



Example Provider Reimbursement Breakdown

For 200 Units at \$3,631 per cm²

Total Retail Amount *per Date of Service* (DOS):

200 units x \$3,631 = \$726,000

Medicare Reimbursement:

- Medicare Pays 80% of Retail:
- **80% of \$726,000 = \$580,800** (Paid directly to the provider).
- Secondary Insurance (if applicable):
- If the patient has secondary coverage and Medicare Part B is the primary, the provider may collect the remaining 20% (\$145,200) from the secondary payer.

The provider then pays the biologics company for the product that was already supplied at 60% of retail.

Distribution of Funds

- **Biologics Company** (60% of Retail): \$435,600
- **Sales Representative** (15% of Biologics payout): 15% of \$435,600 = \$65,340
(Not taken from the provider's reimbursement)
- **Specialty Biller Fee** (2–5% of Medicare reimbursement): 2–5% of \$580,800 = \$11,616 to \$29,040 (Based on the contract, this is a percentage of the amount collected from Medicare).

Final Estimated Provider Earnings:
After subtracting specialty billing fees:
Provider Take-Home Range:
\$116,160 – \$133,584