



Durable Medical Equipment Supplier – Intermountain West

Asking Price: Contact Agent

Gross Revenue: \$1,419,698 (2020)

FF&E: \$35,000

Cash Flow: \$754,383

Inventory: \$45,000

Based in the Intermountain West, this thriving Durable Medical Equipment (DME) company carries multiple lines of high-quality pain management, bracing, and rehabilitation products for use by the retail customer. It is one of the longest established DME companies in its region and has enjoyed consistent growth and success for many years. Its reputation is based upon consistency, product quality, customer service and being available to service at any time.

Sales revenue is generated primarily from repeat orders from physicians and clinics. The company is Medicare-accredited and contracts with all major insurances. It also is an exclusive distributor of a specialty line of products.

The company has obtained the necessary certification and licensing to both personally fit and bill patients and insurances for most of the products it provides. In-house billing gives the company a distinct competitive edge and it has begun picking up other DME companies who need these efficient, high-margin services.

The current owner and independent reps handle the bulk of the sales function. Opportunity exists in leveraging the sales reps by adding products and entering new geography.

Call now to learn more about this Great Opportunity