

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY

SURVEY DEADLINE: **8/3/2026**

This survey is intended for HME provider businesses *only*. All information provided will remain anonymous and reported collectively. Your contribution is **vital** as it will provide valuable insights to address legislative hurdles. The survey comprises six sections, concentrating on various aspects of your business operations.

Click **HERE** to preview survey before starting.

**\*\*To receive the compiled results at *no charge*, please submit your email address upon completion. A live survey analysis will be presented at the 2026 HME News Business Summit. For more details or to register, visit [www.hmesummit.com](http://www.hmesummit.com).**

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News



# HME 2026 FINANCIAL BENCHMARKING *Survey*

## 2026 HME FINANCIAL BENCHMARKING SURVEY COMPANY PROFILE

### 1. Which best describes your DME business structure/affiliation?

- Independent/Standalone DME company
- Owned by or Affiliated with Hospital/Health System
- Part of Pharmacy Operation
- Other (please specify)

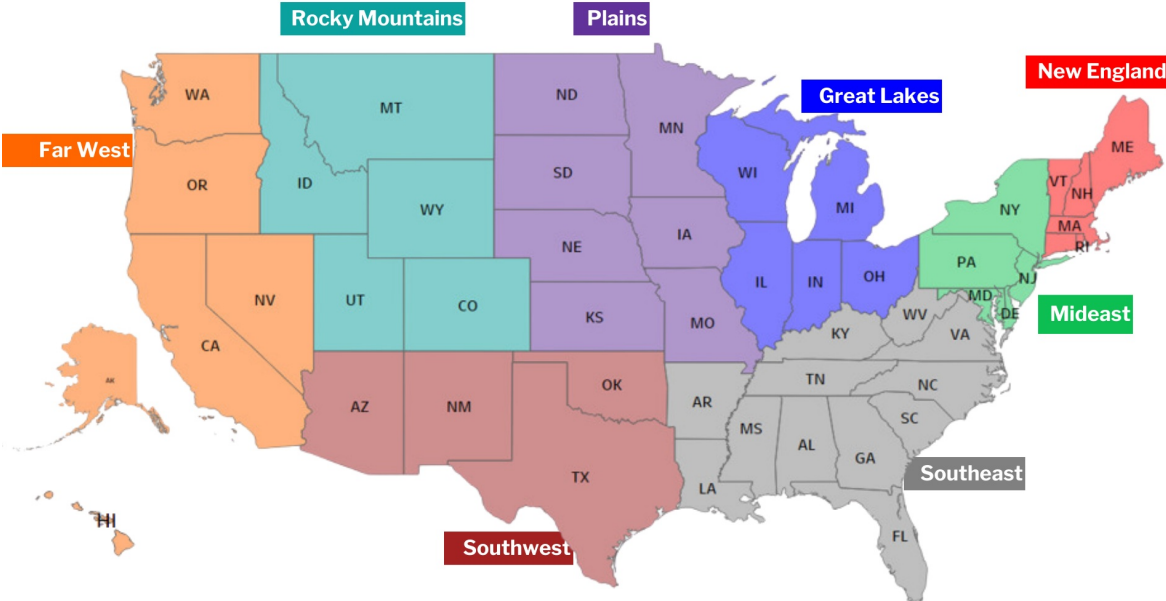
### 2. What best reflects your organization's position regarding investment ownership?

- Not considering outside investment.
- Exploring minority investment options.
- Actively pursuing a sale or majority investment.
- Already private equity or strategically owned.

3. Total number of physical locations operated in the latest fiscal (2025) year.

- 1
- 2-4
- 5-10
- 11+

4. Select the region where the majority of your physical locations are located.



- |                                   |                                       |
|-----------------------------------|---------------------------------------|
| <input type="radio"/> Far West    | <input type="radio"/> Plains          |
| <input type="radio"/> Great Lakes | <input type="radio"/> Rocky Mountains |
| <input type="radio"/> Midwest     | <input type="radio"/> Southeast       |
| <input type="radio"/> New England | <input type="radio"/> Southwest       |

**5. Primary source of patient-served revenue in the latest fiscal (2025) year.**

- Competitive Bid Areas/Metro Areas**
- Non-Rural, Non-Bid Areas**
- Rural Areas**
- Other** (please specify)

**6. Total number of full-time equivalent employees (FTE) in the latest fiscal (2025) year.**

**7. Indicate the number of FTEs per category below. Enter 0 for those not applicable.**

Intake/CSR	<input type="text"/>
Billing/Collections	<input type="text"/>
Respiratory Therapist	<input type="text"/>
Delivery Technician	<input type="text"/>
Marketing/Sales	<input type="text"/>
Rehab Technician	<input type="text"/>
IT/Data Analytics	<input type="text"/>
Other	<input type="text"/>

**8. Does your organization use Intake/CSR staff to enter orders?**

- Yes
- No

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## 2026 HME FINANCIAL BENCHMARKING SURVEY

9. Indicate the total number of orders processed by intake/CSR FTEs in the latest fiscal (2025) year.

# HME 2026 FINANCIAL BENCHMARKING *Survey*

## 2026 HME FINANCIAL BENCHMARKING SURVEY PRODUCT OFFERINGS

10. Indicate % of revenue by product for the latest fiscal (2025) year. **Must sum 100. Enter 0 for those not provided.**

Oxygen

Sleep

Ventilators

HME Rental  
(e.g. wheelchairs, beds)

Continuous Glucose Monitors (CGM) & Supplies

Supplies  
(e.g. diabetic test strips, ostomy, wound care)

Power Mobility

CRT

Retail/Patient-Paid

O & P

Other

**11. Compared to previous fiscal (2024) year, select the most applicable revenue status by product category.**

	INCREASED	APPROX SAME	DECREASED	NEW OFFERING	DISCONTINUED	NA
Oxygen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sleep	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ventilators	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
HME Rental (e.g. wheelchairs, beds)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CGM & Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supplies (e.g., diabetic test strips, ostomy, wound care)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Power Mobility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CRT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retail/Patient-Paid	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
O & P	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**12. Compared to previous fiscal (2024) year, choose the product category with HIGHEST growth.**

**13. Did your business provide SLEEP supplies in the latest fiscal (2025) year?**

- Yes
- No

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## 2026 HME FINANCIAL BENCHMARKING SURVEY

14. Select all SLEEP-related services *outsourced* in the latest fiscal (2025) year.

- Compliance Communication
- Reorder Communication
- Fulfillment
- None of the Above

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## 2026 HME FINANCIAL BENCHMARKING SURVEY

**15. Average quantity of SLEEP-related MASKS supplied per patient in the latest fiscal (2025) year. Enter decimal number not to exceed 4.0**

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY FINANCIALS

16. % of SLEEP NET collectibles for the latest fiscal (2025) year. Must sum 100. Enter 0 for those not applicable.

% of Sales &  
Rental  
Equipment

% Sales  
Supplies

17. Total HME NET collectible revenue in the latest fiscal (2025) year. Enter full dollar amount (e.g., 10000000).

18. % of HME NET collectibles for latest fiscal (2025) year. Must sum 100. Enter 0 for those not applicable.

% of Rentals

% of Sales

19. ALLOWABLE revenues collected in latest fiscal (2025) year. Enter full dollar amount (e.g., 10000000).

20. Compared to the preceding fiscal (2024) year, how did your company's total HME collectible revenue change in the latest fiscal (2025) year?

- Declined
- Grew 11-20%
- Approx Same
- Grew Over 20%
- Grew 1-10%

21. Complete the total amounts for the latest fiscal (2025) year. Enter full dollar amount (e.g., 10000000).

**Total Cost of Sales** (or cost of goods sold).

**Total Operating Costs**

**Total Operating Profits before Interest & Depreciation (EBITDA).**

**Total Occupancy Expense** (e.g., rent, insurance, property taxes, utilities)

22. Describe your profitability for the latest fiscal (2025) year compared to previous fiscal (2024) year.

	INCREASED	DECREASED	APPROX SAME
<b>Total Profit</b> (dollars)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Profit as a % of Revenue</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

23. Days sales outstanding (DSO) for latest fiscal (2025) year.

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY PAYERS

24. % of revenue by payer type in latest fiscal (2025) year. **Must sum 100.**  
**Enter 0 for those not applicable.**

<b>Medicare</b> <i>(traditional)</i>	<input type="text"/>
<b>Medicare Advantage</b>	<input type="text"/>
<b>Medicaid</b> <i>(including managed Medicaid)</i>	<input type="text"/>
<b>Commercial Insurance</b>	<input type="text"/>
<b>Subcontract through benefits manager/TPA</b> <i>(i.e. Synapse Health, CareCentrix)</i>	<input type="text"/>
<b>SNF/Hospice</b>	<input type="text"/>
<b>Retail/Patient-Paid</b>	<input type="text"/>
<b>Other</b>	<input type="text"/>

**25. Check all payer types that increased as a % of total revenue in latest fiscal (2025) year.**

- Medicare (traditional)
- Medicare Advantage
- Medicaid (including managed Medicaid)
- Commercial Insurance
- Subcontract through benefits manager/TPA (i.e. Synapse Health, CareCentrix)
- SNF/Hospice
- Retail/Patient-Paid
- Other

**26. Check all payer strategies you plan to actively pursue in 2026.**

- New Contract(s) in Current Regions
- New Contract(s) for Expanded Regions
- New/Modified Value-Based Contract(s)
- Other (please specify)
- Renegotiate Existing Contract(s)
- Eliminate Existing Contract(s)

# HME 2026 FINANCIAL BENCHMARKING *Survey*

## 2026 HME FINANCIAL BENCHMARKING SURVEY EMPLOYEE COMPENSATION

27. Sales employee compensation structure in the latest fiscal (2025) year.

- Salary Only
- Salary + Commission based on New Patients
- Salary + Commission based on Collections
- Other *(please specify)*

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## 2026 HME FINANCIAL BENCHMARKING SURVEY

28. On average, what % of sales employees' total compensation was commission &/or incentive-based in the latest fiscal (2025) year?

29. In the latest fiscal (2025) year, did your company pay employees for product setups (i.e., oxygen, CPAP, ventilators, power mobility, CRT, CGM)?

Yes

No

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY EMPLOYEE COMPENSATION

30. Indicate the amount compensated per setup by equipment type in the latest fiscal (2025) year. Enter 0 if not applicable.

Oxygen

CPAP

Ventilators

Power Mobility

CRT

CGM &  
Supplies

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY EMPLOYEE COMPENSATION

31. Indicate the average number of MONTHLY respiratory setups per sales employee in the latest fiscal (2025) year by product. Enter 0 if not applicable.

Oxygen	<input type="text"/>
CPAP	<input type="text"/>

32. Average total ANNUAL compensation (e.g., salaries, wages, commission) by position. Select NA for positions not currently staffed.

Clinical Respiratory Specialist/RT	<input type="text"/>
Hospital Liaison	<input type="text"/>
RN	<input type="text"/>
LPN	<input type="text"/>
Delivery Driver	<input type="text"/>
Warehouse Coordinator	<input type="text"/>
Equipment Repair Technician	<input type="text"/>
Equipment Cleaning Technician	<input type="text"/>
Billing Staff	<input type="text"/>

Collection Staff

Billing &  
Reimbursement  
Manager

Customer  
Service Rep

Retail Sales  
Rep

Sales Rep

Sales Manager

Controller

IT Specialist

Clerical  
Support

Branch  
Manager

Purchasing  
Manager

Operations  
Manager

President/CEO

**33. Total expense for ALL employees (including benefits) in the latest fiscal (2025) year. Enter full dollar amount (e.g., 10000000).**

# HME 2026 FINANCIAL BENCHMARKING *Survey*

## 2026 HME FINANCIAL BENCHMARKING SURVEY OPERATIONS & STRATEGY

34. Check all *regularly* **OUTSOURCED** business solutions.

- |   |   |
|---|---|
| <input type="checkbox"/> Billing                  | <input type="checkbox"/> Resupply/Fulfillment         |
| <input type="checkbox"/> Regulatory & Compliance  | <input type="checkbox"/> Clinical Services/Compliance |
| <input type="checkbox"/> Patient Collections      | <input type="checkbox"/> Procurement                  |
| <input type="checkbox"/> Order Entry/Intake       |   |
| <input type="checkbox"/> Deliveries &/or Pick-Ups |   |
| <input type="checkbox"/> Other (please specify)   |   |
| <input type="text"/>                              |   |
| <input type="checkbox"/> None of the Above        |   |

# HME 2026 FINANCIAL BENCHMARKING Survey

## 2026 HME FINANCIAL BENCHMARKING SURVEY

35. Indicate the total number of orders processed by **OUTSOURCED** intake/CSR in the latest fiscal (2025) year.



**37. Acquisition costs for HME equipment (rental/sales) purchased in latest fiscal (2025) year. Select NA if not applicable.**

	INCREASED	DECREASED	APPROX SAME	NA
<b>Oxygen</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Sleep</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Ventilators</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>HME Rental</b> <i>(e.g., wheelchairs, beds)</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>CGM &amp; Supplies</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Supplies</b> <i>(e.g., diabetic test strips, ostomy, wound care)</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Power Mobility</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>CRT</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Retail/Patient-Paid</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>O &amp; P</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Other</b>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**38. What is the single industry threat concerning your business (e.g. competitive bidding, alternative treatment options, managed care, etc.)?**

**39. What single industry trend poses the largest opportunity for your business (e.g. product line growth, advanced payment models, consolidation, etc.)?**

**40. What growth strategies do you plan to incorporate in the coming year (e.g. new payers, new products, acquisition, etc.)?**

**41. Please enter your email to receive the compiled 2026 HME FINANCIAL BENCHMARKING SURVEY data at no charge once available. *Click SUBMIT once completed.***