



IMPLEMENTING AN ORTHOTICS & DME SERVICE IS EASY WITH THE RIGHT PARTNER

It may seem overwhelming to bring an orthotics & DME ancillary program in house, but the Breg Impact consulting team will guide you every step of the way. Meeting CMS requirements, setting up billing, inventory management systems, and customizing patient workflow are just a few of the areas the Breg Impact consultants will address. Whether you are a single-location practice or a large health system, we work with you to custom-build a compliant program that meets your needs, and minimizes the uncertainty and risk with this type of program implementation.

DETERMINING STRATEGIC FIT

Pro-forma: Take a few minutes to complete our pro-forma which will give you an estimate of the revenue you could generate based on your patient procedure volume and product selection. See a sample pro-forma and download a fillable form at breg.com/Proforma. Submit the form to the Breg Impact team, and we'll get back to you promptly with financial projections.

Detailed Analysis: Our Breg Impact team will perform a business analysis, free of charge, to determine if an orthotics & DME program is right for you. The analysis includes:

1. Interview and data collection (onsite, 1-2 days)
2. Data analysis and formal proposal development (offsite, 1-2 weeks)
3. Presentation of findings and next steps (onsite, 1 day)

Referral Site Visit: We can arrange for a site visit with a current account using Breg Impact services. Get a first-hand view of our programs in action, and hear about other providers' experiences.

GETTING STARTED: SETTING UP AN ORTHOTICS & DME ANCILLARY PROGRAM

Step 1: Ensure Compliance. Work with your Breg Impact consultant to meet Medicare CMS supplier and quality standards, and all legal requirements.

Step 2: Set Up Billing & Collections. We will help you identify the best billing solution for your needs, whether you want to handle all billing in-house with your internal resources, or outsource all or part of the billing process.

Step 3: Establish Product Inventory and Staffing Needs. Our Breg Impact team will help you identify product selection and reorder points, so you always have the right amount of product on-hand. We can also help you determine staffing levels and resource requirements to ensure a successful program.

Real-World Integration: Mercy Health

Mercy Health includes 5 hospitals, 17 orthopedic practice locations with 42 orthopedic practitioners serving Cincinnati and surrounding communities. Using a customized mix of Breg Impact Solutions, Mercy Health has simplified and optimized orthotics & DME across the health system.

Read the case study at Breg.com/cases

Challenge: Mercy Health needed to address the challenge of providing orthotics and DME services to its patients while maintaining high quality care and controlling costs.

Solution: Mercy Health implemented a Breg Impact program, which provided a comprehensive solution for orthotics and DME services, including product selection, billing, and inventory management.

Results: Mercy Health achieved a 15% increase in ancillary revenue, a 10% reduction in costs, and a 20% increase in patient satisfaction.

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Step 4: Implement DMEPOS Management System. Automate inventory management and patient workflow with our turn-key Breg Vision® software (Fig. 1). Enable real-time dispensing with Breg Vision and integrate seamlessly with your EHR/EMR and patient files.

Step 5: Audit Preparation. We have a 100% pass rate for our Breg Impact customers. If you are audited, you will be ready. Breg Impact consultants perform mock chart audits to help you prepare and understand what will be requested of you.

Your Breg Impact consultant, Breg sales representative and the entire Breg team are always there for you, even after your program implementation. Ongoing consultation includes continuing education and training for your staff, and quarterly business reviews and chart audits to ensure you are getting the most from your program. We are your resource and partner, whenever you need guidance or help.

TAKE THE NEXT STEP

Contact your Breg Sales Representative, or call 800-321-0607 and ask for a Business Analysis to see if an orthotics & DME ancillary program is the right strategic fit. The analysis is free of charge, and will provide you with an estimate of how much revenue your orthotics & DME program can expect to generate.

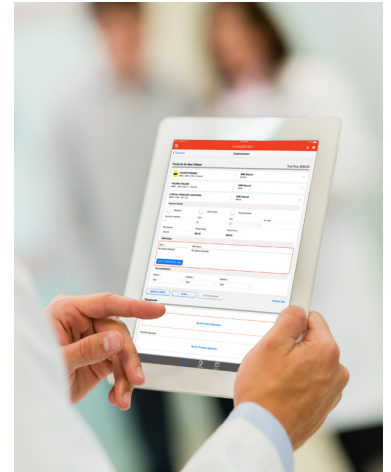


Fig. 1: Breg Vision® web and mobile optimize and streamline patient work flow.



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