

Prevent Needlesticks, Reduce SKUs, and Save on Medication Waste

PREVENT NEEDLESTICK INJURIES WITH A SINGLE SAFETY MECHANISM



- Each year needlestick and sharps injuries affect more than half a million healthcare personnel and cost over \$1 billion in healthcare costs¹
- The estimated cost of a needlestick is \$3,042 per incident¹
- **Where other suppliers offer up to four different safety activation mechanisms, the Needle-Pro® EDGE™ device offers a single technology for the entire platform of hypodermics. From Injections to Insulin and TB, a single safety activation helps prevent needlesticks.**

REDUCE COSTS OF INVENTORY AND OVERALL OPERATING BUDGET



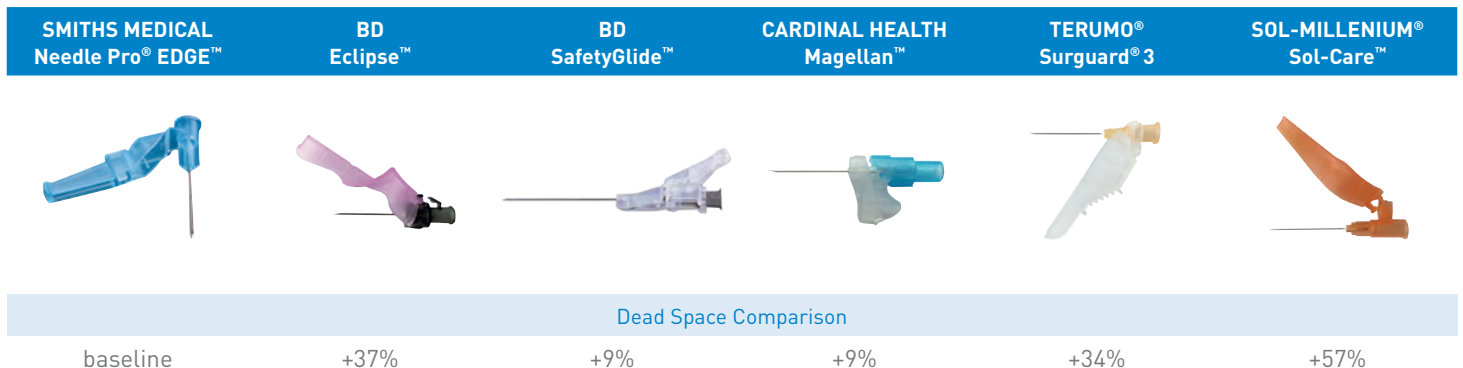
- Hospitals allocate up to 40% of their operating budget to maintain supplies and materials²
- SKU reduction as well as product standardization initiatives help reduce supply chain costs
- **The Smiths Medical Needle-Pro® EDGE™ offers more configurations of needle length and gauge than other suppliers, allowing you to standardize, and reduce SKUs and redundancies. The Smiths Medical Safety Analysis Program will assist in finding where these opportunities exist throughout facilities.**

REDUCE YOUR MEDICATION EXPENSES



- Between 10 and 20% of the overall operating budget of a hospital comes from pharmacy operations³
- Medication waste is under scrutiny as cost of certain wasted drugs can represent up to \$3 billion a year and affect the cost of healthcare⁴
- **The Needle-Pro® EDGE™ hypodermic needle offers the lowest dead space available on the market (see figure 1), ensuring dosage accuracy for expensive treatments and additional injections with multi-dose vials⁵**

Figure 1: Dead Space Difference Between Major Manufacturers And Safety Technologies⁵



References:

1. <http://www.infectioncontroltoday.com/news/2013/08/prevention-of-needlestick-injuries-can-save-us-healthcare-system-more-than-1-billion-annually.aspx>
2. Delatore, P., Bourque, M., Ferko, N., The Value of Stock Keeping Unit (SKU) Reduction and Standardization Initiatives within a Hospital System. Poster presented at ISPOR 21st Annual International Meeting, May 21-25, 2016, Washington, DC, USA.
3. <http://www.hhnmag.com/articles/4403-in-struggle-to-cut-expenses-hospitals-eye-the-pharmacy>
4. <http://www.nytimes.com/2016/03/01/health/waste-in-cancer-drugs-costs-3-billion-a-year-a-study-says.html>
5. Data on file

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Smiths Medical ASD, Inc.
6000 Nathan Lane North
Minneapolis, MN 55442, USA
Tel: 1-614-210-7300
Toll-Free USA: 1-800-258-5361
www.smiths-medical.com

MKEECA-0136

Find your local contact information at: www.smiths-medical.com/customer-support/contact-us

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