



STRATEGIC DIRECTION THROUGH INFORMATION MANAGEMENT

Morrison Informatics, Inc., Provides Competitive Bidding Assistance

Morrison Informatics, Inc., (MII), a national healthcare consulting company with DMEPOS experience, is assisting suppliers to develop optimal competitive bidding rates.

MII recently conducted a review of the CMS competitive bidding demonstrations and completed a major study of home oxygen for the American Association for Homecare.

MII's DMEPOS competitive bidding services include:

- **Identifying and documenting supplier costs for product categories and specific items**
- **Determining margins, product utilization and company product weights**
- **Establishing optimal market share bid percentages (including competitor analysis)**
- **Developing individual item and composite competitive bid rates based on company costs, margins, market share, and product weights**

Analysis includes use of available national data and data from supplier firms.

For assistance with competitive bidding, please contact:

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