

Newsletter

The latest news, views and announcements for the staff at Main Street Medical Supply.

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Product Spotlight

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WHAT IS VALUE-BASED CARE?

Value-based care is a different way of paying for healthcare that focuses on rewarding doctors and hospitals for keeping people healthy, rather than just paying them for every test or treatment they do. In the U.S., we spend a lot on healthcare, but we don't always get the best results. That's because the current system often encourages doctors to do more procedures instead of making sure patients get better.

With value-based care, healthcare providers earn more money when they help patients stay healthy and provide high-quality care that doesn't cost too much. Instead of just paying for each individual service, like a doctor's visit or a surgery, they get rewarded for things like making sure patients get the right treatment at the right time, treating everyone fairly, and keeping patients safe.

The government is trying out different programs to see if this approach works better. For example, they have programs where doctors and hospitals team up to take care of groups of patients, and they get bonuses if they do a good job of keeping people healthy and saving money.

One important aspect of value-based care is making sure that everyone, especially people from underserved communities, gets the same chance to be

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healthy. So, there are programs that focus on providing good care to everyone, regardless of their background.

While more and more healthcare providers are trying out these new payment models, there are still challenges, especially for those serving rural or disadvantaged areas. We need to do more research to understand how well these programs are working and what helps them succeed. But overall, the idea is to make sure that people get the best care possible, while also keeping costs under control.

Here at Main Street Medical Supply we are practicing value-based service. We don't simply offer medical supplies, we offer additional services and support to ensure our customers achieve better health outcomes. Here are just a few ways we practice value-based service:

1.Customer Education: Our staff provides educational materials and demonstrations on how to properly use all of our medical equipment. For instance, we offer free clinics on correct posture for using mobility aides and make small adjustments and repairs to ensure maximum effectiveness and safety, in some cases even on mobility aides purchased elsewhere!

2.Personalized Consultations: Customers can schedule one-on-one consultations in-store with trained staff members who can assess their needs and recommend the most appropriate products. These consultations may also include proper fittings for compression or braces, or demonstrations on how to use and maintain medical equipment.

3.Follow-Up Care: After purchasing a product, customers receive follow-up calls or emails to check on their progress and address any concerns. Customers also receive continued service and repairs on purchased equipment.

By incorporating these elements, Main Street Medical Supply shifts its focus from simply selling products to actively supporting customers in achieving better health outcomes. This not only improves customer satisfaction but also contributes to overall healthcare cost reduction by preventing complications, hospital readmissions, or unnecessary medical interventions. Stop by your local Main Street Medical Supply location to see how we are implementing value-based care and helping the community Bring Health & Wellness Home.

MEDTRADE EXPO + CONFERENCE

The staff here at Main Street Medical Supply recently attended the 2024 MedTrade expo in Dallas, TX. The Medtrade expo floor was filled with the latest home medical equipment, products, software, and services from well-known and up-and-coming manufacturers. Products we found at Medtrade included mobility, respiratory, sleep, bath safety, beds/mattresses, orthopedics/orthotics, and the newest HME retail products. The Medtrade expo floor was the perfect place to meet with current vendors and strengthen those relationships, as well as to discover new manufacture partners and their home medical equipment/products. We will be adding some very exciting new products, that we saw at MedTrade, to the store this year. Some from trusted brands like Pride and Golden and some brand new to us. Stay tuned!

