



## Product Funding Notes

### Bentley and Stellar Manual Tilt Wheelchairs (E-1161 or E-1231/E1234) Group Home Opportunity

Many providers forget that wheelchairs are funded by **Medicare Part B** in an intermediate care facility for the mentally retarded and group homes. This may be an untapped market. Clients can truly benefit from this knowledge. Many residents are using product that is borrowed or "inherited" from a previous user. Therefore it is not customized to meet their exact medical needs. Rehab providers with experience in seating and positioning are advised to contact these facilities and work with the director or administrator to address resident mobility needs.

The key product used in these facilities is the manual tilt-in-space wheelchair. The wheelchair base and its options and accessories are all items that can be funded as a purchase by Medicare. All the same rules apply as if these clients were in their own home.

### Eclipse E350 / E600 - (All items can be billed as a 1st month purchase)

	Code	MSRP	Allowable	Sum Allowable	Comments
W/C Base - up to 32" in Width & 22" in Depth*	K0009	\$3,175.00	\$2,540.00	\$2,540.00	- K0009 is a purchase code, permitting full billing in month 1.
Front-Riggings (bill as one line with base - total = \$3470)*	Pt of base	\$295.00	\$236.00	\$236.00	
Adjustable Height Arms	K0016, ea	\$150.00	2 x 114.97	\$229.94	- Eclipse rigid frame design ensures minimal 'post sale' service requirements.
Lap belt	K0031	\$40.00	\$42.70	\$42.70	
Adjustable Angle Footplates	K0040, ea	\$155.00	2 x 74.67	\$149.34	
Wheel Lock Extensions	K0079, pr	\$60.00	\$59.52	\$59.52	
<b>Total</b>		<b>\$3,875.00</b>		<b>\$3,257.50</b>	

The following 'rental example' is shown for comparison.

#### Other Generic Extra-Wide Folding Wheelchair

	Code	Retail	Allowable After		
			Month 1	month 13	
W/C Base (up to 22" W & 18" D)**	K0007	\$1,175.00	\$178.50	\$1,873.50	- At first glance, it appears rental is quite profitable if the unit stays out for 13 months. However, equipment returned early to the dealer is frequently unusable and ongoing service costs may be high.
Front-Rigging (bill as one line with base - for 1st rental month)**	Pt of base	\$90.00			
19" or 20" Depth*	K0108	\$118.00	\$94.40		
Adjustable Height Arms	K0016, ea	\$126.00	\$114.97		
Lap belt	K0031	\$40.00	\$42.70		
Adjustable Angle Footplates	K0040, ea	\$67.00	\$74.67		
Wheel Lock Extensions	K0079, pr	\$39.00	\$59.52		
<b>Total</b>		<b>\$1,655.00</b>	<b>\$754.40</b>	<b>\$2,259.76</b>	

\* The allowable for K0009 & K0108 is based on individual consideration. 80% of retail was used as the calculation. History shows an allowable has never been lower than the 80% of retail.

\*\* Capped Rental, starting in month 4 allowable (\$178.50) drops by 25% (\$133.80) - calculated total with a purchase option, paid through month 13

*Data compiled with assistance from Claudia Amortegui of the Orion Group*