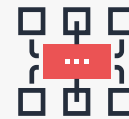




# HME's Impact in the Pandemic

As the number of those with Coronavirus rose aggressively across the United States, home medical equipment (HME) providers stepped up to alleviate the burden facing our nation's hospitals and to care for patients under tough conditions. Serving vulnerable patient populations can be a daunting task and a heavy responsibility even in the best of times; the challenges are magnified several times over in an unprecedented health emergency like a pandemic.

Providers updated their protocols to protect patients and staff as new information came out daily on the virus. Providers worked overtime to bring patients home safely out of hospital settings and to continue to care for an influx of patients. They were rightfully deemed essential workers by CMS and state agencies in this fight against COVID-19 and continue to make an immense difference in the lives of families each day.



## **SUPPLY CHAIN DISRUPTION**

70% of HME companies reported disruptions in product categories needed to directly care for COVID-19 patients.



## **PPE**

86% of HME companies reported increased costs.



## **SANITIZING EQUIPMENT**

90% of HME companies reported an increase in time spent cleaning/sanitizing equipment and supplies.

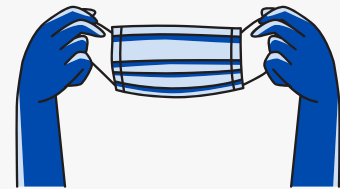
\*Statistics drawn from the "Impact of COVID-19 Supply Chain Disruptions and Increased Costs on DME Suppliers: A Survey of Companies" conducted by Dobson | DaVanzo in May of 2020.



# Improving People's Lives Through HME

## CRITICAL ASSISTANCE OFFERED:

- WORKED WITH MANUFACTURER PARTNERS TO GET EQUIPMENT AS EXPEDITIOUSLY AS POSSIBLE
- DONATED VENTILATORS TO LOCAL HOSPITALS
- HELPED NURSING HOMES STOCK HIGH LEVELS OF CONCENTRATORS IN PREPARATION FOR THE ROLE THEY PLAYED
- QUICKLY ENGAGED RESPIRATORY THERAPISTS TO HELP STAFF HOSPITALS AND EDUCATE HOSPITAL EMPLOYEES ACROSS THE COUNTRY ON HOW TO USE THE VARIOUS KINDS OF VENTILATORS THEY WERE RECEIVING
- DEVELOPED NEW APPROACHES WITH BIPAP AVAPS SO HOSPITALS COULD USE IT INVASIVELY OR AS A SECONDARY FORM OF TREATMENT
- PARTNERED WITH AREA HOSPITALS TO DISCHARGE PATIENTS WHO WERE ABLE TO BE TAKEN CARE OF AT HOME AS QUICKLY AS POSSIBLE TO CREATE ROOM FOR COVID-19 PATIENTS



**“Patients with conditions like COPD are at high risk to catch the virus in the hospital. The hospitals lean on the HME Industry to discharge these patients and free hospital beds for COVID-19 patients.”**

*- HME Executive in Louisiana*

**“We didn’t want the pediatric patients’ families having to come into our building where the other medical offices are seeing and diagnosing COVID-19 patients, so our ATPs are still doing final fits for our Complex Rehab Technology patients at home.”**

*- Purchasing Manager in Washington*

**“Every time we make a delivery, we’re helping people, both before and after COVID-19. It’s all about helping people. We aren’t selling toaster ovens—we are providing equipment and services that saves or improves people’s lives. This is what drives us. People want to heal at home. And in a hospice situation, they want to be surrounded by loved ones and families.”**

*- HME Executive in New York*