



## Pricing Advantage from directDME

In directDME's continuing effort to provide cost effective durable medical equipment (DME) and expense management opportunities for our clients, we are pleased to offer industry leading cost containment programs.

### Did You Know? directDME provides two successful cost containment programs that directly impact medical expenses.

#### Price Cap Program

directDME's Price Cap Program for many commonly used DME items caps pricing to amounts at or below state fee schedule or usual and customary rates. We routinely review the list of covered items searching for additional savings opportunities for our clients. The Price Cap Program currently includes:

- TENS units
- Bone & Spinal Stimulators
- Alkaline Batteries
- Catheters
- Muscle Stimulators
- Cold Therapy Units
- Disposable Underpads

#### Product Substitution Program

directDME established a Product Substitution Program to identify and recommend lower cost DME product alternatives. These alternate products are just as effective as the "brand" name product originally ordered and are offered at a lower price point.

The program includes select electrotherapy and wound care products which are among the most commonly prescribed items for claimants. directDME offers these as an alternative to high cost items, allowing our clients to directly benefit from directDME's industry experience.

### Did You Know? directDME's cost containment programs show significant savings.

We continuously demonstrate significant annual savings below state fee schedule or usual and customary levels, positively impacting the cost of claims for our clients. A sizeable component of those savings results from the benefits of the Price Cap Program.

### Did You Know? It is simple to take advantage of directDME's cost containment programs.

Both the Price Cap and Product Substitution Programs are included as part of directDME's services and require no action by our clients. The Price Cap Program has no quantity or geographic limitations. The Product Substitution Program is just as easy to use — directDME's customer service representatives initiate the inquiry with the physician, allowing the savings to be automatically applied.

Contact us today at 877-496-7461 to take advantage of these cost containment programs or for more information contact your account representative at [sales@directdme.com](mailto:sales@directdme.com).