

Proper vs. Improper Arrangements Between DME Suppliers and Manufacturers

Webinar Presented by Jeffrey Baird, Esq. of Brown & Fortunato
Tuesday, October 2, 2:30-3:30 p.m. EST

Manufacturers and DME suppliers are dependent on each other. The DME supplier needs to have access to products at a reasonable cost. The manufacturer is dependent on successful DME suppliers that can purchase products from the manufacturer. And so it is important for manufacturers and DME suppliers to work together. The law allows manufacturers and suppliers to work together...so long as certain legal guidelines are met.

This webinar will discuss the proper arrangements that manufacturers and DME suppliers can enter into...and those arrangements that need to be avoided. For example, it is legally permissible for the manufacturer to offer volume-based discounts and rebates to suppliers. On the other hand, it is not permissible for a manufacturer ("offering manufacturer") to offer discounts, rebates, or anything else of value to a supplier in exchange for the supplier "flipping" its customers from another manufacturer's brand to the offering manufacturer's brand. As yet another example, a manufacturer can generate leads for a DME supplier so long as the arrangement does not "cross the line" into kickback territory. And a manufacturer and a supplier can enter into a cooperative marketing arrangement so long as they jointly pay the expenses of the program.



This program will cover these...and other...examples.

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