AG Solutions

CONSULTING · PRODUCTIVITY APPS

WHITE PAPER · HEALTHCARE SUPPLY CHAIN

The Supply Chain That Comes Back

How home medical equipment providers can run rental, resale and resupply on Oracle Fusion Cloud

By **Ashok Gupta** · Oracle Cloud ERP Solution Architect, AG Solutions

Version 1.1 · October 2026

The industry problem

A home medical equipment provider does three jobs at once. It rents equipment that stays company-owned in a patient's home. It sells equipment and supplies outright. And it resupplies consumables month after month.

Most ERP designs assume you buy, stock and sell. This business does not work that way, and that is where implementations in this industry struggle.

Equipment returns

Rented devices come back, get repaired and go out again.

A large branch network

Run by people who are not ERP experts.

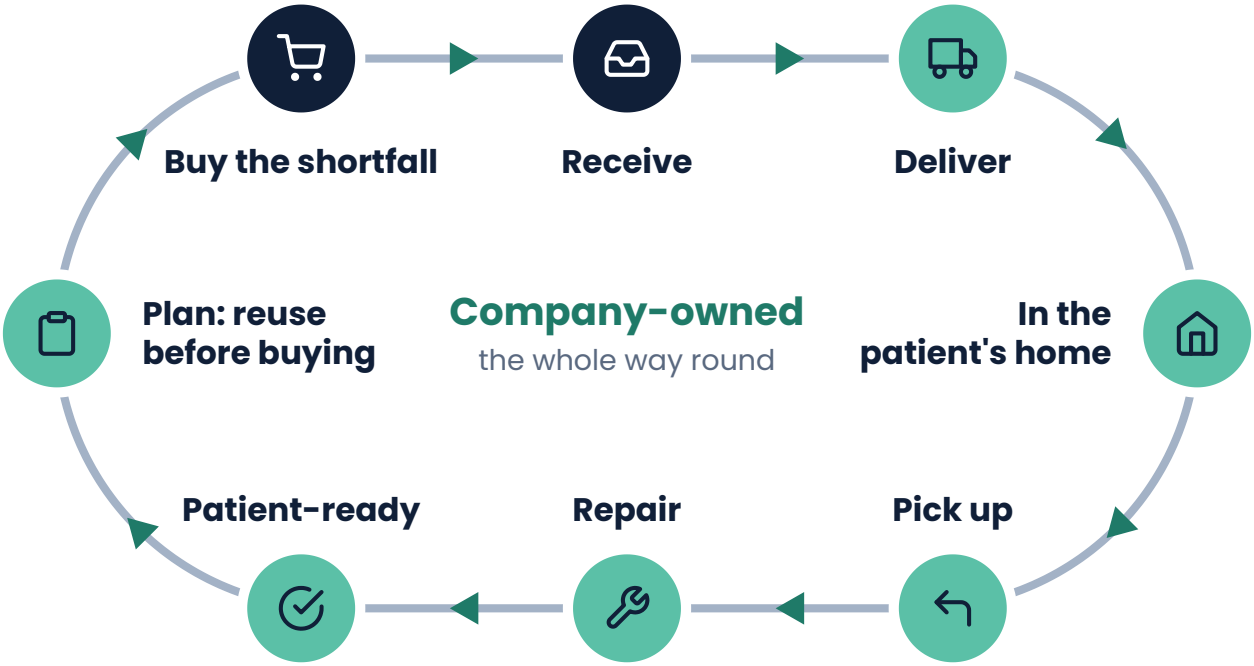
Messy item data

Numbers from many sources, never fully reconciled.

General information only. Not legal, tax, accounting or other professional advice. © 2026 AG Solution Point LLC.

A closed loop, not a one-way sale

A concentrator or ventilator can sit in a patient's home for months and still belong to the provider. Then it comes back.



Patient demand	−	Stock at the branch	−	Repaired, patient-ready units	=	What you really need to buy

One device, three identities

COMMERCIAL

What you order

The exact supplier or manufacturer part on the purchase order.

OPERATIONAL

What you plan

The equipment family the field counts and replenishes.

PHYSICAL

Where it is

At a branch, in repair, patient-ready or in a home.

General information only. Not legal, tax, accounting or other professional advice. © 2026 AG Solution Point LLC.

Six design decisions that make it work

These come up again and again in this industry. Getting them right early saves rework later.

Shop from a catalog

Requesters pick an item and a quantity. Supplier and price come from the agreement.

One item per product

Use the manufacturer part number. Keep supplier part numbers as cross-references.

One receiver per branch

A shared receiver role, so deliveries do not wait on the person who ordered.

Approvals that fit

Expense buys follow the management chain. Stock buys go to the buyer.

Three item types

Stocked assets, supplies you expense but still count, and pure expense.

Clean data once

Freeze the item and supplier masters before user testing. Not on a master, not loaded.

Touchless buying, end to end



Catalog
Agreed prices

Requisition
Item and quantity

Approval
Routed by rule

Order
Sent by EDI

Receipt
At the branch

Pay
Three-way match

Nobody at a branch chooses a supplier or types a price.

General information only. Not legal, tax, accounting or other professional advice. © 2026 AG Solution Point LLC.

Go live without counting everything first

A large branch network cannot count every item for day one. So do not ask it to. Start simple, then switch inventory on one product category at a time.

GO-LIVE

Expense first

Buying, receiving and paying all work. No counts needed.

WAVE 1

First category

Count it, load it, test it, switch it on everywhere.

WAVE 2

Next category

Same steps, same run book. Faster each time.

END STATE

Full visibility

Low-value items can stay expensed for good.

Convert open orders only

Bring over uninvoiced purchase orders. Leave receipt history behind.

Keep stock in sync

Let transfers and warehouse adjustments flow in automatically.

Who this is for

- Home medical equipment
- Respiratory and sleep therapy
- DME distributors
- Medical resupply programs
- Equipment rental fleets

AG Solutions

CONSULTING · PRODUCTIVITY APPS

Planning a move like this?

Our founder has spent 22 years designing Oracle supply chain and finance solutions. Reach us through the contact page on the AG Solutions website.

Oracle, Java, MySQL, and NetSuite are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.
AG Solutions is an independent consultancy.

General information only. Not legal, tax, accounting or other professional advice. © 2026 AG Solution Point LLC.