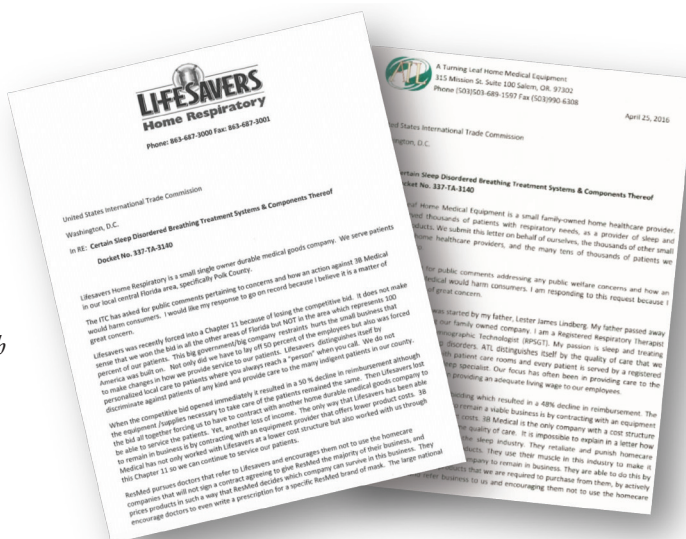


Is ResMed Harming Independent DMEs?

- Pressured into contracts that require you to buy 70%, 80% even 90% of your products from ResMed?
- Threatened by retaliatory price increases if you purchase from another vendor?
- Harmed by ResMed using their influence to drive your referral sources away from you to another ResMed friendly DME?
- Losing out on competitive bidding due to ResMed picking the winners and losers through preferential pricing that favors one provider over another?
- Worried about ResMed's acquisition of Brightree, controlling your resupply, accessing your data, and your business becoming dependent on one supplier?
- Found yourself contemplating Chapter 7 or Chapter 11 bankruptcy or getting out of the sleep business altogether because you do not feel that you can survive any longer due to business practices that have hurt you, the Independent DME provider?

“ResMed pursues doctors that refer to Lifesavers and encourages them not to use the homecare companies that will not sign a contract agreeing to give ResMed the majority of their business, and prices products in such a way that ResMed decides which company can survive in this business.”



“3B Medical is the only company with a cost structure that allows me to maintain the same quality of care. It is impossible to explain in a letter how corrosive ResMed's conduct is in the sleep industry. They retaliate and punish homecare providers who do not use their products. They use their muscle in this industry to make it impossible for a small independent company to remain in business.”

Is ResMed Hurting Your Business?

Lend your voice to 3B Medical's fight to level the playing field and open the market to competition. Tell us your story.

Stand up and tell us your story? See the stories of others and lend your voice to theirs.

Write to us at: **Kotchen & Low LLP**, 1745 Kalorama Rd., NW, Suite 101, Washington, DC 20009 or email: SaveIndependentDME@kotchen.com. We need your support.

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