



The CPAP Compliance & Supply Program

For DME/HME and other CPAP Suppliers
Ask About The CCS Program



<http://www.jkmahs.com>



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Executive Summary

- ❖ The CCS Program Combines the Proven Effectiveness:

- ❖ Dedicated Qualified Live Compliance Counselors
- ❖ State of the Art Infrastructure & Calling Strategies
- ❖ JKM Leadership in Sleep Apnea Outsourcing

- ❖ To Deliver A Custom Structured Compliance Program With:

- ❖ Higher Resupply Revenue than in-house Calling
- ❖ Lower Costs, comparable to “robo-call” voice broadcast
- ❖ On a Capitated rate basis with No Upfront Investment



Value Proposition

- ❖ We Generate \$50-100K/mo in revenues for every 1000 patients
- ❖ For as little as \$3.00/patient (\$3000.00/1000 patients)
- ❖ Positive Cash Flow of \$47K/mo for every 1000 patients
- ❖ To generate the same sales output in-house
 - You would need 4 FTEs for every 1000 patients
 - At a cost of ~ \$12K per month in salaries & benefits alone
 - Meaning you would need to spend 12 more in-house



What We Do

- ❖ We Call & Contact Your Patients Monthly & Quarterly
- ❖ We Determine Compliance with CPAP Therapy
- ❖ We Verify Coverage to determine Resupply Eligibility
- ❖ We Take any Re-Supply Orders over the Phone
- ❖ We Order the Supplies using Your Ordering System
- ❖ We Provide Solutions for Managing Non-Compliance



Key Features

- ❖ HIPAA Compliant , Safe Harbor Certified
- ❖ Each Patient Receives a Dedicated, Trained Counselor
- ❖ Confidential Private Label - calls are made in your name
- ❖ Multiple Shifts cover Daytime & Evening calls Nationwide
- ❖ Increased Patient Education = Increased Supply Orders
- ❖ Low Capitated Contract Rate with no additional FTEs



Financial Benefits

- ❖ True Compliance with No investment or operating headaches.
- ❖ Turn cost center into Revenue Driver by boosting supply sales.
- ❖ Convert a database of dormant CPAP users into Cash flow
- ❖ Transform a capital expenditure into a tax deductible expense by outsourcing compliance.
- ❖ Increase the overall Market Value of your HME business by as much as \$1 Million for every 1000 active patients.



Clinical Benefits

- ❖ Fresh Supplies Increase patient compliance to therapy
- ❖ Increase Patient Traction
- ❖ Increase Duration under Provider care
- ❖ Increased Compliance & Traction = Increased Referrals
- ❖ Increase Effectiveness of Existing Staff
- ❖ Our Counselors Have Training & Personal Care for each and every Patient



Quality of Service Benefits

- ❖ Better Service Increases Referral Business
- ❖ Regular patient contact means a stronger patient relationship & better perceived Customer Service
- ❖ Service is the Key Differentiator for DME/HME Business
- ❖ Better Service creates a Competitive Advantage over other local DME/HMEs
- ❖ Better Service Increases the Company's Valuation



Simple Integration

- ❖ Easy as Adding One Employee, but Gaining an Army
- ❖ We follow your best practices and policies
- ❖ We utilize your ordering methods and systems
- ❖ Outbound only or Inbound & Outbound combined
- ❖ Start with as few as 300 patients
- ❖ Maximum of 5,000 patients to start



Contact Us

❖ Please direct all contact on the following Person

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