0
7	10	4	2
			100
25	65		
6	1	0	0

0	0	0	95
5			
5	14	0	0
25	1	8	5
5	25		
8	3	15	5
4		11	75
	3		
	100		
0	0	0	0
	15		
		6	82
	100		
15	0	1	0
	100		
14	0	6	9
0	85	1	0
	100		
11	0	0	0
10		20	70
10	5	1	0
10		10	65
20	20	20	0
5	30	15	0
20	5	0	0
	80		
		15	80
10	10	10	15
	100		
20			
40	10		
10			
25		70	
0	0	5	0
15	7	0	0
4	2		
6	24	3	4
0	1	0	0

10	5	5	
2	0	10	2
10	2	15	0

			Which of the following product lines increased as a percentage of total revenues in the latest fiscal year? (Select all that apply.)
Retail/patient paid	Orthotics and prosthetics	Other	Oxygen

10			
20		10	Oxygen
		17	8 Oxygen
1		19	13
1		0	8
15		0	1 Oxygen
9		5	7
7		0	16 Oxygen
7			
10		10	Oxygen
10			
10			12 Oxygen
12		2	4
12		3	Oxygen
1		0	1
			Oxygen
45		5	Oxygen
			4
2		0	0
1		7	13 Oxygen
1		0	8
5		4	5
1		0	16
8		8	18
0		3	0

12	1	3
2	3	8
	18	22
		15 Oxygen
5		Oxygen
		1
64	10	14
23	2	
9	3	12
30	5	5 Oxygen
20	5	3
0	5	3 Oxygen
21	3	Oxygen
		5
0	10	5
	100	
		100
		Oxygen
45	10	10
25	10	5
10	3	
0	5	4 Oxygen
20	5	Oxygen
6	6	15 Oxygen
30	0	10 Oxygen
45	10	
6	1	14 Oxygen
1	0	14
10	1	5 Oxygen
10		Oxygen
0	5	0
0	5	22 Oxygen
		Oxygen
5		
10	17	0
10	0	Oxygen
		10 Oxygen
20	5	Oxygen
2	1	6 Oxygen
4		1
1	6	5

0	0	5
		Oxygen
20	0	5
4		Oxygen
25	45	
10	2	3
	100	
		Oxygen
5		5
17		9 Oxygen
15	0	
		Oxygen
12		
		100
10	20	2
16	0	2
12	0	0
11	3	16 Oxygen
15	1	3 Oxygen
15		
0	0	0 Oxygen
	100	
0	40	10
75	0	
	20	
		5
4	5	1
80		
		10 Oxygen
		5 Oxygen
5		
95	0	
10	0	0
		100
2	6	7
15	8	8
9		

5  
86  
13

0

5  
Oxygen  
0  
Oxygen



Sleep	Vents	Bed and wheelchair rentals	Supplies (diabetic, ostomy, wound care, enteral, etc.)

Sleep		Bed and wheelchair rentals	
	Vents		
Sleep		Bed and wheelchair rentals	Supplies (diabetic, ostomy)
Sleep			Supplies (diabetic, ostomy)
Sleep			
Sleep	Vents	Bed and wheelchair rentals	Supplies (diabetic, ostomy)
Sleep		Bed and wheelchair rentals	Supplies (diabetic, ostomy)
Sleep			
Sleep			
Sleep		Bed and wheelchair rentals	Supplies (diabetic, ostomy)
Sleep		Bed and wheelchair rentals	
			Supplies (diabetic, ostomy)
Sleep	Vents	Bed and wheelchair rentals	Supplies (diabetic, ostomy)
Sleep			
Sleep	Vents		
Sleep		Bed and wheelchair rentals	
Sleep	Vents	Bed and wheelchair rentals	
Sleep	Vents		
Sleep	Vents		
		Bed and wheelchair rentals	
Sleep	Vents		

Sleep		Bed and wheelchair rental	Supplies (diabetic, ostomy)
Sleep	Vents		
		Bed and wheelchair rentals	
		Bed and wheelchair rentals	
Sleep		Bed and wheelchair rentals	
Sleep		Bed and wheelchair rentals	
Sleep			
Sleep			
Sleep		Bed and wheelchair rental	Supplies (diabetic, ostomy)
Sleep			Supplies (diabetic, ostomy)
Sleep			
Sleep		Bed and wheelchair rentals	
Sleep			Supplies (diabetic, ostomy)
Sleep	Vents		
Sleep			
Sleep		Bed and wheelchair rentals	
Sleep	Vents		Supplies (diabetic, ostomy)
Sleep			
Sleep	Vents		
Sleep		Bed and wheelchair rentals	
Sleep			Supplies (diabetic, ostomy)
Sleep			
Sleep		Bed and wheelchair rentals	
Sleep			
Sleep		Bed and wheelchair rental	Supplies (diabetic, ostomy)
Sleep	Vents		Supplies (diabetic, ostomy)

Sleep			
			Supplies (diabetic, ostomy)
Sleep			
			Supplies (diabetic, ostomy)
Sleep		Bed and wheelchair rentals	
Sleep			
Sleep		Bed and wheelchair rental	Supplies (diabetic, ostomy)
			Supplies (diabetic, ostomy)
Sleep			
Sleep			
Sleep			Supplies (diabetic, ostomy)
			Supplies (diabetic, ostomy)
Sleep	Vents		
Sleep			
Sleep			
Sleep	Vents		Supplies (diabetic, ostomy)
		Bed and wheelchair rentals	
Sleep		Bed and wheelchair rentals	
		Bed and wheelchair rentals	
Sleep		Bed and wheelchair rentals	
Sleep	Vents		
Sleep		Bed and wheelchair rentals	
Sleep	Vents		
Sleep			

Sleep

Sleep

Power mobility	Complex rehab	Retail/patient paid	Orthotics and prosthetics

Retail/patient paid  
Retail/patient paid

γ, wound care, enteral, etc Complex rehab

γ, wound care, enteral, etc.)

Orthotics and prosthetics

γ, wound care, enteral, etc.)  
γ, wound care, enteral, etc.)

Retail/patient paid

Orthotics and prosthetics

Power mobility                  Complex rehab  
γ, wound care, enteral, etc.)

Retail/patient paid  
Retail/patient paid

γ, wound care, enteral, etc.)  
Power mobility                  Complex rehab

Retail/patient paid

Power mobility                  Complex rehab

γ, wound care, enteral, etc.)		Retail/patient paid	Orthotics and prosthetics
Power mobility			Orthotics and prosthetics
Power mobility			Orthotics and prosthetics
Power mobility	Complex rehab Complex rehab	Retail/patient paid	
Power mobility		Retail/patient paid	
γ, wound care, enteral, etc.)		Retail/patient paid	
γ, wound care, enteral, etc.)			Orthotics and prosthetics
γ, wound care, enteral, etc.)		Retail/patient paid	Orthotics and prosthetics
		Retail/patient paid	Orthotics and prosthetics
γ, wound care, enteral, etc.)		Retail/patient paid Retail/patient paid Retail/patient paid	Orthotics and prosthetics
	Complex rehab		
γ, wound care, enteral, etc.)			Orthotics and prosthetics Orthotics and prosthetics
Power mobility	Complex rehab		
γ, wound care, enteral, etc.)		Retail/patient paid Retail/patient paid Retail/patient paid	Orthotics and prosthetics
		Retail/patient paid	Orthotics and prosthetics
γ, wound care, enteral, etc.)	Complex rehab		
γ, wound care, enteral, etc.)			
γ, wound care, enteral, etc.)			

Complex rehab

γ, wound care, enteral, etc.)

Retail/patient paid

γ, wound care, enteral, etc.)

Retail/patient paid

Power mobility      Complex rehab

Retail/patient paid

Orthotics and prosthetics

Complex rehab

γ, wound care, enteral, etc.)

Orthotics and prosthetics

γ, wound care, enteral, etc.)

γ, wound care, enteral, etc.)

Complex rehab

γ, wound care, enteral, etc.)

Orthotics and prosthetics

Complex rehab

Retail/patient paid

γ, wound care, enteral, etc.)

γ, wound care, enteral, etc.)

Power mobility      Complex rehab

Retail/patient paid

Complex rehab

Power mobility

Retail/patient paid

Orthotics and prosthetics  
Orthotics and prosthetics

Power mobility      Complex rehab

Retail/patient paid

γ, wound care, enteral, etc.)

Retail/patient paid

Orthotics and prosthetics

Power mobility      Complex rehab

Retail/patient paid

Retail/patient paid

Orthotics and prosthetics  
Orthotics and prosthetics

Retail/patient paid  
Retail/patient paid



	Which product line grew the fastest in the latest fiscal year compared to the prior year? (Select only one.)		Which product lines did you discontinue in the latest fiscal year, if any? (Select all that apply.)
Other (please specify)	Response	Other (please specify)	Oxygen

	Retail/patient paid		
	Sleep		
	Sleep		
	Sleep		
	Orthotics and prosthetics		
	Sleep		
	Sleep		
	Sleep		
	Sleep		
	Sleep		
	Sleep		
	Complex rehab		
Orthopedics	Sleep		
	Sleep		
	Sleep		
	Supplies (diabetic, ostomy, wound care, enteral, etc)		
LIFT CHAIRS	Other (please specify) LIFT CHAIRS		
	Oxygen		
	Sleep		
	Sleep		
	Other (please specify) Stayed the same-COVID		
	Sleep		
Personal Care Medical	Sleep		
	Complex rehab		
	Sleep		
	Bed and wheelchair rentals		Oxygen
	Sleep		

	Retail/patient paid	
	Sleep	
Dia shoes, ADL products	Orthotics and prosthetics	
	Oxygen	
	Oxygen	
	Sleep	
STAIR LIFTS	Other (please specify)	STAIR LIFTS
	Bed and wheelchair rentals	
	Complex rehab	
	Sleep	
	Sleep	
	Sleep	
none	Other (please specify)	none
	Sleep	
	Sleep	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	Oxygen
	Orthotics and prosthetics	Oxygen
NA-new company	Other (please specify)	NA-new company
	Sleep	
	Retail/patient paid	
	Sleep	
	Sleep	
	Sleep	
	Oxygen	
Contracts with Native Am	Sleep	
	Oxygen	
	Retail/patient paid	
	Vents	
	Sleep	
	Sleep	
	Vents	
	Sleep	
	Sleep	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Sleep	
	Sleep	
	Power mobility	
	Sleep	
	Bed and wheelchair rentals	
	Retail/patient paid	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Sleep	
	Retail/patient paid	
	Sleep	
	Complex rehab	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Sleep	

	Complex rehab	
	Sleep	
	Other (please specify)	Home Modification
	Sleep	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Sleep	
	Orthotics and prosthetics	
	Sleep	
	Complex rehab	
	Sleep	Oxygen
breast pumps and mastect	Retail/patient paid	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Sleep	
	Sleep	
	Sleep	
Stairlifts ans VPL's	Other (please specify)	stairlifts
Compression stockings ar	Other (please specify)	Compression stockings and postpartum garments
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Orthotics and prosthetics	
na	Other (please specify)	na
	Complex rehab	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	Oxygen
commercial accounts, ecf	Other (please specify)	commercial accounts
	Complex rehab	
	Vents	
	Complex rehab	
	Oxygen	
	Orthotics and prosthetics	
	Orthotics and prosthetics	
	Other (please specify)	Private bed lift chairs
	Supplies (diabetic, ostomy, wound care, enteral, etc)	Oxygen
	Complex rehab	
	Sleep	
	Complex rehab	
	Supplies (diabetic, ostomy, wound care, enteral, etc)	
beds to increase	Retail/patient paid	
	Bed and wheelchair rentals	
	Sleep	
	Power mobility	
	Retail/patient paid	
	Bed and wheelchair rentals	
	Sleep	
Home lifts	Power mobility	
	Sleep	
	Vents	
	Sleep	Oxygen

NONE

Other (please specify)

NONE

Sleep

Retail/patient paid

Sleep

Sleep	Vents	Beds and wheelchair rentals	Supplies (diabetic, ostomy, wound care, enteral, etc)

Supplies (diabetic, ostomy)

Beds and wheelchair rentals

Sleep

Vents

Supplies (diabetic, ostomy)

Sleep

Vents

Beds and wheelchair rentals  
Beds and wheelchair rentals  
Beds and wheelchair rent Supplies (diabetic, ostomy)

Supplies (diabetic, ostomy)

Vents

Beds and wheelchair rentals

Sleep

Sleep

Vents

Beds and wheelchair rentals

Supplies (diabetic, ostomy)

Sleep

Beds and wheelchair rentals

Vents

Supplies (diabetic, ostomy)



Power mobility	Complex rehab	Retail/patient paid	Orthotics and prosthetics

Complex rehab

γ, wound care, enteral, etc)

Orthotics and prosthetics

γ, wound care, enteral, etc)

Complex rehab

Orthotics and prosthetics

Power mobility  
Power mobility

Complex rehab  
Complex rehab

Complex rehab

, wound care, enteral, etc)

Complex rehab

Orthotics and prosthetics

Complex rehab

Orthotics and prosthetics

Orthotics and prosthetics

, wound care, enteral, etc)

Complex rehab

Orthotics and prosthetics

Complex rehab

Orthotics and prosthetics

(, wound care, enteral, etc)

		How many full time equivalent employees (FTEs) do you have in the following categories?	
None	Other (please specify)	Intake/CSR	Billing/collections

None		20	8
		4	3
None		55.11	24.78
None		3	3
None		26	7
None		201	54
None		25	5
	Diabetic Shoes	19	9
None		1.7	1
None		3	1
None		3	
None		1	1
None		17	3
None		4	2
		2	2
None		1	1
None		16	4
None		1	
None		7	3
		6	4
None		3	6
	Infusion Pharmacy	80	60
None		26	10
None		7	6
None		7	7
		5	3
None		28.55	23.25

	Diabetic Supplies	4	4
None		78	69
		1	1
None			2
None		9	5
None		8	9
None			
None		3	1
None		7	5
None		9	2
None		3	3
None		12	5
None		4	5
None		4	1
		1	1
		4	2
		1	1
	NA-new company		
None		2	3
		2	0
None		3	1
		1	2
None		12	8
None		1	1
None		10	3
None		1	1
		0.5	0.5
None		41	19
	not going after oxygen, ju	3	3
None		3	2
None		70.8	57
		2	4
		4	4
None		25	15
		2	5
None		1	1
		1	1
None		21	7
	Stair lifts	3	1
None		1	2
None		5	3
None		5	3
None		4	1
None		10	2
None		6	5
None		3	3
None		51	42

None		2	2
None		2	3
None		10	4
None		20	15
None			1
None		9	2
None			
None		3	1
None		3	2
		22	7
None		4	3
None		5	3
None		5	2
None		6	2
		2	2
	reduce wc rentals	2	1
None		7	3
None		8	2
None		6	2
None		1	1
None		14	2
None		7	3
		3	1
None		3	1
None		2	
None		12	17
	incontinence		1
None		1	1
None		4	1
None		3	1
None		4	1
		10	5
None		15	6
None			
		15	5
None		11	4
		3	0
		12	8
None		3	3
None		1	1
None			
		4	2
None		1	1
	NA		2
None		6	3
None		130	100
		2	1

None

2

2

3

1

None

3

1

3

2



Respiratory therapist	Delivery tech	Marketing/sales	Rehab Technology Supplier

4	10	2	
2	4	1	0
22.31	37.21	7.45	4.77
3	1	3	
5	6	0	2.8
21	38	8	5
2	9	1	4
10	10	0.5	
2.5	3	0	0
1	3	1	
1	0.5		
		4	1
3	9		
1	2	0	0
1	1		
2	1	0	0
3.5	22	3	3
	1		
4	3	2	
1	4	0	0
3	6	0	0
44	25	14	3
4	7		1
0	5	9	3
2	3	0	2
	2	3	
38.3	18.2	3.4	5

2	3	0	1
26	54	40	0
	2		
		1	
1	4	3	
5		4	
	1		
	3		1
0.5	2	1	5
	6	1	
1	5	1	1
5	6	0	0
30		1	
2	4	0	0
1	1 owner		
2	2	0	0
	1		
6	2		
0	1	2	0
0	2	0	0
2	2		
8	6	0	0
	1		
0	8	0	0
1	1	1	0
0	1	2	
12	42	5	3
2	3	0	
2	2	1	
11.5	36	2	6.9
1	2		
1	2	1	
0	10	15	0
3		2	
2			
0.5	3	1	
13	7	9	0
	3	1	
1	2		
2	5	2	
2	1		
1	8	1	0
2.8	6	0	1
0	4		5
	2		
18	45	13	0

0	2	1	1
1	1	1	
7	8	0	0
1	25	1	7
	1		
5	6	3	2
3	1	1	
	2		3
6	0	4	0
1	2	1	
		1	
1	1	0	0
6	3		
8	10	1	
	3	4	2
		5	
		2	
3	5	0	0
		1	
3	14	0	1
0	3	4	0
		1	
3	10	1	0
1	1	1	2
7	14	2	0
	1		1
	1		
	1	3	
	1	2	
0	2	1	
1	0	5	
	2		9
	1		
4	15	3	3
		1	
0	1	2	0
1	55	3	
2	1	2	0
	1		1
	1	1	
1	5	4	0
2			
	12	2	
2	5		
8	35	10	6
0	1	1	0

2  
1  
1

3  
2  
3  
2

1  
1  
2  
1

2

	How are your sales employees compensated? (Select all that apply.)		
Other	Salary only	Salary plus commission based on new patients	Salary plus commission based on collections

8	Salary plus commission based on new patients
0 Salary only	
51.17 Salary only	
	Salary plus commission based on new patients
4	
38 Salary only	
15	
6 Salary only	
2.4 Salary only	
2	Salary plus commission based on new patients
2 Salary only	
Salary only	
Salary only	
Salary only	Salary plus commission based on new patients
1 Salary only	
68.5 Salary only	
	Salary plus commission based on new patients
7	Salary plus commission based on new patients
5	
3	
76	Salary plus commission based on new patients
	Salary plus commission based on new patients
5	Salary plus commission based on new patients
8 Salary only	
25.9 Salary only	

	Salary only	
	76	Salary plus commission based on new patients
	11 Salary only	
	8 Salary only	
	4	Salary plus commission based on new patients
	2 Salary only	
	Salary only	
	5	Salary plus commission based on new patients
	Salary only	
	Salary only	Salary plus commission based on new patients
	Salary only	
	Salary only	
		Salary plus commission based on new patients
NA-new company	Salary only	
	Salary only	
	6	
	1 Salary only	
	3	Salary plus commission based on new patients
	1 Salary only	
	3	
	Salary only	
	1 Salary only	
	0	Salary plus commission based on new patients
	1 Salary only	
	68 Salary only	Salary plus commission based on new patients
	7	
	Salary only	Salary plus commission based on new patients; Salary plus commission based on new patients
	37.4 Salary only	
	1	
	Salary only	
		Salary plus commission based on new patients
	Salary only	Salary plus commission based on new patients; Salary plus commission based on new patients
	Salary only	
		Salary plus commission based on new patients
	18	Salary plus commission based on new patients
	Salary only	
	1 Salary only	
	Salary only	
	2 Salary only	
	2	Salary plus commission based on new patients
	10	
	4	Salary plus commission based on new patients
	4 Salary only	
	55	Salary plus commission based on new patients

8	Salary only	Salary plus commission based on new patients
	Salary only	
36	Salary only	Salary plus commission based on new patients
	Salary only	
1		Salary plus commission based on new patients
15	Salary only	Salary plus commission based on new patients
	Salary only	
5		Salary plus commission based on new patients
8		Salary plus commission based on new patients
1		Salary plus commission based on new patients
6	Salary only	
3		
3	Salary only	
11	Salary only	Salary plus commission based on new patients
		Salary plus commission based on new patients
4		Salary plus commission based on new patients
5		
11	Salary only	
3		Salary plus commission based on new patients
		Salary plus commission based on new patients
6		Salary plus commission based on new patients
		Salary plus commission based on new patients
	Salary only	
	Salary only	
4		Salary plus commission based on new patients
	Salary only	
1	Salary only	
	Salary only	
2	Salary only	
	Salary only	
6	Salary only	Salary plus commission based on new patients
		Salary plus commission based on new patients
	Salary only	
	Salary only	Salary plus commission based on new patients
2	Salary only	
		Salary plus commission based on new patients
		Salary plus commission based on new patients
5		Salary plus commission based on new patients
		Salary plus commission based on new patients
5		Salary plus commission based on new patients
		Salary plus commission based on new patients
360		Salary plus commission based on new patients
0	Salary only	

2

Salary plus commission based on new patients

Salary only

Salary plus commission based on new patients



		If you pay commission based on set-ups, how much do you pay per: (Enter full dollar amounts with no commas or abbreviations, i.e. 1000)	
Commission only	Other (please specify)	Oxygen set-up	CPAP/BiPAP set-up

50 60  
0 0

25

we have no sales employees

Salary plus .5% of gross profit of territory sales

50 30

hourly

based on collections

na

n/a

50

na

No sales

40 30

based on collections

Commission only

		50	10 30
Commission only			
based on collections			50
based on collections		0	0
	hourly	100	50
	owner (can't find a good s	20	50
	Hourly plus commission on supply and repap		50
based on collections		0	0
	We have no sales reps		
	Performance bonuses at t	0	0
		40	40
based on collections			
based on collections	no sales people. owner and president salary and carrying the sales		
	N/A		
based on collections			
based on collections			
based on collections	management/respiratory salary; other staff hourly		
		0	0
based on collections	N/A		
	hourly		
		50	15

based on collections	Hourly + commission base	0	0
based on collections	hourly		
based on collections		50	15 50
	We have no Sales people re supply pap therapy and repaps		75 70
based on collections	Hourly		
based on collections	na		
Commission only			15
based on collections		25	15
based on collections			
based on collections		0 50	0
based on collections		0	15
based on collections			20
based on collections	No FT Marketing person		
based on collections		5	5

Salary and hourly

50

20

25

10

			What are your average monthly oxygen set-ups per respiratory sales rep? (If not applicable, please leave blank.)
Vent set-up	Power mobility set-up	Complex rehab set-up	Open-Ended Response

75			35
0	0	0	25
			5

67

100			10
-----	--	--	----

8

2

500

275	100	400	6
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	300	500	
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		200	0
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200				30
	500			
				10
				0
0	0	0	0	
150	50	150		900
				30
100				
				1
0	0	0	0	
0	0	0	0	8
0	0	0	0	42
0	0	0	0	1
150				15
				10
				1
				3
300				2
				1
				5
0	0	0	0	
200	0	0	0	43

0	0	0	0	0
				10
				2
	50	300		
		5-15		
		NA		
				7.5
				0
400				0
0	0	0	0	10
250				
				0
300		250		5
0	0	0	0	0
				30
0	0	0	0	
125			NA	
				65
				2

40  
5

100

50

50



What are your average monthly sleep set-ups per respiratory sales rep? (If not applicable, please leave blank.)	On average, what percentage of your sales employees' total compensation is commission or incentive based?	What was your total employee expense (including benefits) for the latest fiscal year? (Enter full dollar amount with no commas or abbreviations, i.e. 100000)	What was your total occupancy expense (including rents, insurance, property tax, utilities) for the latest fiscal year? (Enter full dollar amount with no commas or abbreviations, i.e. 100000)
Open-Ended Response	Open-Ended Response	Open-Ended Response	Open-Ended Response

110	50	300000	400000
40	0	420	6000
12	0	12212552	1505486
75	25	77000	40000
		4789612	487497
	0	21670131	1000585
100	20	3699706	340826
15	0	3000000	580000
		495936	35302
30	25	1016966	122170
	0	399800	61400
	210,000.00	60,000.00	
		1642275	271281
30	5	530000	66000
		3360000	4940000
na	na	303000	62000
		4715125	584493
		360000	76250
200	50	1100000	325000
		1160860	80000
		965000	79000
100	30	20600000	2478000
		\$4,809,462	\$254,194
		\$1,278,438	\$200,770
		1434182	not available
0		370000	10000
		8264220	1149611

20			800000	147000
75 28%			18553000	1730327
	100		210000	42000
			695237	25100
50		1,200,000	50,000	
65	55		1591003	242191
		166,000	90,000	
			409000	86400
			1279557	248861
			1000000	100000
1100	18		750000	250000
45			2042357	75355
	0		2315000	319000
			395000	58000
40			175000	66000
			800000	150000
			175000	25000
		N/A- new company	N/A- new company	
	25		1246225	120000
		280,000	425,000	
	25		350000	75000
		599,000	90,000	
		1,940,000	225,000	
2			300000	50000
56	0		886000	1200000
1			30000	20000
			180000	46110
	25		10668000	1624000
			705688	75500
45	10		660000	48000
	0		18065975	661641
			565000	75000
25	0		500000	100000
			1000000	800000
	20		300000	100000
14 na		265,200.43	24,537.27	
0	10		570000	150000
90	40		4476500	509000
			515000	80000
5	0		333102	103598
			800000	1100000
30	5		1000000	150000
	5		1187358	283180
			1843787	240000
	60		1500000	120000
			750000	55000
92	45		13151600	1554000

0	1	300000	1500000
30		350000	50000
2		3761759	648865
	10	4500000	200000
		60000	35000
45 35%		1364268	180000
		110000	2000000
		60000	60000
	65	1163806	104940
125 25%		2043000	252500
37	0.1	477874	52211
		945000	61000
0 10%	404,000		45000
	25	1200000	100000
16	0	1300000	24000
		630000	145000
20%		1800000	90000
		1600000	300000
		916800	150000
	100	660000	24000
25	0	1936504	651796
0	50	1913104	332148
	35	200000	300000
40	901100	1100000	100000
60%		160000	100000
	25	5000000	500000
		144000	56000
		100000	100000
0	20	567641	227536
		291000	30000
		400000	120000
		100000	50000
	0	1800000	250000
		0	0
12	5	2250000	5200000
	30	2880000	330
0	0 250,000		600000
	5	4500000	200000
		1000000	150000
		210000	35000
		200000	0
22	5	1158858	86554
50	15	235000	17600
		1455000	98400
		699896	125407
165	50	27000000	3950000
50	0	200000	300000

20	10	660000	54660
15	0	250000	25000
		600000	96000
50	20	375374	90000

Did your unit cost of comparable HME equipment (for rental & sales) purchased, by product:			
Oxygen	Sleep	Beds and wheelchairs	Supplies (diabetic, ostomy, wound care, enteral, etc)

Increase in 2019  
 Increase in 2019  
 Did not change  
  
 Increase in 2019  
 Did not change  
 Increase in 2019  
 Increase in 2019  
  
 Did not change  
 Did not change  
  
 Increase in 2019  
 Did not change  
 Increase in 2019  
 Decrease in 2019  
 Decrease in 2019  
 Did not change  
 Increase in 2019  
 Did not change  
 Increase in 2019  
 Increase in 2019  
 Did not change  
 Did not change  
  
 Did not change  
 Increase in 2019  
 Decrease in 2019

Decrease in 2019  
 Increase in 2019  
 Did not change  
 Increase in 2019  
  
 Increase in 2019  
 Decrease in 2019  
 Increase in 2019  
 Did not change  
  
 Did not change  
 Did not change  
  
 Increase in 2019  
 Did not change  
 Increase in 2019  
 Increase in 2019  
 Increase in 2019  
 Decrease in 2019  
 Did not change  
 Increase in 2019  
 Did not change  
 Did not change  
  
 Did not change  
 Decrease in 2019

Did not change  
 Increase in 2019  
 Did not change  
  
 Did not change  
 Increase in 2019  
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 Did not change  
 Did not change  
  
 Did not change  
 Did not change  
 Decrease in 2019

Increase in 2019  
 Did not change  
  
 Did not change  
 Did not change  
 Decrease in 2019  
 Increase in 2019  
  
 Increase in 2019  
 Increase in 2019  
 Did not change  
 Decrease in 2019  
 Increase in 2019  
  
 Did not change  
 Did not change  
 Did not change  
 Did not change  
  
 Increase in 2019  
 Did not change



Did not change	Did not change	Did not change	Did not change
Increase in 2019	Did not change	Increase in 2019	
Did not change	Increase in 2019	Did not change	Increase in 2019
Increase in 2019	Decrease in 2019	Increase in 2019	Increase in 2019
		Increase in 2019	Increase in 2019
Did not change	Did not change	Did not change	Decrease in 2019
	Increase in 2019		
		Increase in 2019	
Increase in 2019	Did not change	Increase in 2019	Increase in 2019
	Decrease in 2019		Did not change
Did not change	Did not change		
Decrease in 2019	Did not change		
Decrease in 2019	Did not change	Decrease in 2019	Increase in 2019
	Increase in 2019		
			Did not change
Increase in 2019	Increase in 2019	Increase in 2019	Increase in 2019
Did not change	Did not change	Did not change	Increase in 2019
Did not change	Did not change	Did not change	Increase in 2019
			Decrease in 2019
Increase in 2019		Decrease in 2019	Increase in 2019
Did not change	Did not change	Did not change	Did not change
	Did not change	Increase in 2019	Did not change
Increase in 2019	Did not change	Did not change	Did not change
		Did not change	Increase in 2019
Increase in 2019	Did not change	Did not change	Did not change
	Did not change	Increase in 2019	Did not change
			Did not change
	Did not change		
Increase in 2019	Increase in 2019	Increase in 2019	Increase in 2019
			Increase in 2019
Decrease in 2019		Did not change	
Increase in 2019	Increase in 2019	Increase in 2019	Did not change
			Did not change
Did not change	Decrease in 2019	Did not change	Did not change
	Did not change		
Did not change	Decrease in 2019	Did not change	Did not change
Decrease in 2019	Decrease in 2019	Did not change	Did not change
Did not change	Did not change	Did not change	Did not change

Decrease in 2019  
Increase in 2019

Decrease in 2019  
Increase in 2019

Increase in 2019  
Did not change  
Did not change

Increase in 2019  
Did not change

Decrease in 2019

Decrease in 2019



		Please describe your profitability for 2019 compared to 2018:	
Power mobility	Complex rehab	Total Profit	Profit as a percentage of revenue

Did not change	Did not change	Increased in 2019	Increased in 2019
Did not change	Did not change	Increased in 2019	Increased in 2019
Did not change	Did not change	Increased in 2019	Increased in 2019
Did not change	Did not change	Decreased in 2019	Decreased in 2019
Increase in 2019	Increase in 2019	Did not change	Did not change
Increase in 2019	Increase in 2019	Increased in 2019	Increased in 2019
Did not change	Did not change	Increased in 2019	Increased in 2019
Did not change	Did not change	Increased in 2019	Increased in 2019
Decrease in 2019	Decrease in 2019	Increased in 2019	Increased in 2019
Increase in 2019	Increase in 2019	Increased in 2019	Increased in 2019
Did not change	Did not change	Decreased in 2019	Decreased in 2019
Did not change	Did not change	Increased in 2019	Increased in 2019
Increase in 2019	Increase in 2019	Increased in 2019	Increased in 2019
Did not change	Did not change	Decreased in 2019	Decreased in 2019
Did not change	Did not change	Decreased in 2019	Decreased in 2019
Decrease in 2019	Decrease in 2019	Increased in 2019	Increased in 2019
Increase in 2019	Increase in 2019	Decreased in 2019	Decreased in 2019
Increase in 2019	Increase in 2019	Increased in 2019	Increased in 2019
Increase in 2019	Increase in 2019	Increased in 2019	Increased in 2019





Increase in 2019  
Did not change  
Did not change

Did not change  
Did not change

Decreased in 2019  
Did not change  
Increased in 2019  
Increased in 2019

Did not change  
Increased in 2019

What percentage of ALLOWABLE revenues did you collect in 2019?	What is your current days sales outstanding (DSO)?	Compared to one year ago, your DSO has:	How has your DSO been impacted by CMS audits during the last year?
Open-Ended Response	Response	Response	Response

	97 29 days or less	Improved (decreased)	No impact
	74 46-60 days	Improved (decreased)	Increased DSO by less tha
	95 76-90 days	Worsened (increased)	Increased DSO by less tha
	89 46-60 days	Stayed the same	Increased DSO by 11-20 d
	76 61-75 days	Worsened (increased)	No impact
	87 46-60 days	Worsened (increased)	No impact
	94 61-75 days	Worsened (increased)	No impact
	90 61-75 days	Improved (decreased)	No impact
	80 46-60 days	Improved (decreased)	No impact
	96 29 days or less	Stayed the same	No impact
	85 61-75 days	Stayed the same	Increased DSO by less tha
	90 46-60 days	Stayed the same	No impact
76%	76-90 days	Improved (decreased)	Increased DSO by less tha
	83 61-75 days	Improved (decreased)	No impact
	8 29 days or less	Improved (decreased)	Increased DSO by greater
	99 29 days or less	Improved (decreased)	No impact
	83 46-60 days	Improved (decreased)	No impact
	98 30-45 days	Stayed the same	No impact
	85 29 days or less	Improved (decreased)	Increased DSO by 11-20 d
	84 30-45 days	Improved (decreased)	No impact
	88 46-60 days	Improved (decreased)	Increased DSO by less tha
	87 61-75 days	Worsened (increased)	Increased DSO by 11-20 d
89%	91 days or more	Improved (decreased)	No impact
98.4%	61-75 days	Worsened (increased)	No impact
	70 46-60 days	Stayed the same	No impact
	100 30-45 days	Improved (decreased)	Increased DSO by less tha
	97.86 30-45 days	Worsened (increased)	No impact

83%	95 30-45 days	Worsened (increased)	Increased DSO by less tha
	46-60 days	Improved (decreased)	Increased DSO by less tha
	92 30-45 days	Stayed the same	No impact
	100 29 days or less	Stayed the same	No impact
	95 76-90 days	Improved (decreased)	No impact
	93 61-75 days	Improved (decreased)	No impact
	99.5 29 days or less	Stayed the same	No impact
	94 46-60 days	Worsened (increased)	No impact
n/a	85 30-45 days	Improved (decreased)	No impact
	30-45 days	Stayed the same	No impact
77%	94 30-45 days	Improved (decreased)	No impact
	76-90 days	Worsened (increased)	No impact
	88 46-60 days	Worsened (increased)	No impact
	87 30-45 days	Improved (decreased)	No impact
80%	29 days or less	Improved (decreased)	No impact
	75 61-75 days	Worsened (increased)	Increased DSO by less tha
N/A- new company	80 46-60 days	Stayed the same	Increased DSO by greater
	91 days or more	Stayed the same	No impact
	96 30-45 days	Worsened (increased)	No impact
	95 29 days or less	Stayed the same	No impact
	90 29 days or less	Improved (decreased)	No impact
	78 46-60 days	Worsened (increased)	Increased DSO by greater
	98 46-60 days	Worsened (increased)	Increased DSO by less tha
	98 29 days or less	Stayed the same	No impact
	92 30-45 days	Stayed the same	Increased DSO by greater
	90 30-45 days	Improved (decreased)	No impact
	90 29 days or less	Improved (decreased)	No impact
	95 61-75 days	Improved (decreased)	No impact
95.2%	29 days or less	Stayed the same	No impact
	87 46-60 days	Stayed the same	Increased DSO by 11-20 d
	97 46-60 days	Improved (decreased)	No impact
	72 46-60 days	Improved (decreased)	No impact
	70 30-45 days	Improved (decreased)	Increased DSO by 11-20 d
	30 76-90 days	Stayed the same	Increased DSO by less tha
91%	25 30-45 days	Stayed the same	No impact
	30-45 days	Stayed the same	No impact
	92 76-90 days	Improved (decreased)	No impact
	85 61-75 days	Improved (decreased)	Increased DSO by less tha
	70 61-75 days	Improved (decreased)	Increased DSO by less tha
	87 30-45 days	Worsened (increased)	Increased DSO by less tha
	89 30-45 days	Stayed the same	No impact
	80 76-90 days	Stayed the same	Increased DSO by less tha
97%	90 46-60 days	Stayed the same	No impact
	76-90 days	Improved (decreased)	No impact
	99 61-75 days	Stayed the same	No impact
	97 30-45 days	Stayed the same	No impact
	100 30-45 days	Stayed the same	Increased DSO by less tha

	95 30-45 days	Improved (decreased)	No impact
	700000 30-45 days	Stayed the same	Increased DSO by greater
	98 30-45 days	Improved (decreased)	No impact
	90 30-45 days	Stayed the same	Increased DSO by less tha
	67 61-75 days	Improved (decreased)	No impact
91%	46-60 days	Improved (decreased)	Increased DSO by less tha
	100 30-45 days	Stayed the same	No impact
	90 29 days or less	Improved (decreased)	No impact
	67 46-60 days	Stayed the same	No impact
	95 46-60 days	Improved (decreased)	No impact
	95 30-45 days	Improved (decreased)	No impact
	97 30-45 days	Stayed the same	No impact
78%	29 days or less	Improved (decreased)	No impact
	95 30-45 days	Worsened (increased)	No impact
	97 61-75 days	Improved (decreased)	No impact
84% ????	46-60 days	Improved (decreased)	Increased DSO by less tha
	90 91 days or more	Stayed the same	No impact
	98 29 days or less	Improved (decreased)	No impact
	89 46-60 days	Stayed the same	Increased DSO by less tha
	89 29 days or less	Stayed the same	No impact
	79 30-45 days	Stayed the same	Increased DSO by 11-20 d
	92 61-75 days	Improved (decreased)	No impact
	85 61-75 days	Stayed the same	No impact
	90 46-60 days	Improved (decreased)	Increased DSO by greater
	72 46-60 days	Stayed the same	No impact
	97 30-45 days	Stayed the same	No impact
	99 91 days or more	Improved (decreased)	No impact
	100 29 days or less	Stayed the same	No impact
	59 46-60 days	Improved (decreased)	Increased DSO by greater
%85	46-60 days	Stayed the same	No impact
	20 29 days or less	Improved (decreased)	No impact
	80 29 days or less	Improved (decreased)	No impact
	98 30-45 days	Stayed the same	No impact
	0 29 days or less	Stayed the same	No impact
	69 61-75 days	Worsened (increased)	Increased DSO by greater
	99 29 days or less	Improved (decreased)	No impact
n/a	29 days or less	Stayed the same	No impact
	80 61-75 days	Stayed the same	No impact
	80 76-90 days	Worsened (increased)	Increased DSO by 11-20 d
	85 46-60 days	Improved (decreased)	No impact
	0 29 days or less	Stayed the same	No impact
	84.5 30-45 days	Improved (decreased)	No impact
	93 30-45 days	Worsened (increased)	No impact
92%	30-45 days	Improved (decreased)	No impact
97%	46-60 days	Worsened (increased)	Increased DSO by less tha
	96 46-60 days	Stayed the same	Increased DSO by less tha
	85 30-45 days	Stayed the same	No impact

70 91 days or more	Worsened (increased)	Increased DSO by greater
90 30-45 days	Stayed the same	No impact
100 29 days or less	Stayed the same	No impact
80 61-75 days	Improved (decreased)	Increased DSO by 11-20 d



What is the biggest single cause of claims denials?	What business functions do you routinely outsource? (Select all that apply.)		
Open-Ended Response	Billing service	Regulatory & compliance	Patient collections

dvs Billing service

Date of Service Billing service

eligibility Patient collections

more documentation need Billing service Patient collections

Modifiers Patient collections

Untimely follow up Billing service Patient collections

incentive adjustment Patient collections

State medicaid system issues Patient collections

Patient not in chronic stable state when tested for oxygen coverage

n 10 days Billing service Patient collections

Errors

n 10 days Billing service

Billing service

when a rental patient comes to us from another company - especially CPAP and Oxygen - always an audit Denied for no authorization when no auth was required in the first place. Glitch in Wellcare system for INCORRECT INSURANCE - PATIENTS ALWAYS CHANGING

ays

CO16 Patient collections

Medical Records Patient collections

ays Patient collections

16-Lacks adjudication info Billing service

documentation Patient collections

n 10 days

n 10 days		
lacks adjudication information		Patient collections
Patient who has rental equipment dies and we are unaware of it.		
N/A		
front end errors		Patient collections
	Regulatory & compliance	Patient collections
Medicare Advantage Plans not paying in a timely fashion and deny first, we have to go to review even w		
Payer errors	Billing service	
documentation		Patient collections
Coding errors on our part	Billing service	Patient collections
Insurances stalling and wrongful denials		
n 10 days		
Medicare "rubber stamp"	Billing service	
Not including narrative		
Not applicable		
PROCESSING ERRORS ON PAYERS END		Patient collections
SNF		
Audit Errors - corrected on redetermination		Patient collections
Private auditors working for Medicare!!!!!!!!!!!!!!		
seven point Rx error		
BCBS programming issues. Their software is messed up!		
Freq not supported, covered by other payer, co-payment amount		Patient collections
prior authorization		
Missing prior authorization		
PTF	Billing service	Patient collections
Correct complete paperwork		
Compliance		
Non-covered charge		Patient collections
	Regulatory & compliance	
authorizations	Billing service	Patient collections
n 10 days		
Insurance changes by Patients and hospitalization		
Not medically necessary		
Clerical errors		
Documentation		
Payer incorrect denials		
Eligibility lapse		
Prior Authorization Missing/Invalid		

Processed incorrectly by the insurance company		
Medicare being MEDICARE, if you don't dot the I or cross the t		
non-covered charge	Billing service	
Incompetent Payors		
Softwear issues		
wrong modifiers	Billing service	Patient collections
	Billing service	
Covid 19 difficulty getting	Billing service	
	Billing service	
no prior authorization	Billing service	
Payor Error		
Wrong Information		
Missing claim note	Billing service	
Stupidity!		
Insurance companies beir	Billing service	
Not a covered benefit, mæ	Billing service	Patient collections
change in payors and pati	Billing service	
consolidated home health	Billing service	
Documentation	Billing service	Patient collections
SNF Part A Days		
customers on home health services		
inadequate documentatic	Billing service	Patient collections
Covered by another payo	Billing service	
No PA		
improper processing		
medical record. physicians not getting the medical r	Regulatory & compliance	Patient collections
Human error on our part	Billing service	
	Billing service	
none		
NPI and LON		
no dso		
	Billing service	Patient collections
ays		Patient collections
"No CMN on file"		Patient collections
n 10 days		Patient collections
n 10 days		
F2F notes prior to sleep s	Billing service	

Backup documentation from hospitals and physicians  
Paperwork

documentation

Billing service

			What sources of capital did your company use in the last year? (Select all that apply.)
Deliveries/pickups	None	Other (please specify)	Bank loans

resupply

patient statements, patient survey

None

None

lit.....or have to send into Medicaid.  
 None  
 None  
 None  
 None

Bank loans

Bank loans

Intake, Case Management, Customer Service

None  
 None

Deliveries/pickups



	None		
	None		
		re-supply	
	None		
	None		Bank loans
	None		
		Payroll, HR	
	None		Bank loans
Deliveries/pickups		Drop ship products	Bank loans
		Thinking about patient co	Bank loans
Deliveries/pickups			
			Bank loans
Deliveries/pickups			
	None		
	None		
			Bank loans
		Resupply outreach/insurance verification	
	None		
Deliveries/pickups	None		
		eligibility, refills, patient satisfaction calls	
Deliveries/pickups	None		Bank loans
Deliveries/pickups	None		
	None		
	None		
	None		
	None		Bank loans
	None		Bank loans

None  
None  
None

Bank loans  
  
Bank loans



Bank line of credit	Factoring A/R	Equipment leases	Private investors

Equipment leases  
Equipment leases

Bank line of credit

Equipment leases

Equipment leases

Factoring A/R

Equipment leases

Equipment leases

Equipment leases

Private investors

Factoring A/R

Equipment leases

Bank line of credit

Bank line of credit

Equipment leases

Equipment leases  
Equipment leases

Equipment leases

Private investors

Bank line of credit

Equipment leases

Private investors

Equipment leases

Bank line of credit

Bank line of credit

Equipment leases

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases  
Equipment leases

Bank line of credit

Bank line of credit

Equipment leases

Private investors

Bank line of credit

Equipment leases

Bank line of credit

Factoring A/R

Equipment leases  
Equipment leases

Private investors

Bank line of credit

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

Bank line of credit

Bank line of credit

Private investors

Bank line of credit

Bank line of credit

Equipment leases

Bank line of credit

Equipment leases

			What is the primary strategic focus of your business for the next year?
Shareholder loans	Business cash flow	Other (please specify)	Open-Ended Response

	Business cash flow Business cash flow		sleep and re-supply growth outsource PAP resupply a Increase sales and Margin remote pap set ups
	Business cash flow Business cash flow	Parent Hospital System	Become the preferred DM Expansion of retail with sp Reduce reliance on gover Write-off's and loss equip
	Business cash flow Business cash flow Business cash flow Business cash flow	None	Increase oxygen referrals Improve efficiency, grow : Improve billing procedure
Shareholder loans			
Shareholder loans	Business cash flow		Keeping costs low and lea to maintain number of en Get new payers and new : INCREASE SALES BY 25% Staying open growth, adaptability to pa Continue to improve oper Growing consignment anc Improve productivity, gro Downsizing brick and mor Use more Business Proce: sleep and vents
	Business cash flow Business cash flow Business cash flow Business cash flow Business cash flow		
	Business cash flow Business cash flow Business cash flow		
	Business cash flow		

	Business cash flow		Process improvement
	Business cash flow		Optimization of the virtua
	Business cash flow		Reduce expenses
	Business cash flow		Growth, new geographic i
	Business cash flow		Expand our foot print regi
	Business cash flow		
Shareholder loans		NONE	EXPANSION OF NEW PRO
	Business cash flow		Increase sales
	Business cash flow		Complex Rehab/Mobility
			Grow through acquisition
			try to keep stay in busine:
			Cpap and vents
	Business cash flow		
	Business cash flow		Profitable at all three stor
	Business cash flow	owners starved to death	Selling our business
	Business cash flow		
	Business cash flow	N/A- new company	To survive competitive bi
	Business cash flow		grow
			Recliners
Shareholder loans	Business cash flow		TRY TO STAY AFLOAT DUF
	Business cash flow	Hospital System	To increase profitability, f
			Grow profitable lines: ver
	Business cash flow		
Shareholder loans	Business cash flow		Decrease dependency on
	Business cash flow		Sales
	Business cash flow		Retail sales including inter
	Business cash flow		Stability, hang on through
			PAP resupply, Sleep devic
			grown vent business and
	Business cash flow	Bond financing	Customer and referral ret
			Growing sleep business ai
	Business cash flow		
Shareholder loans	Business cash flow		Increase setups.
Shareholder loans	Business cash flow		Increase retail, recover fr
	Business cash flow		Growing Negative Pressur
			Sleep growth in current a
		no outside capital used	
	Business cash flow		Reduction of costs.
	Business cash flow		
	Business cash flow		improve collections
	Business cash flow		Find new sources of prod
		N/A Health System owner	Expand territory
			Increase revenue
	Business cash flow		Growth of supply sales
	Business cash flow		Growth and expense man

	Business cash flow		To expand our CRT depart
	Business cash flow		Stay in Business
	Business cash flow		Improve Respiratory effic
			Smooth sailing
	Business cash flow		To improve customer serv
	Business cash flow		increase oxygen/ventilato
		Merchant Loans	Getting Capital to get mor
	Business cash flow		
	Business cash flow		Continue to grow the bus
	Business cash flow		Increase Market Share %
			Increase Sales and increse
Shareholder loans	Business cash flow		Grow, win a couple Medic
			To sell it
	Business cash flow		Cash based business Stair
	Business cash flow		adding contracts and subc
	Business cash flow		
	Business cash flow		growth, manage COGS, in
	Business cash flow		to maintain our current s:
	Business cash flow		Reduce leases by paying c
	Business cash flow		Stabilize
Shareholder loans	Business cash flow		revenue growth
	Business cash flow		focus on commercial busi
			Growth and profitability
			Shift business to non-trad
			holding on
Shareholder loans	Business cash flow		on outside sales team, an
	Business cash flow		Survive the pandemic wit
	Business cash flow		
	Business cash flow		
	Business cash flow		Focus on profitable items
	Business cash flow	none	growth in bed
	Business cash flow		
	Business cash flow		Complex rehab
	Business cash flow		
Shareholder loans	Business cash flow	Cash from on-going opera	Contend with Covid-19 in
	Business cash flow		
	Business cash flow		Automation
	Business cash flow		Become more profitable

Business cash flow

Business cash flow

Try to stay in business??

Stay open

reduce dso - denials - be r



Please indicate which of the following business categories apply to your company: (Select one option only.)	What was your oxygen patient census as of January 1, 2020, by payer?		
Response	Medicare	Medicaid	Managed care

Oxygen/sleep	1000	300	1000
Oxygen/sleep	40	20	15
Both Oxygen/sleep and C	1564	230	0
Oxygen/sleep			
Both Oxygen/sleep and C	412	25	84
Both Oxygen/sleep and C	1456	806	2496
Both Oxygen/sleep and C	314	44	0
Oxygen/sleep	60		
Oxygen/sleep			
Oxygen/sleep	410	14	128
Oxygen/sleep	75	20	
Complex rehab			
Oxygen/sleep			
Oxygen/sleep	144	96	0
Oxygen/sleep	40	5	
Oxygen/sleep	3	315	5
Both Oxygen/sleep and C	47	28	
Both Oxygen/sleep and C	5	3	
Oxygen/sleep			
Oxygen/sleep	363	36	48
Oxygen/sleep	30	30	100
Both Oxygen/sleep and C	4021	225	163
Both Oxygen/sleep and Complex rehab			
Complex rehab			
Both Oxygen/sleep and C	47	16	
None of the above			
Both Oxygen/sleep and Complex rehab			

Both Oxygen/sleep and Complex rehab			
Oxygen/sleep	4906	307	5366
None of the above			
Oxygen/sleep			
Oxygen/sleep	600		600
Oxygen/sleep			
None of the above			
Complex rehab			
Both Oxygen/sleep and Complex rehab			
Oxygen/sleep	90	5	5
Both Oxygen/sleep and C	58	24	2
Oxygen/sleep			
Oxygen/sleep	0	0	0
Oxygen/sleep	325	6	
Oxygen/sleep	5	2	
None of the above			
None of the above			
None of the above			
Oxygen/sleep	400	75	
None of the above			
Oxygen/sleep	25	5	5
Oxygen/sleep	42	2	5
Oxygen/sleep			
Both Oxygen/sleep and C	5	3	
Oxygen/sleep	52	11	8
Oxygen/sleep	150		
Oxygen/sleep	5	0	0
Both Oxygen/sleep and C	737	405	639
Oxygen/sleep	135	5	143
Oxygen/sleep	300	15	15
Both Oxygen/sleep and C	2742	97	2469
Oxygen/sleep			
Oxygen/sleep			
None of the above			
Oxygen/sleep			
Oxygen/sleep	12	2	0
Both Oxygen/sleep and Complex rehab			
Oxygen/sleep	145	10	580
Oxygen/sleep			
Oxygen/sleep			
Oxygen/sleep	358	402	12
Oxygen/sleep	300	95	0
Oxygen/sleep	0	0	0
Oxygen/sleep	200	60	310
Complex rehab			
None of the above			
Oxygen/sleep	33	7	6

Complex rehab			
Oxygen/sleep	75		
Oxygen/sleep	20	15	40
Both Oxygen/sleep and C	25	25	17
None of the above			
Both Oxygen/sleep and C	150	40	100
None of the above			
Oxygen/sleep			
Complex rehab			
Oxygen/sleep			
Oxygen/sleep	108	26	94
None of the above			
None of the above			
Oxygen/sleep	350	30	
Both Oxygen/sleep and C	240	140	110
Complex rehab			
None of the above			
None of the above			
Oxygen/sleep	348	56	46
None of the above			
Both Oxygen/sleep and C	80	2	
None of the above			
None of the above			
Oxygen/sleep	35	90	120
Complex rehab			
Oxygen/sleep	35	10	20
Complex rehab			
Both Oxygen/sleep and C	100	80	20
None of the above			
None of the above			
None of the above			
None of the above			
Complex rehab			
None of the above			
Both Oxygen/sleep and C	10	12	78
None of the above			
None of the above			
Oxygen/sleep			
Oxygen/sleep	300	95	0
Complex rehab			
None of the above			
Oxygen/sleep	385	25	108
Oxygen/sleep			
None of the above			
Oxygen/sleep	306	49	
Both Oxygen/sleep and C	60	2	20
Oxygen/sleep	100		

Oxygen/sleep  
Oxygen/sleep  
None of the above  
Oxygen/sleep

65

5

15

			What was your oxygen patient census as of January 1, 2020, by modality?
SNF/hospice	Retail/Patient paid	Other insurance	Stationary concentrator only

100			
15	10		25
0		506	1656
85	168	32	0
157	399	3237	4189
58	24	307	
40			
1	21	73	236
		5	6
0	3	77	43
		55	35
	2	13	22
	2	23	31
	10	2	
0	36	42	38
73	30	248	100
0	75	792	20
7	9	21	5

20	153	4597	6407
	6		400
4	7	5	35 26
55	21		0 397
		20	
		50	150
1	20	30	5 51
	10	1	19
12	3	14	9
50			100
0	12	5	15
441	117	400	103
		40	135
			30
1124	16	713	3134
			50
0	0	2	5
0	15	0	0
0	5		22
0	5	50	100
90	10	0	50
50	5	100	100
51	3	0	89

				40
5	10	10		55
30	1	2		
5	25	100		75
	8			197
		50		80
2000	10			200
50				40
		18		20
90	25	100		200
2	0	33		265
				150
0	5	50		100
2	15	22		37
	69	563		395
1	1	17		24
				10





Stationary concentrator & gaseous portability	Stationary concentrator & liquid portability	Stationary liquid only	Stationary liquid & liquid portability

2000			
55	0	0	0
368	0	0	5
478	0	0	0
2889	0	7	6
100			
5	0	0	0
62			
277	0	0	0
40			
0	0	0	0
69			
18			
46	0	0	0
20	0	0	0
10	0	0	1
95			

250	0	10	0
400	6		
65			
4	0	0	0
	0	0	0
23			
15			
100			
20			
44	0	0	0
11	0	0	0
5	0	0	0
1056	31	0	133
182	6		
30			
1072	61	302	88
40			
7			
100	0	0	20
671	0	0	0
350			
476	0	0	0
375			
0	0	0	0

35				
40	0		0	0
98				
95	0		0	8
36				
120				
140	1800		20	0
40	0		0	0
60	0		0	0
200	50		0	0
2100				
85				
350				
29	0		0	0
592				
50	0		1	0
15	0		0	0

30

0

0

0

		If you are still using oxygen tanks for portability, what % of tanks are:	
Portable concentrator	Home transfilling system	Delivered	Picked up by patient

500		50	50
15	5	20	80
1311	1	86	14
266	62	95	5
62	153	80	20
		25	75
		99	1
1	405	5	95
30	2		100
7	0	85	15
20	5	20	80
0	0	90	10
		93	7
2		0	100
148	293	15	85
2	478	94	6
9	60	80	20
		99	1

4244	4438	95	5
400		90	10
0	70	70	30
	0	95	5
		50	50
23	0	5	95
3	9	20	80
275		90	10
	5	80	20
5	0	35	65
		5	95
79	1	6	94
		100	
2	0	50	50
700	708	80	20
		50	50
270		95	5
1295	1072	60	40
10		90	10
1	1	0	100
		100	
0	630	90	10
16	68	9	91
		5	95
4	3	90	10
150	100	90	10
3	8	70	30

			25	75
5	0		90	10
1	1		75	25
225	35		3	97
3			10	90
230			95	5
60	300		95	5
10	50		80	20
20			50	50
0	0		90	10
	265		25	75
20			50	50
15			95	5
			5	95
119	372		10	90
			100	
24	1		20	80
10	2		10	90

50

0

35

65



Please provide your percentage of net sleep revenues by product line for the latest fiscal year (must total 100%):		Do you outsource sleep supplies in either of these areas?	
Sales and rental of equipment	Sales of supplies	Product fulfillment	Compliance/reorder call

60		40 Yes	Yes
40		60 No	No
48		52 Yes	Yes
		Yes	Yes
35		65 No	Yes
33		67 No	No
43		57 Yes	Yes
40		60 Yes	Yes
		Yes	Yes
55		45 No	No
40		60 No	No
75		25 No	Yes
40		60 No	No
80		20 No	No
92		8 No	No
80		20 No	No
		Yes	
45		55 No	No
64		36 Yes	Yes
35		65 Yes	No
		Yes	Yes
46		54 Yes	
42		58 No	No

	No	Yes
40	60 Yes	Yes
50	50 No	Yes
48	52 Yes	Yes
40	60 Yes	Yes
50	50 No	Yes
65	35 No	No
33	67 No	Yes
65	35 Yes	Yes
60	40 No	No
35	65 Yes	No
35	65 No	Yes
40	60 No	No
60	40 Yes	No
80	20 No	No
47	53 Yes	Yes
100	0 No	No
50	50 No	No
26	74 No	Yes
40	60 No	No
20	80 Yes	No
38	62 Yes	Yes
50	50 Yes	No
	Yes	No
	No	No
41	59 No	Yes
	100 No	No
40	60 Yes	No
45	55 No	No
50	50 No	No
60	40 No	No
53	47 Yes	Yes
40	60 No	Yes

98	2 No	No
71	29 Yes	Yes
20	80 Yes	Yes
35	65 Yes	Yes
	No	No
24	76 Yes	Yes
30	70	Yes
35	65 Yes	No
40	60 Yes	Yes
24	76 No	No
46	54 Yes	Yes
40	60 Yes	No
50	50 No	Yes
50	50 No	No
75	25 No	Yes
50	50 No	No
77	23 No	No
75	25 Yes	No
52	48 Yes	No
50	50 No	No
40	60 No	No

60

40 Yes

Yes

Are you also in the complex rehab business?	What is your average monthly allowed/collectible revenue per Rehab Technology Supplier?	How many monthly evaluations do your Rehab Technology Suppliers complete, on average?	What is your month-end work in process as a percentage of annual revenue (in dollars)?
Response	Response	Response	Response

No

No

Yes

\$60,001 - \$80,000

20 - 30

10 – 15%

No

Yes

Less than \$40,000

More than 40

More than 20%

Yes

\$40,000 - \$60,000

31 - 40

Less than 10%

Yes

\$40,000 - \$60,000

Less than 20

Less than 10%

No

No

No

No

No

No

No

No

Yes

More than \$80,000

20 - 30

10 – 15%

Yes

Less than \$40,000

Less than 20

Less than 10%

No

No

No

Yes

\$60,001 - \$80,000

20 - 30

More than 20%

Yes

More than \$80,000

20 - 30

More than 20%

More than \$80,000

20 - 30

Yes

Less than \$40,000

Less than 20

16 – 20%

No

Yes	\$40,000 - \$60,000	Less than 20	10 – 15%
No			
No			
No			
	Less than \$40,000	Less than 20	10 – 15%
No			
Yes	\$60,001 - \$80,000	Less than 20	More than 20%
No			
No			
No			
No			
No			
No			
No			
No			
Yes	Less than \$40,000	Less than 20	Less than 10%
No			
No			
No			
Yes	Less than \$40,000	Less than 20	Less than 10%
No			
No			
Yes	More than \$80,000	31 - 40	Less than 10%
No			
No			
No			
No			
Yes	\$40,000 - \$60,000	20 - 30	
No			
No			
No			
No			
	More than \$80,000	20 - 30	Less than 10%
No			

No	\$40,000 - \$60,000	Less than 20	10 – 15%
No			
Yes	\$60,001 - \$80,000	20 - 30	Less than 10%
Yes	More than \$80,000	20 - 30	Less than 10%
No			
No	More than \$80,000	20 - 30	16 – 20%
No			
No			
No	\$40,000 - \$60,000	20 - 30	16 – 20%
No			
Yes	\$40,000 - \$60,000	Less than 20	10 – 15%
No			
No	\$40,000 - \$60,000	Less than 20	16 – 20%
No	\$40,000 - \$60,000	Less than 20	10 – 15%
No			
	\$40,000 - \$60,000	20 - 30	10 – 15%
Yes	More than \$80,000	20 - 30	10 – 15%
No			
No			
No			
No			
Yes	\$60,001 - \$80,000	More than 40	16 – 20%
No			

No

No



On average, how much time does it take from evaluation to delivery?

Response

30 – 60 days

61 – 90 days

30 – 60 days

30 – 60 days

30 – 60 days

61 – 90 days

61 – 90 days

More than 90 days

30 – 60 days

61 – 90 days

30 – 60 days

61 – 90 days

More than 90 days

30 – 60 days

61 – 90 days

More than 90 days

30 – 60 days

61 – 90 days

30 – 60 days

30 – 60 days

61 – 90 days

61 – 90 days

30 – 60 days

30 – 60 days

30 – 60 days

30 – 60 days

30 – 60 days

30 – 60 days

61 – 90 days