

# HOSPITAL BREAST PUMP CLOSETS

CONNECTING PATIENTS TO THEIR BREAST PUMP BENEFIT  
PRIOR TO DISCHARGE

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# TOPIC OUTLINE

- WHAT IS A BREAST PUMP CLOSET?
- REASONS WHY BREAST PUMP CLOSETS ARE NECESSARY
- BENEFITS OF A BREAST PUMP CLOSET FOR
  - PATIENT & BABY
  - MEDICAL STAFF/LACTATION CONSULTANTS/HOSPITAL
  - DME COMPANIES
- KEY PROVISIONS FOR CONTRACTING WITH DME'S
- HOW TO FIT A BREAST PUMP CLOSET INTO YOUR DAILY ROUTINE

# WHAT IS A PUMP CLOSET?

AKA DME CLOSET, AKA CONSIGNMENT CLOSET  
SPACE ON CAMPUS FOR A DME TO STORE THEIR  
PUMP INVENTORY

PUMPS CAN BE GIVEN TO PATIENT PRIOR TO  
DISCHARGE AFTER PRESCRIPTION AND  
ELIGIBILITY ARE APPROVED BY THE DME

NOT A NEW IDEA - EX: CRUTCHES AND WALKERS  
ARE CONSIDERED DURABLE MEDICAL  
EQUIPMENT AS WELL

STAFF IS RESPONSIBLE FOR GETTING  
PRESCRIPTION SIGNED AND FAXED TO DME

STAFF EDUCATES PATIENT AT BEDSIDE ON HOW  
TO USE BREASTPUMP



## WHY IS A PUMP CLOSET NECESSARY?

PROBLEM: PATIENTS NOT APPLYING FOR BREAST PUMP BENEFIT PRIOR TO BIRTH AND/OR NOT ABLE TO GET WIC PUMP

- MOST PATIENTS HAVE NOT APPLIED FOR THEIR BREAST PUMP BENEFIT -EVEN THOSE WITH GOOD INSURANCE
- UNAWARE OF BREAST PUMP BENEFIT
- JUMPING THROUGH HOOPS – GIVE UP DUE TO COMPLICATED PROCESSES
- PUT IT OFF – NOT SURE WHICH PUMP TO GET
- PREMATURE BABY
- WIC – LACK OF TRANSPORTATION, LACK OF AVAILABLE BREAST PUMPS, NICU FAMILIES IN A STATE OF SHOCK AND TRAUMA

## WHY DO PATIENTS NEED THE PUMP SO SOON?

- NICU SEPARATION
- MEDICAL SUPPLEMENTATION REQUIRED
- BABY NOT LATCHING
- ENGORGEMENT
- FEELING OVERWHELMED WITH BREASTFEEDING
- RETURNING TO WORK-FREEZER STASH
- MOTHER DOES NOT WANT TO PUT BABY TO BREAST – PUMP ONLY

## TIME IS OF THE ESSENCE

- DOCTOR'S SIGNATURE/APPROVAL
- PRIOR AUTHORIZATION
- SHIPPING TIME
- 7-15 BUSINESS DAYS
- FAMILIES EXPECTED TO DO ALL OF THIS
- WHILE HAVING POST PARTUM BRAIN & LACK OF SLEEP



## CONSEQUENCES

- ENGORGEMENT/CLOGS/MASTITIS
- LOSING VALUABLE TIME DURING CRITICAL “SUPPLY BUILDING FIRST 2-3 WEEKS”
- LOSS OF MILK SUPPLY
- INTERRUPTION OF BREASTFEEDING
- MORE SUPPLEMENTATION BY FORMULA
- LESS EXCLUSIVITY AND MORE COMBO FEEDING

## PATIENT BENEFITS

- Easier/immediate access – no jumping through insurance hoops
- In-person instruction for breast pump
- Supplementation with Expressed Breast Milk if needed (for medical or personal reasons)
- Have tool in case of engorgement or separation from baby
- Fills gap between leaving hospital and accessing hospital grade pump
  - WIC Weekends or lack of inventory
  - Lack of inventory with Pump Rental Businesses
  - NICU Mothers (One less thing to worry about)



## HOSPITAL/PHYSICIAN BENEFITS

- Increase patient satisfaction/experience
- Increase Exclusive Breastfeeding Rates
  - Day of discharge problems ex: Weight Loss or Jaundice
- Makes First Peds Visit Easier for Doc and staff
- NICU- collect more mother's milk and use less donor milk
- NICU- less engorged, clogged patients coming back from the weekend – less work for LC's

## DME BENEFITS

- Discussing Benefits to DME is for giving DME's the incentive to start a breast pump closet not because we are marketing for them
- Save on Shipping
- More orders-steady stream of orders
- Less customer service calls/user error because patients are being taught in person how to use their breast pump

## DME PROVIDERS

- Pumping Essentials – Accepts most Private Insurance, Straight Medi-cal, Restricted Medi-cal
- Simply Mama – Accepts many Medi-cals like: First Care, LA Care, Molina, Blue Cross Medi-cal and Healthnet Medi-cal
- Apria – Only accepts Private insurance – interested
- Medline- interested
- Easier to use already approved DME's – BUT DME's specializing in breast pumps are easier for your patients

# LEGAL CONTRACT

## KEY CONTRACT PROVISIONS

FOR OUTPATIENT USE ONLY

PATIENT CHOICE

RESPONSIBILITY FOR LOST INVENTORY

FREQUENCY OF ON SITE INVENTORY

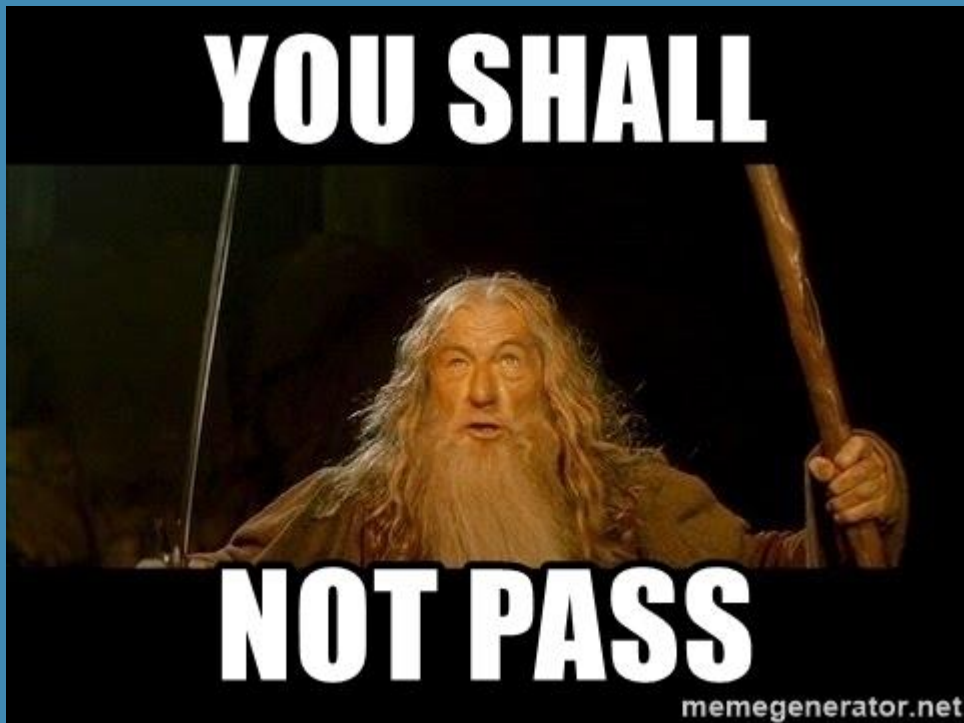
DEFINITION OF “PATIENT” ENSURES SERVICES  
CAN STILL BE PROVIDED IF BABY IS THE  
PATIENT

<https://www.medtrade.com/news/billing-reimbursement/consignment-arrangement-with-hospital-key-contract-provisions/>

The screenshot shows a web browser window with the following elements:

- Browser tabs: [webmail.dignityhealth.org](mailto:webmail.dignityhealth.org), [Consignment Arranger](#)
- Address bar: <https://www.medtrade.com/news/billing-reimbursement/consignment-arrangement-with-hospital-key-contract-provisions/>
- Navigation bar: MEDTRADE | MEDTRADE SPRING | Social media icons (Facebook, LinkedIn, Twitter, Google+, Instagram)
- Event info: October 21-23, 2019, Georgia World Congress Center • Atlanta, GA
- Menu: SHOW | ATTENDEE | EXHIBITOR | CONFERENCE | HOTEL & TRAVEL | NEWS | SEARCH
- Section: Billing/Reimbursement
- Article Title: Consignment Arrangement with Hospital – Key Contract Provisions
- Date: January 2, 2017
- Share This Article: Facebook, LinkedIn, Twitter, Google+, Email, Print
- Text: AMARILLO, TX – It is common for a DME supplier to enter into a consignment arrangement with a hospital. This is also referred to as a “loan closet” or “stock and bill” arrangement. Under a typical consignment arrangement, the following occurs: (i) the supplier (“ABC Medical Equipment, Inc.” or “ABC”) stores inventory (e.g., braces, nebulizers) at the hospital; (ii) when a patient is about to be discharged, and if the patient chooses ABC to provide the post-discharge DME, then the hospital employee will pull the item out of the “consignment closet” and deliver the product to the patient; and (iii) ABC follows up with the patient after he goes home.
- Image: A portrait of a man in a white lab coat and stethoscope.
- Text: In structuring a consignment arrangement, certain legal principles need to be followed:
  - If ABC pays rent to the hospital for space in which ABC’s inventory will be stored, then the rental arrangement needs to comply with the Space Rental safe harbor to the Medicare anti-kickback statute (“AKS”). Among other requirements, there must be a written agreement with a term of at least one year, the rent must be fixed one year in advance, and the rent must be fair
- Right sidebar: Register to Attend, Exhibit / Inquire, Floor Plan, Exhibitor List
- Bottom right: Advertisement for 'The Complete Software Solution' for HME Revenue Cycle Needs, featuring 'Go Mobile' and 'TIMS' logos, with contact info: MEDTRADE BOOTH 427, TIMSSOFTWARE.COM/MEDICAL
- Taskbar: Windows taskbar with icons for Edge, File Explorer, Firefox, OneDrive, The Weather Channel, and other applications.

THE HOSPITAL IS THE LAST  
LINE OF DEFENSE



“UNTIL WE KNOW THAT YOU HAVE AN  
APPROPRIATE BREASTPUMP AS A BACK UP IN  
CASE YOU NEED TO PUMP”

- ONCE BABY IS BORN – PUMP BECOMES VITAL TOOL IN PROTECTING MILK SUPPLY AND FEEDING BABY DURING CRITICAL FIRST WEEKS
- NO TIME TO WAIT FOR 7-15 TURN AROUND TIME
- PRIOR AUTHORIZATIONS: DISCHARGE PLANNERS – CASE MANAGERS – CAN GET APPROVALS FASTER THAN IF THE CLINICS SENT THE SAME PRESCRIPTION

## FITTING A BREAST PUMP CLOSET INTO DAILY ROUTINE

- Pump Status becomes part of the standard Meet & Greet
- Doctor's Signatures – signature stamps or signed blank pump prescriptions (Prefilled with all of doctor's info)
- Submit prescriptions right away –allow time for DME's to process insurance
  - Fridays- get as many prescriptions in before end of business day – even induction & labor patients
  - Mondays – submit prescriptions from the weekend patients who went home (ship to home or pick-up?)
- Checklist for hand-offs
- Pump Demo during discharge instructions
- Make it part of your regular routine

	A	B	C	D	E	F	G	H	I
1	Pumps by Insurance	Pumping Essentials	Simply Mama	Medline	Prior Authorization	<b>Medpoint Management</b> Ph: 818-702-0100 x1449 Fax: 818-466-6535 Attn: Inpatient Discharge Planning <a href="mailto:Rmacris@medpointmanagement.com">Rmacris@medpointmanagement.com</a>			
2		Ph: 888-688-4203	Ph: 844-470-7867	Ph: 833-718-2229					
3		Fax: 888-508-2520	Fax: 855-552-1461	Fax: 866-430-9338					
4		<a href="mailto:irma@pumpingessentials.com">irma@pumpingessentials.com</a>	<a href="mailto:simplifymama805@gmail.com">simplifymama805@gmail.com</a>	<a href="http://www.breastpumpsmedline.com">www.breastpumpsmedline.com</a>					
5		Pump Closet	Pump Closet						
6		Shipping - 6 days	Shipping - 5 days	Shipping - 7 days					
7	Aetna Open Choice	Spectra		Medela PISA		Fax the Prescription, Face sheet and Most Recent History & Physical <b>EL PROYECTO &amp; HEALTHCARELA</b>			
8	Anthem Blue Cross	Lansinoh		Medela PISA					
9	Blue Cross/Blue Shield	<b>Baby Buddha</b>		Medela PISA					
10	Blue Cross CA- Care HMO	Lansinoh		Medela PISA		<b>Healthcare Partners/Optum</b> Ph: 714-436-4869 Fax: 818-827-9811 Attn: Breast Pump Prior URGENT/STAT			
11	Blue Cross Cal Pers	Lansinoh		Medela PISA					
12	Blue Cross Care HMO Dignity Health	Lansinoh		Medela PISA					
13	Blue Cross Medi-cal	Lansinoh	HCLA - Zomee		HealthcareLA - Medpoint	Fax the Prescription, Face sheet and Most Recent History & Physical			
14	Blue Cross Out of State	Spectra?		Medela PISA					
15	Blue Cross Prudent Buyer	Lansinoh		Medela PISA					
16	Blue Shield PPO	Spectra		Medela PISA		<b>Network Medical Management</b> Ph: 626-282-0288 x8624 Fax: 626-521-6144 Attn: Laurent OB/Peds CM			
17	Blue Shield Promise Medi-cal		Zomee		Medpoint Mgmt: HealthcareLA & El Proyecto				
18	Care 1st Medi-cal		Zomee		HealthcareLA - Medpoint				
19	Cigna PPO	Lansinoh				Fax the Prescription, Face sheet and Most Recent History & Physical <b>COMMUNITY FAMILY CARE IPA</b>			
20	Health Net	Spectra		Medela PISA					
21	Health Net Flex Net	Spectra		Medela PISA					
22	Healthnet Medi-cal	<b>Baby Buddha</b>	Zomee		HealthcareLA - Medpoint	<b>IPA's With No Contract</b> Accountable Health  Allied Pacific LA Care Regal			
23					Allied Pacific				
24	Healthcare Partners OPD aka	Spectra		Medela PISA	Healthcare Partners				
25					HealthcareLA - Medpoint	<b>Accountable Health</b>			
26					El Proyecto - Medpoint Mgmt				
27	LA Care		Zomee		Community Family Care - Network Medical Management				
28						<b>Accountable Health</b>			
29	Medi-cal (Straight)	Lansinoh	Zomee	Evenflo					
30	Medi-cal (Restricted)	Lansinoh	Zomee	Evenflo					
31	United Healthcare Choice			Medela PISA		<b>Accountable Health</b>			
32	TriCare			Spectra					
33									

# CONTACT INFO & QUESTIONS

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- Questions

