

NCPA Survey Results Regarding New Accreditation and Competitive Bidding Requirements

Results of NCPA survey conducted on June 23 – 26, 2006, regarding NCPA member response to proposed DME regulations (CMS-1270-P)

- CMS has said that it assumes that 90% of suppliers in an MSA will bid “to maintain or expand their business”.
- Approximately one thousand (1000) pharmacists practicing in the ten MSAs likely to be selected based on proposed rule guidelines were surveyed.
- The response rate was twelve percent (12%).
- 98% of respondents currently provide DMEPOS and maintain a Part B supplier billing number. Only 9% have obtained accreditation with 82% meeting SBA small supplier definitions with < 6 FTE and Medicare reimbursed sales of < \$500,000.
- 56% of respondents claim the vast majority of their DMEPOS sales are from diabetes testing supplies.
- **Only 31% of pharmacists responding from the ten MSAs likely to be selected will participate in the competitive acquisition program (CAP).**
- Reasons for lack of future participation range from concerns about profitability and lack of financial resources to commit to the CAP bid process and accreditation.

Contact: NCPA Government Affairs 703-683-8200