

DMEPOS Competitive Bidding Program
Bid Preparation Worksheet - Round 1 2017
Estimated Capacity & Bid Amount Calculations

*****Please read the important information provided on [page 1](#) before proceeding to the page(s) for a specific competitive bidding area*****

Transcutaneous Electrical Nerve Stimulation (TENS) Devices and Supplies

Charlotte-Concord-Gastonia, NC	1
Chester, Lancaster & York Counties, SC	1
Cincinnati, OH	1
Cleveland-Elyria, OH	1
Covington-Florence-Newport, KY	2
Dallas-Fort Worth-Arlington, TX	2
Dearborn, Franklin, Ohio & Union Counties, IN	2
Kansas City, MO	2
Kansas City-Overland Park-Ottawa, KS	2
Miami-Fort Lauderdale-West Palm Beach, FL	2
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Estimated Capacity & Bid Amount Calculations

This worksheet is provided to assist you with determining your bid amount and estimated capacity for each item in the product category. This information will be entered in DBidS, the online bidding system, on Form B. Your capacity is the estimated number of units that you believe you can provide in the competitive bidding area in a calendar year. All bid amounts must be bona fide (rational and feasible for you to furnish at the bid price). You must not submit a bid for an item at a loss in order to improve your chances of winning a contract. It is important for you to consider and include your cost to purchase the item, overhead, and profit when determining a bid amount for a unit. The Centers for Medicare & Medicaid Services (CMS) will evaluate bids to verify that they are bona fide and may ask you to submit additional information, including a rationale and invoices or other documents, to validate the bid amount. Save a copy of your completed worksheet to use if CMS requests documentation to support your bid amount. Please review the [Request for Bids \(RFB\)](#) instructions and fact sheets for assistance with completing your bid sheet (Form B).

General Notes
<ul style="list-style-type: none"> * The bidding units defined in this worksheet are for bidding purposes ONLY. Please carefully review the definition of a bidding unit for each HCPCS code or oxygen payment class and make sure you submit your bid amount correctly. In some cases, suppliers are required to submit purchase bids that are then used to generate monthly rental payments. Do NOT submit a rental bid amount when the definition of the bidding unit is for the purchase of a new item. The definition of a bidding unit (purchase or rental) is not necessarily an indication that this is how payment will be made for the item under the Competitive Bidding Program. * 2014 Beneficiary Count may exceed 2014 Allowed Units because the beneficiary may have used the item for less than 10 months. (For bidding purposes, 10 or more months of rental are calculated as one unit. Less than 10 months of rental would not be considered an allowed unit.) * Items that are currently paid on a monthly rental basis will continue to be paid on a monthly rental basis under the Competitive Bidding Program. <p style="background-color: #ffffcc;"><u>How Purchase Bids Will Be Converted to Rental Payments</u></p> <ul style="list-style-type: none"> * Capped Rental Durable Medical Equipment (DME) except power wheelchairs - single payment amount for rental months 1 - 3 based on 10 percent of purchase bids and single payment amount for rental months 4 - 13 based on 7.5 percent of purchase bids. * Inexpensive or Routinely Purchased (IRP) DME - single payment amount for rental based on 10 percent of purchase of bids.

Product Category: Transcutaneous Electrical Nerve Stimulation (TENS) Devices and Supplies					Reference Data for Background Informational Purposes Only	Reference Data for Background Informational Purposes Only	Bidder Data (You will enter your estimated capacity and bid amount information in DBidS on Form B)			
CBA Name	HCPCS Code	HCPCS Code Description	Definition of a Bidding Unit	Weight (The relative market importance of the item in the product category based on utilization)	2014 Beneficiary Count (Number of unique Medicare beneficiaries in the CBA that received the product in CY 2014)	2014 Allowed Units (Number of units for the CBA and HCPCS code paid by Medicare in CY 2014)	Bid Limit (2015 Fee Schedule: Bid amount must be at or below this amount)	Your Cost to Purchase One (1) Unit (Should be less than your bid amount)	Your Bid Amount (To provide one [1] unit as described in Definition of a Bidding Unit; should include overhead and profit)	Your Estimated Capacity (Number of units you can furnish in CBA for one [1] year)
Charlotte-Concord-Gastonia, NC	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	25	44	23.43			
Charlotte-Concord-Gastonia, NC	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	208	1,501	31.98			
Charlotte-Concord-Gastonia, NC	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	70	36	407.99			
Charlotte-Concord-Gastonia, NC	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	260	108	411.3			
Charlotte-Concord-Gastonia, NC	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	139	145	395.91			
Chester, Lancaster & York Counties, SC	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	9	17	23.43			
Chester, Lancaster & York Counties, SC	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	38	266	31.98			
Chester, Lancaster & York Counties, SC	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	10	4	407.99			
Chester, Lancaster & York Counties, SC	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	97	18	411.3			
Chester, Lancaster & York Counties, SC	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	56	38	395.91			
Cincinnati, OH	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	1	23.43			
Cincinnati, OH	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	35	126	31.98			
Cincinnati, OH	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	5	1	407.75			
Cincinnati, OH	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	105	24	407.15			
Cincinnati, OH	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	1	1	336.52			
Cleveland-Elyria, OH	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	12	24	23.43			
Cleveland-Elyria, OH	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	112	589	31.98			
Cleveland-Elyria, OH	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	49	10	407.75			

CBA Name	HCPCS Code	HCPCS Code Description	Definition of a Bidding Unit	Weight (The relative market importance of the item in the product category based on utilization)	2014 Beneficiary Count (Number of unique Medicare beneficiaries in the CBA that received the product in CY 2014)	2014 Allowed Units (Number of units for the CBA and HCPCS code paid by Medicare in CY 2014)	Bid Limit (2015 Fee Schedule: Bid amount must be at or below this amount)	Your Cost to Purchase One (1) Unit (Should be less than your bid amount)	Your Bid Amount (To provide one [1] unit as described in Definition of a Bidding Unit; should include overhead and profit)	Your Estimated Capacity (Number of units you can furnish in CBA for one [1] year)
Cleveland-Elyria, OH	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	245	87	407.15			
Cleveland-Elyria, OH	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	2	2	336.52			
Covington-Florence-Newport, KY	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	2	23.43			
Covington-Florence-Newport, KY	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	16	135	31.98			
Covington-Florence-Newport, KY	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	4	1	357.47			
Covington-Florence-Newport, KY	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	53	8	372.93			
Covington-Florence-Newport, KY	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	1	1	395.91			
Dallas-Fort Worth-Arlington, TX	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	9	14	23.43			
Dallas-Fort Worth-Arlington, TX	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	332	1,387	31.98			
Dallas-Fort Worth-Arlington, TX	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	167	115	388.21			
Dallas-Fort Worth-Arlington, TX	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	190	58	397.09			
Dallas-Fort Worth-Arlington, TX	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	123	116	336.52			
Dearborn, Franklin, Ohio & Union Counties, IN	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	1	19.92			
Dearborn, Franklin, Ohio & Union Counties, IN	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	5	22	31.98			
Dearborn, Franklin, Ohio & Union Counties, IN	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	2	1	362.15			
Dearborn, Franklin, Ohio & Union Counties, IN	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	17	2	399.81			
Dearborn, Franklin, Ohio & Union Counties, IN	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	1	1	336.52			
Kansas City, MO	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	3	4	19.92			
Kansas City, MO	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	10	50	31.98			
Kansas City, MO	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	42	25	407.99			
Kansas City, MO	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	8	1	402.68			
Kansas City, MO	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	1	1	336.52			
Kansas City-Overland Park-Ottawa, KS	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	1	19.92			
Kansas City-Overland Park-Ottawa, KS	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	3	22	31.47			
Kansas City-Overland Park-Ottawa, KS	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	27	26	407.99			
Kansas City-Overland Park-Ottawa, KS	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	7	1	402.68			
Kansas City-Overland Park-Ottawa, KS	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	1	1	336.52			
Miami-Fort Lauderdale-West Palm Beach, FL	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	1	23.43			
Miami-Fort Lauderdale-West Palm Beach, FL	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	28	131	31.98			
Miami-Fort Lauderdale-West Palm Beach, FL	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	33	12	407.99			
Miami-Fort Lauderdale-West Palm Beach, FL	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	249	45	411.3			
Miami-Fort Lauderdale-West Palm Beach, FL	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	11	11	395.91			
Orlando-Kissimmee-Sanford, FL	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	28	49	23.43			
Orlando-Kissimmee-Sanford, FL	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	106	629	31.98			
Orlando-Kissimmee-Sanford, FL	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	55	11	407.99			
Orlando-Kissimmee-Sanford, FL	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	246	54	411.3			

CBA Name	HCPCS Code	HCPCS Code Description	Definition of a Bidding Unit	Weight (The relative market importance of the item in the product category based on utilization)	2014 Beneficiary Count (Number of unique Medicare beneficiaries in the CBA that received the product in CY 2014)	2014 Allowed Units (Number of units for the CBA and HCPCS code paid by Medicare in CY 2014)	Bid Limit (2015 Fee Schedule: Bid amount must be at or below this amount)	Your Cost to Purchase One (1) Unit (Should be less than your bid amount)	Your Bid Amount (To provide one [1] unit as described in Definition of a Bidding Unit; should include overhead and profit)	Your Estimated Capacity (Number of units you can furnish in CBA for one [1] year)
Orlando-Kissimmee-Sanford, FL	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	18	20	395.91			
Pittsburgh, PA	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	14	14	19.92			
Pittsburgh, PA	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	35	125	31.98			
Pittsburgh, PA	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	20	2	364.7			
Pittsburgh, PA	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	240	49	349.61			
Pittsburgh, PA	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	3	3	395.91			
Riverside-San Bernardino-Ontario, CA	A4557	Lead Wires, (E.G., Apnea Monitor), Per Pair	Purchase of one (1) new unit	0.0852572109	1	1	19.92			
Riverside-San Bernardino-Ontario, CA	A4595	Electrical Stimulator Supplies, 2 Lead, Per Month, (E.G. Tens, Nmes)	Purchase of one (1) new unit	0.7320237770	17	120	31.47			
Riverside-San Bernardino-Ontario, CA	E0720	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Two Lead, Localized Stimulation	Purchase of one (1) new unit	0.0748969653	90	12	346.79			
Riverside-San Bernardino-Ontario, CA	E0730	Transcutaneous Electrical Nerve Stimulation (Tens) Device, Four Or More Leads, For Multiple Nerve Stimulation	Purchase of one (1) new unit	0.0748969653	64	10	349.61			
Riverside-San Bernardino-Ontario, CA	E0731	Form Fitting Conductive Garment For Delivery Of Tens Or Nmes (With Conductive Fibers Separated From The Patient's Skin By Layers Of Fabric)	Purchase of one (1) new unit	0.0329250816	2	2	395.91			