



Durable Medical Equipment

Enabling smarter product marketing and strategy development

The Durable Medical Equipment Market

Comprehensive insights for durable medical equipment designed for independent living

The pandemic has dramatically increased demand for personal protective equipment (PPE) such as masks and gloves. For most suppliers of PPE and other durable medical equipment (DME), this increased demand resulted in an increase in sales volume for certain products. However, the cost to manufacture and source these products also increased to an extent that mitigated the profitability of the volume increases. Looking at the near-term, it is likely that this situation will continue, resulting in the list prices for many DME products increasing to preserve margins. Further, the cancellation or deferral of many elective medical procedures has significantly reduced demand for non-PPE DME, a situation which may persist well into the current year. This report covers a global DME market and includes details on specific equipment sales, it also features regional analysis as well as country-level analysis for key markets.

Durable medical equipment is a broad term used to cover many types of medical equipment used to aid in a better quality of living, and is a benefit included by most insurance plans. In the US, the CMS includes equipment such as CPAP, nebulizers, catheters, and glucose meters as DME. However, Vamstar captures many of these equipment types in other reports. This report is focused primarily on DME that supports independent living.

Comprehensive Data and Analysis

Bedding (Electric Bed, Gel Flotation Pads/Mattresses, Hospital Beds (Non-Electronic), and Pressure Pads/Mattresses)

Continence (Autoclavable Bed Pans, Autoclavable Urinal, Medical commodes, and Sitz Bath)

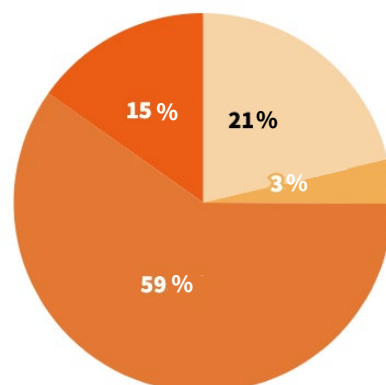
Mobility (Canes and Crutches, Electronic Wheelchair, Non-electronic Wheelchairs, and Mobile) Geriatric Chairs (Patient Lift, Powered Scooter, Rolling Chair, Stairlift, and Walker)

Other (Continuous Passive Motion Device, Fall Protection(Patient Alarm, Side rail, Gait Belt, Grab Rail, Toilet Surround, and Other), Heat Pads/Lamps, Postural Drain Board, Traction Equipment, and Trapeze Bars)

The Problem

Finding and Maintaining a Competitive Edge

The pandemic has resulted in an increase in sales volume for certain DME products. However, the cost to manufacture and source these products also increased to an extent that mitigated the profitability of the volume increases. Looking forward, identifying all opportunities will be essential—particularly regarding up-to-date information on contracts, contract winners, discounts and prices, and forecasted tenders in the global healthcare markets.



Bedding Continence Mobility Other

The Solution

Vamstar's B2B Healthcare Marketplace and Medical Device Reports

Vamstar has brought together a team of seasoned software developers, machine learning engineers, market access and procurement experts, and medical device market analysts, all committed to a common vision: creating the trusted source of buyer, supplier, contract data, and market analysis in healthcare.

Features	Benefits
Quarterly updated data	Drive strategy with regularly updated datasets.
Supplier Market Share Analysis	Identify which product markets hold the most opportunity.
Detailed Product-Level Forecasts and Trend Analysis	Gain insight into competitive positioning.
Regional Market Breakdown	Visualize the comprehensive global market or drill down into product-level detail.

What We Do

Vamstar's healthcare market research portfolio provides a unique perspective on the healthcare ecosystem by incorporating traditional business analysis with the latest data collection techniques and Vamstar's novel, AI-based, procurement insight. Vamstar's AI scans millions of sources every day to enrich buyer and supplier data, match buyer needs with supplier portfolio, and analyze markets and competition to identify opportunities for clients. Vamstar's medical device analysis pairs this with market estimates built using a bottom-up approach, utilizing data obtained from manufacturers, distributors, and other sources. These estimates are then compared with estimates using top-down analyses to identify and rationalize any variances. The forecast modeling is based on expectations from

vendors, the knowledge and expertise of Vamstar's analysts, and the unique procurement insight obtained from the company's novel AI platform. Vamstar's AI scans millions of procurement data sources daily.

What We Cover

Vamstar's medical device report taxonomy covers the full range of medical device end equipment, accessories, and consumables. There are twenty titles in the research portfolio including applications such as anesthesia, cardiology, clinical laboratory, consumer devices, diabetes, hearing care, infusion therapy, medical imaging, neuromodulation, ophthalmology, oral care, patient monitoring, and surgery. For a complete list of reports, see our comprehensive portfolio brochure.

For more information,
Please contact



Shane Walker
Research Director at Vamstar

+1 512 229 6792

shane.walker@vamstar.io

www.vamstar.io

Join the largest **healthcare and life sciences** marketplace today

AI powered marketplace matches
supply and demand

REQUEST ACCESS