

# Launch Inventory

Total Investment: \$45-55K

20+ product categories

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## ROUND 1: LAUNCH INVENTORY

### TIER 1: MOBILITY & BASIC DME (\$10-12K)

**Walkers (M05) - \$2,500**

- 6 standard folding (E0130)
- 4 wheeled rollators (E0143)
- 3 bariatric (E0141)
- 2 platform (E0154)

**Canes & Crutches (M01) - \$1,800**

- 10 standard adjustable canes (E0100)
- 6 quad canes (E0105)
- 4 pairs crutches (E0110, E0112)
- 2 platform crutches (E0118)

**Manual Wheelchairs - Adult (M06/M06A) - \$3,500**

- 3 standard (K0001)
- 2 lightweight (K0003)
- 2 hemi-height (K0002)
- 1 heavy-duty (K0007)
- 8 basic cushions mixed sizes (E2601, E2602)
- Accessory starter pack: armrests, footrests (10 items mixed)

**Manual Wheelchairs - Pediatric (M06) - \$1,500**

- 2 pediatric standard (K0001 in small sizes)
- 2 pediatric lightweight (K0003 in small sizes)
- 4 pediatric cushions (E2601 in small sizes)

#### **Commodes & Bedpans (DM02) - \$2,200**

- 4 fixed arm commodes (E0163)
  - 4 detachable arm (E0165)
  - 2 bariatric (E0168)
  - 20 bedpans (E0275, E0276)
  - 3 sitz baths (E0160, E0161)
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### **TIER 2: WOUND CARE & COMPRESSION (\$9-11K)**

#### **Surgical Dressings (S01) - \$5,500**

- Foam dressings: 25 boxes mixed sizes (A6209-A6215)
- Hydrocolloid: 15 boxes (A6234-A6241)
- Transparent film: 25 boxes (A6257-A6259)
- Gauze: Bulk quantity (A6216-A6230)
- Alginate: 12 boxes (A6196-A6199)
- Specialty wound fillers: 8 boxes (A6261-A6266)
- Hydrogel: 10 boxes (A6242-A6248)

#### **Lymphedema Compression (S04) - \$3,500**

- Below-knee stockings: 15 pairs mixed mmHg (A6610, A6530-A6545)
  - Thigh-high stockings: 8 pairs (A6536-A6544)
  - Compression wraps: 8 sets (A6583-A6588)
  - Bandaging supplies: 20 items mixed (A6594-A6609)
  - Compression garments arms: 5 sleeves (A6576-A6578)
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## **TIER 3: INCONTINENCE & UROLOGICAL (\$8-9K)**

### **Incontinence Products (PD09 - A4520, A4554) - \$4,500**

- Adult briefs/diapers: 3,000 units
  - 40% Large, 30% Medium, 20% XL, 10% Small/Bariatric
- Adult pull-ups: 1,000 units
- Disposable underpads/chux (A4554): 2,000 units
- Non-disposable underpads (A4553): 20 units

### **Urological Supplies (PD09) - \$2,500**

- Foley catheters: 80 units mixed sizes/types (A4338-A4346)
- Drainage bags: 40 leg bags, 30 overnight (A4357-A4358)
- Irrigation supplies: 30 sets (A4320-A4322)
- Collection devices: 30 units mixed (A4349-A4358)
- External catheters: 40 units (A4349)
- Catheter insertion trays: 20 trays (A4310-A4316)

### **Urinary Suction Pumps (DM29) - \$1,500**

- 3 portable suction units (E2001)
- Canisters: 10 units (A6590)
- Tubing and supplies: 20 sets (A7001, A7002)

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## **TIER 4: DIABETES MANAGEMENT (\$6-7K)**

### **Blood Glucose Monitors (DM05/DM06) - \$3,500**

- Glucose monitors: 20 units ONE brand only (E0607)
- Test strips: 100 boxes of 50-count
- Lancets: 60 boxes (A4259)
- Control solution: 30 bottles (A4256)
- Lancing devices: 25 units (A4258)

## **Continuous Glucose Monitors (DM05/DM06) - \$4,500**

### **FULL SYSTEMS:**

- **Dexcom receivers:** 5 units (E2103) @ ~\$260 = \$1,300
- **Freestyle Libre readers:** 5 units (E2103) @ ~\$260 = \$1,300
- **Dexcom G7 sensors:** 10 boxes 30-day supply (A4239) @ ~\$150 = \$1,500
- **Freestyle Libre sensors:** 10 boxes (A4239) @ ~\$150 = \$1,500

## **Insulin Pump Supplies (DM25) - \$1,200**

- Infusion sets: 25 boxes (A4224)
- Reservoirs: 20 boxes (A4225)
- Insertion devices: 15 units (K0552)
- **Stock for 2 pump brands max**

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## **TIER 5: RESPIRATORY & THERAPY (\$7-8K)**

### **Nebulizers (R07) - \$2,500**

- Nebulizer machines: 6 units (E0570, E0572)
- Adult masks: 30 units (A7015)
- Pediatric masks: 15 units (A7016)
- Tubing sets: 40 sets (A7003-A7010)
- Disposable nebulizers: 25 units (A7003, A7004)
- Filters: 50 units (A7013, A7014)

### **TENS Units (DM22) - \$2,000**

- TENS devices: 10 units mixed (E0720, E0730)
- Electrode pads: 80 packs (A4595)
- Lead wires: 15 sets (A4557)
- TENS supplies: 30 items mixed (A4556, A4630)

### **NMES/Muscle Stimulation (DM16) - \$1,500**

- NMES units: 5 units (E0731, E0744, E0745)
- Electrodes: 30 packs (A4595)
- Supplies: 20 items mixed

#### **Pneumatic Compression (DM18) - \$2,000**

- Compression pump: 2 units (E0651, E0652)
- Leg sleeves: 5 pairs (E0667-E0673)
- Arm sleeves: 3 pairs (E0671)
- Supplies: 15 items (A4600)

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### **TIER 6: PRESSURE RELIEF & COMFORT (\$4-5K)**

#### **Support Surfaces (DM20) - \$2,500**

- Foam overlays: 4 units (E0199)
- Gel overlays: 3 units (E0196)
- Air mattresses: 2 units (E0186)
- Pressure pads: 8 units mixed (E0197, E0198)
- Low air loss mattress: 1 unit (E0277)

#### **Heat & Cold Applications (DM08) - \$1,500**

- Heat pads electric: 20 units (E0215, E0217)
- Cold packs reusable: 20 units (E0230, E0236)
- Moist heat packs: 15 units (E0239)
- Paraffin bath: 1 unit (E0235)

#### **Infrared Heating Pads (DM11) - \$800**

- Infrared pads: 3 units (E0221)
- Supplies: 10 items (A4639)

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### **TIER 7: SPECIALIZED EQUIPMENT (\$5-6K)**

### **Off-the-Shelf Orthotics (OR03) - \$2,500**

- Knee braces: 12 units mixed (L1810, L1820, L1830, L1833)
- Ankle braces: 12 units (L1900, L1902, L1906)
- Back supports: 8 units (L0621, L0625, L0628)
- Wrist braces: 8 units (L3908, L3916)
- Elbow supports: 6 units (L3702, L3710)
- Cervical collars: 4 units (L0120, L0172)

### **External Infusion Pumps (DM12) - \$1,500**

- Ambulatory infusion pump: 2 units (E0781)
- Stationary pump: 1 unit (E0779)
- Pump supplies: 20 items mixed (A4305, A4306)

### **Negative Pressure Wound Therapy (DM15) - \$1,500**

- NPWT pump: 1 unit (E2402)
- NPWT supplies: 10 canisters (A7000)
- Dressing kits: 10 kits (A6550)

### **Osteogenesis Stimulators (DM17) - \$1,000**

- Ultrasonic stimulator: 1 unit (E0760)
- Electrical stimulator: 1 unit (E0747, E0748)
- Supplies: 5 items (A4559)

### **Traction Equipment (DM21) - \$800**

- Cervical traction: 2 units (E0855, E0856)
- Lumbar traction: 1 unit (E0830)
- Pelvic traction: 1 unit (E0890, E0900)

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## **TIER 8: ENTERAL & SPECIALIZED NUTRITION (\$2-3K)**

### **Enteral Nutrients - Adult (PE03) - \$1,000**

- Standard formulas: 15 cans (B4150, B4152)
- Specialized formulas: 10 cans mixed (B4154, B4155)
- High protein: 10 cans (B4152)

#### **Enteral Nutrients - Pediatric (PE03) - \$1,000**

- Pediatric formulas: 10 cans (B4160)
- Specialized infant formulas: 5 cans (B4161, B4162)
- **ONLY for tube-fed/metabolic disorder patients**

#### **Enteral Equipment (PE04) - \$1,000**

- Feeding pump: 2 units (E0776)
  - Feeding bags: 25 units (B4034-B4036)
  - Extension sets: 15 units (B4088)
  - Feeding tubes: 15 units (B4081-B4083)
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### **TIER 9: MISCELLANEOUS SUPPLIES (\$1-2K)**

#### **Tracheostomy Supplies (PD08) - \$1,000**

- Trach tubes: 10 units mixed sizes (A7520-A7527)
- Trach care kits: 20 kits (A4625, A4626)
- Speaking valves: 5 units (A7505, A7506)
- Supplies: 30 items mixed (A4481, A4483)

#### **Basic Supplies (Non-HCPCS) - \$1,000**

- Disposable gloves: 100 boxes mixed sizes
  - Wet wipes/cleansing: 200 packages (A9286)
  - Alcohol prep pads: 100 boxes
  - Hand sanitizer: 50 bottles
  - Medical tape: 50 rolls
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# CATEGORY COVERAGE SUMMARY

Total Categories: 22

**MOBILITY (4 categories)**

1. Walkers (M05)
2. Canes & Crutches (M01)
3. Manual Wheelchairs - Adult (M06/M06A)
4. Manual Wheelchairs - Pediatric (M06)

**PATIENT CARE (3 categories)**

5. Commodes/Bedpans (DM02)
6. Support Surfaces (DM20)
7. Heat & Cold (DM08 + DM11)

**WOUND CARE (2 categories)**

8. Surgical Dressings (S01)
9. Lymphedema Compression (S04)

**INCONTINENCE (3 categories)**

10. Incontinence Products (PD09)
11. Urological Supplies (PD09)
12. Urinary Suction (DM29)

**DIABETES (3 categories)**

13. Blood Glucose Monitors (DM05/DM06)
14. CGM Full Systems (DM05/DM06)
15. Insulin Pump Supplies (DM25)

**RESPIRATORY & THERAPY (4 categories)**

16. Nebulizers (R07)
17. TENS Units (DM22)
18. NMES (DM16)
19. Pneumatic Compression (DM18)

**SPECIALIZED DME (5 categories)**

- 20. Orthotics (OR03)
- 21. External Infusion Pumps (DM12)
- 22. NPWT (DM15)
- 23. Osteogenesis Stimulators (DM17)
- 24. Traction Equipment (DM21)

**ENTERAL NUTRITION (2 categories)**

- 25. Enteral Nutrients Adult (PE03)
- 26. Enteral Nutrients Pediatric (PE03)
- 27. Enteral Equipment (PE04)

**RESPIRATORY CARE (1 category)**

- 28. Tracheostomy Supplies (PD08)