MEDCHI, THE MARYLAND STATE MEDICAL SOCIETY
HOUSE OF DELEGATES

Resolution 17-17

INTRODUCED BY: Baltimore County Medical Association

SUBJECT: Unethical Business Practices by Medical Supply Companies

Whereas, medical supply companies are attempting to secure sales in an increasingly competitive market; and

Whereas, they utilize direct to consumer advertising and pressured telephone solicitation to achieve sales, particularly targeting the Medicare population; and

Whereas, sales pitches can contain misleading information regarding products, services and insurance coverage thereof; and

Whereas, physician offices are being flooded with faxes and telephone requests from medical supply companies to verify medical necessity and prescribe these products; and

Whereas, on review many of the product requests are not medically necessary or, frankly, fraudulent; therefore be it;

Resolved, the MedChi will work to track patterns of unethical business practice by medical supply companies and seek to bar offending companies from doing business in Maryland.

As amended and adopted by the House of Delegates at its meeting on September 23, 2017.