



JEB BUSH, GOVERNOR

RHONDA M. MEDOWS, MD, FAAFP, SECRETARY

July 8, 2002

Dear Medicaid DME Provider:

Following the Legislature's mandate, Medicaid conducted a competitive procurement for DME products related to oxygen services and hospital beds. The original intent was to have contracts in place with a single DME provider in each of Medicaid's 11 geographic areas by July 1.

I want to bring you up to date on where we stand with these contracts and what it means for you as a DME provider for Medicaid.

The Agency posted a notice of intent to award in all 11 areas. Of those, 7 are in some stage of the protest process. Only Areas 2, 3, 4 and 8 have no protest activity. We are working to finalize contracts for those areas with Rotech Medical Corp., which was the company selected for all four areas.

The contract with Rotech, as with other providers as we move forward, will include a transition period of several months. Our goal is to maintain seamless service to all Medicaid recipients affected by these contracts. We will be asking you to work with the contractors to ensure they get all the necessary information on the needs of the DME customers who will be moving from one company to another.

The notices of intent to award that are still being resolved include: Area 1, Rotech; Area 5, Mercury Medical; Area 6, Care Med Respiratory Services; Area 7, Rotech; Area 9, All-Med Services of Florida; Area 10, Medical Decision Services; and Area 11, All-Med. In these 7 areas there will be no change in the method of operation until each protest is resolved. This probably means that contracts will begin at different times in different areas. We will be working with our Medicaid area office staff to help them keep you informed about where we are in the process in the areas you serve.

We will not have any new contracts in place by July 1. Until the contract serving your area is implemented, you should continue to serve existing and new DME customers as usual.

I know that when it comes, the change will be as smooth as possible because you share our goal of serving the best interest of our Medicaid participants.

Sincerely,

Bob Sharpe
Deputy Secretary for Medicaid

