

What Suppliers Need to Know

# Medicare's Competitive Bidding Program



● FINAL RULE EFFECTIVE  
JAN 1, 2026

● BIDDING WINDOW OPENS  
LATE SUMMER/FALL 2026

● CONTRACTS TAKE EFFECT  
JAN 1, 2028

## Goal

Lower costs + ensure access to quality equipment

## Action

DME providers must prepare to stay competitive & compliant

## Purpose

Lower costs for Medicare & beneficiaries

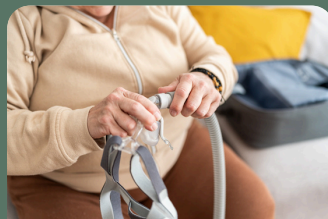
## How it works

Contracts awarded to winning suppliers in designated areas

## Covers equipment like:



Wheelchairs



CPAPs



Oxygen



Diabetic supplies

## Impact

Only contracted suppliers can provide in Competitive Bidding Areas

## Getting started:

1

Suppliers apply

2

CMS reviews

3

Contracts awarded

4

Rates set

5

Beneficiaries purchase

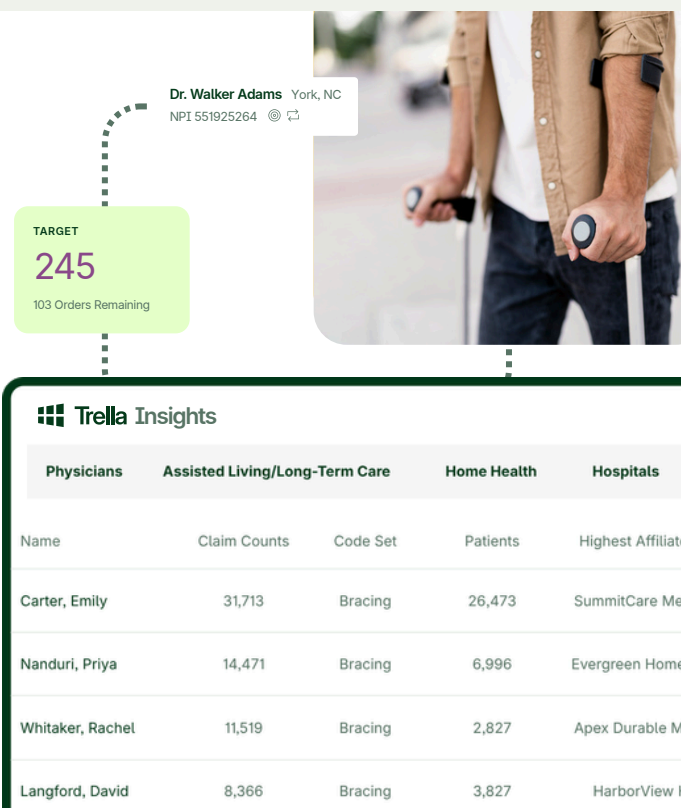
## Get ahead

As the CMS prepares to reopen the Competitive Bidding Program, DME suppliers must leverage advanced analytics and data-driven strategies to thrive.

## Leverage Trella data to:

- Prove volume delivery
- Sharpen competitive positioning
- Enhance post-award execution
- Diversify payer mix

**Get Started**



Get in touch:

TrellaHealth.com | info@trellahealth.com | (678) 813-1590