

Bid Preparation Worksheet - National Mail-Order Estimated Capacity & Bid Amount Calculations

The worksheet provided on the next page can assist you with determining your bid amount and estimated capacity for each item in the product category. This information will be entered in DBidS, the on-line bidding system, on Form B. Your capacity is the estimated number of units that you believe you can provide in the competitive bidding area in a calendar year. All bid amounts must be bona fide (rational and feasible for you to furnish at the bid price). You must not submit a bid for an item at a loss in order to improve your chances of winning a contract. It is important for you to consider and include your cost to purchase the item, overhead, and profit when determining a bid amount for a unit. CMS will evaluate bids to verify that they are bona fide and may ask you to submit additional information, including a rationale and invoices or other documents, to validate the bid amount. Save a copy of your completed worksheet and calculations to use if CMS requests documentation to support your bid amount. Please review the [Request for Bid \(RFB\)](#) instructions and fact sheets (particularly the [National Mail-Order Recompete Competition for Diabetic Supplies](#) fact sheet and the [Requirement to Submit a Bona Fide Bid](#) fact sheet) for assistance with completing your bid sheet (Form B).

Make sure your cost to buy one unit of diabetic test strips (HCPCS code A4253KL) includes all brands in your bid. You should weight the cost of each brand by the volume of that brand you estimate you will furnish as show in the following table. For the national mail-order competition, the law requires that CMS reject bids from suppliers that do not demonstrate that their bid covers at least 50 percent, by volume, of all types of mail-order diabetic testing strips. You must demonstrate your compliance with the 50 percent rule by completing the 50 Percent Compliance form in DBidS. The brands you enter in this table must be the same product offerings you plan to enter in DBidS on the 50 Percent Compliance form. Your estimated volume of a brand can be different from the percentage of market share on the 50 Percent Compliance form.

EXAMPLE ONLY – USE YOUR OWN BRANDS, COSTS, AND VOLUME ESTIMATES TO DETERMINE YOUR UNIT COST.

Brands of Unit (HCPCS Code A4253KL) You Plan to Offer if You Win a Contract	Your Cost to Buy Brand	Volume of Brand You Estimate You Will Furnish	Weighted Cost (cost to buy x estimated volume)
1. Brand A	\$ 1.00	25%	\$ 0.25
2. Brand B	\$ 2.00	25%	\$ 0.50
3. Brand C	\$ 3.00	25%	\$ 0.75
4. Brand D	\$ 4.00	25%	\$ 1.00
			Add weighted cost of all brands
			\$ 2.50

← YOUR COST TO BUY ONE UNIT

DMEPOS Competitive Bidding Bid Preparation Worksheet - National Mail-Order Reopen Estimated Capacity & Bid Amount Calculations

The order in which HCPCS codes are presented in this worksheet is NOT NECESSARILY the order in which they will appear in Form B in DBiDS.

It is important that you CAREFULLY REVIEW THE DATA YOU ENTER IN DBiDS FOR ACCURACY.

National Mail-Order Diabetic Supplies <small>Bidding area includes all 50 states, District of Columbia, Puerto Rico, US Virgin Islands, Guam and American Samoa</small>				Reference Data for Background Informational Purposes Only	Reference Data for Background Informational Purposes Only	Bidder Data <small>(You will enter your estimated capacity and bid amount information in DBiDS - Form B)</small>			
HCPCS Code	HCPCS Code Description	Definition of a Bidding Unit	Weight <small>(The relative market importance of the unit in the product category based on utilization)</small>	2013 Beneficiary Count <small>(Number of unique Medicare beneficiaries in the CBA that received the product in CY 2013)</small>	2013 Allowed Units <small>(Number of units for the CBA and HCPCS code paid by Medicare in CY 2013)</small>	Bid Limit* <small>(2015 Fee Schedule: Bid amount must be at or below this amount)</small>	Your Cost to Purchase One (1) Unit <small>(Should be less than your bid amount)</small>	Your Bid Amount <small>(To provide one [1] unit as described in Definition of a Bidding Unit; should include cost to buy unit, overhead and profit)</small>	Your Estimated Capacity <small>(Number of units you can furnish in the CBA for one [1] year)</small>
A4233KL	Replacement Battery, Alkaline (Other Than J Cell), For Use With Medically Necessary Home Blood Glucose Monitor Owned By Patient, Each: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0328956926	459,883	1,059,061	\$0.77			
A4234KL	Replacement Battery, Alkaline, J Cell, For Use With Medically Necessary Home Blood Glucose Monitor Owned By Patient, Each: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0000625592	1,064	1,998	\$3.49			
A4235KL	Replacement Battery, Lithium, For Use With Medically Necessary Home Blood Glucose Monitor Owned By Patient, Each: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0126387181	262,848	405,580	\$2.25			
A4236KL	Replacement Battery, Silver Oxide, For Use With Medically Necessary Home Blood Glucose Monitor Owned By Patient, Each: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0000100648	298	320	\$1.62			
A4253KL	Blood Glucose Test Or Reagent Strips For Home Blood Glucose Monitor, Per 50 Strips: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.5720469113	1,896,970	18,338,738	\$34.35			
A4256KL	Normal, Low And High Calibrator Solution / Chips: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0977118590	1,433,819	3,132,502	\$10.15			
A4258KL	Spring-Powered Device For Lancet, Each: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.0466669554	1,123,086	1,496,311	\$17.27			
A4259KL	Lancets, Per Box Of 100: DMEPOS mailorder comp bid	purchase of one (1) new unit	0.2379672396	1,711,948	7,626,664	\$11.15			

* The fee schedule amount is the average amount for all parts of the United States, including the 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands, Guam, and American Samoa.