

# Competitive Bidding Fact Sheet

## Round One Rebid (9 CBAs)

**25** Rotech branches located in 9 CBAs

**17** contracts awarded and accepted

**6** oxygen contracts awarded and accepted

**<5%** Medicare oxygen revenue as a percentage of total revenue for branches servicing the 3 CBAs where an oxygen contract was not awarded

**7%** Medicare market share in 6 CBAs where an oxygen contract was awarded

**7-12** Months to breakeven point if market share increases from 7% to 11-21%

## Round Two (91 CBAs\*)

Scheduled Effective Date 1/1/2013

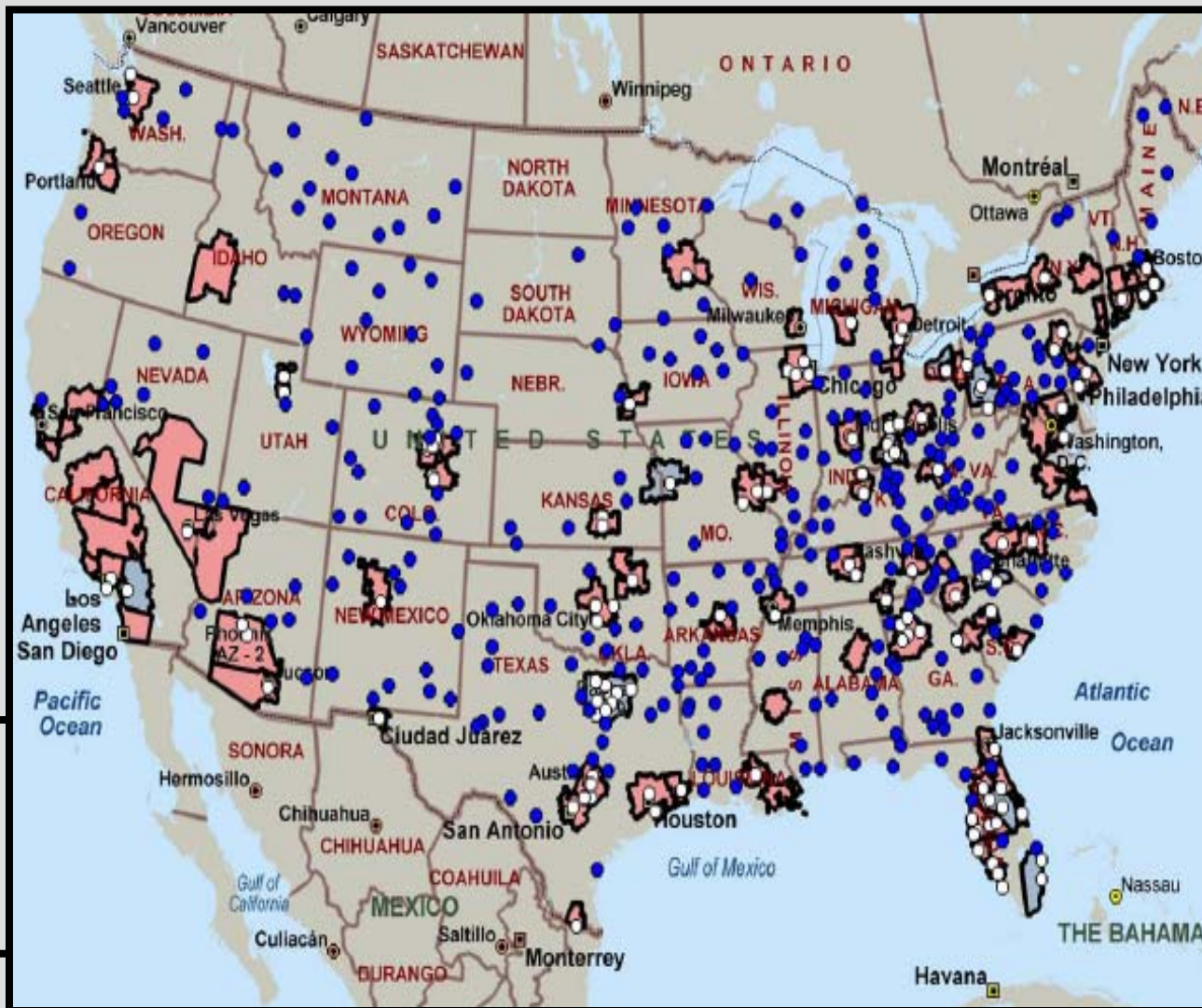
**97** Rotech branches located in 63 of the associated Round Two MSAs, 28 associated MSAs with no Rotech branch

## Remaining MSAs Nationwide

**108** Rotech branches located in the remaining 231 CMS defined MSAs

**223** Rotech branches located outside of CBA/MSA (i.e., rural market)

## Rotech Locations and Competitive Bid Areas



- Rotech locations outside Round One and Two CBAs/MSAs
- Round One CBAs
- Rotech locations inside Round One and Two CBAs/MSAs
- Round Two CBAs/MSAs

\*CMS to further define CBAs – map depicts associated MSAs