

# Value of HME Talking Points

Homecare and HME have a great story to tell! Access our talking points with market data that you can use in crafting your messages and conveying the value to your target audiences.

## Value of Homecare & HME

Home-based care helps people – including seniors and those with disabilities or health conditions – get the medical equipment and support they need to live safely and comfortably at home while managing their medical needs. Current reimbursement and policy pressures create barriers that jeopardize end user access to care.

- **HME companies provide a vital safety net for communities.** HME companies provide the essential equipment and services that enable millions to manage medical conditions at home.
- **Home-based care enables people to live at home where they prefer.** Most people want to receive care at home rather than in a hospital or facility whenever possible. HME makes that a reality.
- **Home-based care maximizes health outcomes.** By keeping individuals in their familiar, supportive environments and reducing the potential for facility-associated complications, home-based care helps prevent hospital readmissions, reduces infections, and improves overall health outcomes.
- **Home-based care and HME are a cost-effective solution for payers, patients, and taxpayers.** Managing one's health conditions from home and utilizing the appropriate HME reduces healthcare spending by preventing costly ED visits, hospitalizations, and facility admissions.
- **The future of healthcare is at home.** As the population ages and demand for care grows, expanding access to HME will be essential in meeting healthcare needs efficiently and compassionately.
- **A strong workforce depends on HME access.** Many family caregivers and people using HME are active in their communities and workplaces. Ensuring access allows them to contribute to society and maintain independence.

**Access to HME is at risk.** Since 2013, 42% of HME companies have closed due to cost pressures, leading to supply shortages, service disruptions, and healthcare deserts in many communities. In July 2024, 65% of companies surveyed reported reducing the types and amounts of products they offer due to reimbursement pressures, leaving fewer choices for end users.

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## Data Insights: HME & Homecare

- **Homecare Preference.** 77% of adults 50+ want to remain in their homes as they age.<sup>1</sup> People with disabilities prefer to live in their communities, not institutions.<sup>2</sup>
- **Cost Effective Home-Based Care.** For most, homecare provides a cost-effective alternative to skilled care.<sup>3 4</sup> A private nursing home room costs \$116,800/year while homecare costs significantly less at \$75,504.<sup>5</sup>
- **Benefits of PAP Therapy to Treat Sleep Apnea.** Only 6% of the 30 million people with sleep apnea have been diagnosed.<sup>6</sup> Untreated, this condition costs \$149.6 billion annually in the United States.<sup>7</sup> Positive Airway Pressure (PAP) therapy such as CPAP and BiPAP costs just a fraction of that and prevents expensive medical interventions and complications, providing a 67% cost savings over those who go untreated.<sup>8</sup>
- **Benefits of CGM for Managing Diabetes.** Continuous Glucose Monitors (CGMs) reduce hypoglycemia-related Emergency Department visits and hospitalizations, making them a cost-effective investment in preventive care.<sup>9 10</sup>
- **Home Oxygen Therapy and/or Ventilators to Manage COPD.** Chronic Obstructive Pulmonary Disease (COPD) is the 6th leading cause of death in the United States.<sup>11</sup> Hospitalizations due to COPD exacerbations cost over \$19,000 on average,<sup>12</sup> while home oxygen therapy and/or home mechanical ventilation help manage the condition affordably and effectively at home.
- **Incontinence Management Prevents Adverse Complications.** Urinary incontinence (UI) costs over \$20 billion/year<sup>13</sup> and is a leading cause of nursing home admissions.<sup>14 15</sup> Common complications include skin irritation, serious wounds, and falls. Quality absorptive products help one manage UI at home, providing a cost savings over facility admissions while minimizing adverse medical and psychological effects.<sup>14</sup>
- **Mobility Devices Increase Independence, Improve Outcomes.** Access to appropriate devices help reduce pressure sores and progression of deformities, improve respiration,<sup>16</sup> decrease the risk of falls,<sup>17</sup> reduce strain on caregivers, and improve independence and quality of life.<sup>17 18</sup>
- **Intermittent Catheters Minimize Infection Risk.** Intermittent catheters (IC) help safely empty the bladder while reducing Catheter-Associated UTI (CAUTI) risk, a common issue with long-term indwelling catheter use.<sup>19 20 21 22 23</sup> By preventing infections that cost \$1,000+ to treat,<sup>22</sup> IC improves end user safety and outcomes.<sup>21 22</sup>
- **Benefits of Breast Pumps.** Breastfeeding delivers powerful health benefits for both babies and mothers, reducing infants' risk of illness and lowering mothers' chances of breast and ovarian cancer.<sup>24 25</sup> For the nearly 60% of moms returning to work within nine months,<sup>26</sup> breast pumps help sustain these health benefits by enabling continued access to breast milk.
- **Inexpensive Bath Safety Helps Prevent Falls.** 1 in 4 older adults fall annually; this is the leading cause of injury<sup>27</sup> and costs \$50 billion/year.<sup>28</sup> Falls are preventable, and home modification solutions like grab bars and shower seats help people live at home longer by up to 5-10 years.<sup>29</sup>