

Launch Inventory

Total Investment: \$45-55K

20+ product categories

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)

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**

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)

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)

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)

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)

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)