

CATEGORY RESOURCE GUIDE

Advanced wound care

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Vizient award overview

Awarded Suppliers

MS7052 – Arjo – comes up as SEM scanner?
MS7089 – Hanger Prosthetics and Orthotics
MS7125 – Teleflex Medical
MS7152 – Argentum Medical/Cura Surgical
MS7177 – Core Scientific
MS7190 – L&R USA
MS7191 – Argentum Medical/Cura Surgical
MS7192 – Andover Healthcare
MS7194 – Medi-Tech International
MS7195 – Urgo Medical/SteadMed Medical
MS7196 – Molnlycke
MS7197 – ConvaTec
MS7198 – Medline Industries
MS7200 – Smith & Nephew
MS7202 – 3M Co.
MS7203 – Integra LifeSciences
MS7222 – RedDress Medical
MS7283 – SoftWave Tissue Regeneration Technologies
MS7285 – Reaplix
MS7470 – Hydrofera
MS7480 – DeRoyal Industries
MS7481 – Smith & Nephew
MS7571 – Aroa Biosurgery
MS7572 – Ferris Mfg.
MS7573 – Urgo Medical/SteadMed Medical
MS7575 – Pure & Clean
MS9740 – BSN Medical
MS9840 – MolecuLight

Distribution

Both direct and distributed through the medical-surgical distribution channels



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Questions? Contact supplyassurance@vizientinc.com, pharmacyquestions@vizientinc.com, novaplus@vizientinc.com.

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Making supply uncertainty a thing of the past, not the future

To help members maintain supply assurance for essential products, Vizient shares insights via [category resource guides](#) on vizientinc.com. These category-specific documents contain comprehensive manufacturing, logistics and utilization insights to help members source supplies with confidence. Category resource guides are one way we're [building supply assurance together](#).

Market landscape

With more than 28 suppliers on contract, it's important to know the differences in the variety of advanced wound products available and the different types of wounds they help heal. The right care, whether for acute or chronic wounds, can stave off infection, help quickly heal wounds and even prevent death in severe situations. To ensure better outcomes, wound care products are also regulated by the U.S. Food and Drug Administration (FDA), the Center for Drug Evaluation and Research (CDER), the Center for Biologics Evaluation and Research (CBER) and the Center for Devices and Radiological Health (CDRH).

Manufacturing insights

Product overview

To understand the advanced wound care category, you need to have a basic understanding of types of wounds.

Wounds may occur from surgery, injury, or outside factors like pressure, shear or underlying conditions due to disease. A wound, whether acute or chronic, prevents the skin from being able to fully protect the body from infection. Wounds, whether acute or chronic, act as ports of entry for harmful bacteria which cause pain and sometimes even death.

Acute wounds happen suddenly often as a result of trauma, accidents or surgical procedures. Acute wounds can vary in severity. These wounds typically have a relatively short and predictable healing process that goes through a series of stages: hemostasis, inflammation, proliferation and remodeling. Acute wounds typically heal a few days to a few weeks depending on the extent of the injury to the three layers of the skin (epidermis, dermis and hypodermis). Proper care, including cleaning, protection from infection and appropriate dressings, can help optimize the healing process and minimize complications.

Chronic wounds develop over a period of time and do not proceed through the normal phases of healing, usually stalling in the inflammation phase. They do not have a predictable timeframe for healing – can persist for weeks, months or years without showing signs of improvement. They are characterized by a pathological process such as disease, pressure, inflammation, necrosis or persistent infections. Chronic wounds feature prolonged or excessive inflammation, persistent infections, formation of drug-resistant microbial biofilms and the inability of the dermal and/or epidermal cells to respond to reparative stimuli. Advanced wound care is the treatment of chronic or complex wounds that will not respond to traditional methods, making their treatment very costly.

Common types of chronic wounds:

- **Pressure ulcers:** These wounds develop from prolonged pressure on a specific area of the body, often in individuals who are bedridden or have limited mobility.
- **Diabetic foot ulcers (DFUs):** Diabetic patients are at risk of developing foot ulcers due to nerve damage and poor circulation. These ulcers can be slow to heal and are prone to infection.
- **Venous leg ulcers (VLUs):** These ulcers are a result of veins that fail to efficiently return blood from the legs to the heart. The impaired circulation can lead to ulcers around the ankles.
- **Arterial ulcers:** These ulcers are due to poor blood supply issues that tend to be painful.
- **Non-healing surgical wounds:** Surgical wounds that do not heal as expected often occur in patients with comorbidities.
- **Traumatic wounds with infection:** Infected wounds transition from acute to chronic due to ongoing inflammation and delayed healing.

Selection factors

Dressings are selected based on type, depth, location, extent of the wound, the amount of exudate (discharge), infection and wound adhesion.

Vizient advanced wound care contracts offer the following products:

- **Absorptive:** Absorbs copious amounts of fluid without sticking to the wound bed
- **Alginates:** Absorbs exudate, promotes autolytic debridement, and subsequently, becomes a gel
- **Collagens:** Deposits collagen fibers needed for the growth of tissue and blood vessels
- **Compression bandages:** Multilayer which treats extremity venous disease wounds

- Contact layer: Placed directly on the wound, under a secondary dressing to protect the wound from trauma
- Foam: Wicks fluids into the dressing and provides thermal insulation
- Hydrocolloids: Promotes a moist wound healing environment while facilitating autolytic debridement
- Hydrogels: Promotes a moist wound healing environment; amorphous forms that can be used to fill a defect
- Tubular dressings: Holds primary dressing in place
- Wound cleansers: Removes debris, surface contamination and bacteria

Dressing type	Characteristics	Exudate	Dressing change	Application and details
Alginate	Light, nonwoven fabrics derived from algae or seaweed; mild hemostatic properties; reduces bacterial infections; can stay on wound for days	Moderate to heavy	1x/day	Suitable for shallow or cavity wounds; infected and noninfected wounds; inappropriate for dry wounds or wounds covered in eschar; good candidate for burn wounds and donor sites, leg and pressure ulcers, cavity wounds and postop wounds.
Collagen	Supports a moist healing environment and encourages the deposition of new collagen fibers which promotes the granulation tissue formation	Light to moderate	Every seven days	Good for wounds that have stalled and not progressed toward a healing goal; not covered for third-degree burns or when an active vasculitis is present
Compression bandages	Used as a secondary dressing; provides pressure and layers while using elastic properties; categorized by the level of pressure generated: 14-17 mm Hg = light 18-24 mm Hg = moderate 25-35 mm Hg = high	Light to heavy	No more than 1x/week unless a part of a multilayer compression bandage system	Surgically created or modified wound or a debrided wound; improves circulation and reduces pain and swelling
Contact layer – basic and advanced	Non-adherent liner placed directly on the wound bed to protect it against trauma; porous to allow exudate to pass through	Light to heavy	Up to 1x/week	Not necessary when using non-adherent or semi-adherent layer as a part of the dressing; good for skin tears, scar management and fragile tissue
Composite dressings	Most have three layers: wound contact layer, middle absorbent layer and outer layer; the adhesive may have limited use on fragile skin	Moderate to heavy	3x/week	Used as a primary or secondary dressing for partial- and full-thickness wounds like pressure ulcers, dermal ulcers and surgical incisions
Foam dressings	Typically made from a polyurethane base; highly absorbent; promotes autolytic debridement; permeable to gases and water vapors	Moderate to heavy	Up to 1x/day for fillers; up to 3x/week as a secondary dressing	Suitable for bony prominences or areas of increased friction; helpful with clean, uninfected, dryer wounds
Hydrocolloid (sheets or gel)	Occlusive; gel-forming agents; waterproof backing; with or without adhesive border	Light to moderate	Up to 3x/week	Made for difficult-to dress wound areas such as elbows and heels; use on full thickness wounds like stage 3 or 4 ulcers.
Hydrogel (sheets, gels, impregnated gauze and packing strips)	Cools and soothes; facilitates autolytic debridement; hydrates tissue; appropriate for wounds with little or no exudate; requires a secondary dressing cover	No or light	Up to 3x/week with adhesive borders; 1x/day for non-adhesive borders	Use on full thickness wounds (stage 3 or 4 ulcers); use on dry wounds, abrasions and burns, and skin tears
Transparent dressings	Promotes debridement; protects from bacterial invasion; acts as a “second” skin; provides good visualization of the wound	No to minimal	Up to 3x/week	Not recommended for people with fragile skin

Dressing type	Characteristics	Exudate	Dressing change	Application and details
Specialty absorptive dressing	Multilayer dressings made of semi-adherent or non-adherent layer combined with a highly absorptive layer of cellulose, cotton or rayon	Moderate to heavy	1x/day without adhesive border; every other day with an adhesive border	Use on full thickness wounds (stage 3 or 4 ulcers), surgical incisions, lacerations, abrasions, burns, donor skin graft sites
Tubular elastic support dressings	A secondary, seamless elastic fabric dressing which provides uniform compression	Light to heavy	Generally washable and reusable	Help treat lymphedema, prevent edema and reduce post-burn scarring.
Wound cleansers, no rinse	Removes contaminants and exudate from the wound; may include surfactants, wetting agents, moisturizers and/or antimicrobials	Light to heavy	Apply every six to 12 hours	Reduces odor and risk of infection; used for cleansing, irrigating, hydrating, debridement of ulcers, post-surgical wounds, burns and skin grafts; check for allergies or sensitivities to ingredients

Awarded suppliers

Bid agreements

Five suppliers offer full-line coverage in at least six of the 10 subcategories, while four additional suppliers offer one to two subcategories each.

Supplier (contract No.)	Absorptive	Alginates	Collagen	Compression	Contact layer	Foam	Hydrocolloids	Hydrogels	Tubular dressing	Wound cleanser
Full-line suppliers										
3M Co. (MS7202)	•	•	•	•	•	•	•	•		•
ConvaTec (MS7197)	•	•	•*	•		•	•	•		•
Medline Industries (MS7198)	•	•	•	•	•	•	•	•	•	•
Molnlycke (MS7196)	•	•		•	•	•			•	
Smith & Nephew (MS7200)	•	•	•	•	•	•	•	•		•
Subcategory-specific suppliers										
Argentum Medical/Cura Surgical (MS7191)								•		•
Andover Healthcare (MS7192)				•						
Medi-Tech International (MS7194)								•	•	
Urgo Medical/SteadMed Medical (MS7195)										•

Non-bid agreements – specialty products

The following are unique products in the market, but they are no longer innovative technology available via nonbid contracts:

Contract No.	Supplier	Value
MS7470	Hydrofera	Organic pigments and polyvinyl alcohol and polyurethane foam technology
MS7480	DeRoyal Industries	Burn care items
MS7573	Urgo Medical/SteadMed Medical	Hydroconductive and lipido-colloid wound dressing; Compression (UrgoK2)
MS7152	Argentum Medical/Cura Surgical	Ionic silver application
MS7125	Teleflex Medical	Hemostatic dressing – QuikClot
MS7052	Arjo Inc.	Provizio SEM Scanner to help identify areas of increase risk of pressure injury

Innovative Technology agreements

These products provide incremental patient benefits and/or distinctive product features. To learn more about Vizient's Innovative Technology program, click [here](#).

Contract No.	Supplier	Value
MS7203	Integra LifeSciences	Total contact casting system for diabetic ulcers
MS7571	Aroa Biosurgery	Ovine (sheep) based extracellular matrix (Regenerative Bio)
MS7572	Ferris Mfg	Hydrophilic matrix that is highly absorptive
MS7575	Pure & Clean	Spray-on hydrogel
MS9740	BSN Medical	Physically able to bind bacteria into dressing
MS4630	Sanuwave	Ultrasonic mist improving perfusion in the wound
MS9840	MolecuLight	Digital wound measurement (capital equipment)
MS7481	Smith & Nephew	Patient monitoring device for turning
MS7177	Core Scientific	ER hemostatic gauze to control bleeding
MS7190	L&R	Soft wound/mechanical debridement
MS7283	SoftWave Tissue Regeneration Technologies	Non-invasive device for wound healing
MS7089	Hanger Prosthetics and Orthotics	AmpuShield; shields limb from prosthetic
MS7285	Reaplix	Biologic wound treatment made from patients own blood
MS7222	RedDress Medical	Autologous wound care solution

Raw materials

Cotton, viscose, polyamide, algae, seaweed, lactide-caprolactone copolymer, biodegradable polyurethane, chitosan, collagen, starch, cellulose, sodium alginate, hyaluronic acid, carboxymethylcellulose, gelatin, pectin, elastomers, sodium carboxymethylcellulose, polyurethane, calcium, sodium salts, bovine collagen, porcine collagen, silver, iodine and honey

Regulatory and approvals

The FDA, CDER, CBER and CDRH all regulate products to treat cutaneous wounds. In an executive summary published in October 2022, [Classification of Wound Dressings Combined with Drugs](#), the FDA indicated that it has plans to develop a regulatory path to establish safety and effectiveness for the broad category of products currently regulated as class II wound dressings containing drugs.

An [absorbable synthetic wound dressing](#) is a device which was marketed prior to the Medical Device Amendments of 1976 but was not classified by the original classification panels. The FDA executive summary says, "Currently these devices are being regulated through the 510(k) pathway and are cleared for marketing if their intended use and technological characteristics are 'substantially equivalent' to a legally marketed predicate device. Since these devices are unclassified, there is no regulation associated with the product code." The FDA has cleared 11 absorbable synthetic wound dressings, and the list can be found [here](#).

As published in CMS IOM Publication 100-08, Chapter 13, Section 13.5.4, in order to be covered under Medicare, a service shall be reasonable and necessary. Search the [Medicare Coverage Database](#) for national and local coverage articles, by state, contractors and more.

Non-awarded suppliers

Numerous companies manufacture advanced wound care products. Vizient has 28 suppliers awarded in advanced wound care, with coverage in all of the categories listed above.

Logistics insights

Transportation/shipping

Products in advanced wound care are typically sold through multiple channels, including direct and distribution networks.

See additional freight update [here](#).

Product storage

Wound care dressings need to be managed with care to avoid contamination and deterioration of products. Follow the manufacturers' instructions for proper use and storage of products.

Utilization insights

Clinical contract support resources

What is Standard of Care in Wound Care?

This blog addresses wound management standard of care, the patient-centered approach and documentation.

Scope of Practice

The National Alliance of Wound Care and Ostomy provides each certified health care provider an understanding of its role and responsibilities for wound care.

Centers for Disease Control and Prevention (CDC) Guidelines for Environmental Infection Control in Health Care Facilities

Environmental infection control is essential for elevating the good outcomes related to advanced wound care. This guideline "reviews and affirms strategies for the prevention of environmentally mediated infections."

Building supply assurance

Conservation strategies

- Develop a **formulary** based on clinical results and desired outcomes. Poor understanding of how and/or when to use a products will lead to a "hit or miss" mentality and drive poor utilization.
- Select the appropriate product as indicated on the formulary. This will decrease the length of time a wound is open, reducing the amount of products needed to be used for continued treatment.
- Review the formulary annually.
- Consider dressings that do not require frequent dressing changes.

Because predicting the next supply shortage is impossible, it is important that healthcare providers not only adopt and implement care practices strategies to conserve critical products and supplies, but it is equally as important to sustain leading practices that will help ensure the availability of essential products post recovery and in the future.

Additionally, with other products and services:

- Assess and identify all hospital services.
- Identify and list critical products, supplies, and resources required to sustain operation of those areas identified and ranked in the first step.
- Maintain the internal planning team document with accurate information. Review and update the document on a routine basis with current employee contact information. If a team member no longer works in the organization, identify the replacement and communicate the information to all stakeholders.
- Communicate practice changes and procedures frequently to staff and stakeholders.
- Hold regularly scheduled planning meetings in the absence of a supply chain shortage or event. This will help to ensure that identified processes and protocols remain relevant and any issues requiring revisions and/or updates are addressed in advance of a shortage or disaster.

If your organization has implemented conservation strategies for advanced wound care, or any other category, share your information [here](#). The information you share will be anonymous unless you grant Vizient permission to share.

Supply chain programs

Diversity

Andover Healthcare and Ferris Mfg are Vizient diversity suppliers. Vizient's Supplier Diversity Program supports the development of minority-, woman-, disability-, LGBT- and veteran-owned business enterprises that meet high-quality standards. We also strive to work with suppliers who proactively seek strategic partnerships with diverse companies. For more information, click [here](#).

Pediatric Program

BSN Medical participates in the Vizient Pediatric Program. The Vizient Pediatric Program is a supply chain program focused on delivering savings, quality and choice from an industry-leading pediatric product portfolio. Additional information is available [here](#).

Planning for disruptions

Healthcare providers can take a proactive approach to prepare for potential shortage. Here are some actions to consider:

- Using Diversity Suppliers
- Developing an inventory management system that considers usage rates, lead times and storage capacity
- Developing contingency plans
- Collaborating with suppliers to forecast
- Monitoring market trends, regulatory changes and industry developments that could impact supply
- Exploring substitutes and alternatives

Best practice strategies

Association for the Advancement of Wound Care Professional Resources

The association offers wound care guidelines from **the Agency for Healthcare Research and Quality (AHRQ)**, Society of Vascular Surgery-American Venous Forum, National Pressure Ulcer Advisory Panel and more.

Evidence-Based Care of Acute Wounds: A Perspective

This article provides 38 recommendations on how to care for acute wounds.

Vizient offers the following best practices to help members manage disruptions. These suggestions are available to help you gain insight on how the industry is managing supply challenges.

If your inventory is low

Vizient is committed to bringing hospitals, manufacturers, distributors, and the industry together to talk about this issue and any long-term implications. We feel continued dialogue about the issue by experts – including hospitals, manufacturers, distributors and industry – will be crucial to ultimately arriving at a solution to the vexing issue. During critical supply periods, members should continue to order their normal levels of products in order to ensure continued availability for all institutions.

If you begin to experience a shortage, do the following:

- Evaluate your current supply.
- Contact your local supplier representative and report exactly how many days' supply you have left.
- If you are not getting a response from suppliers, contact Vizient so we can facilitate communication between member and supplier; provide whether you are ordering direct or through distribution (medical/surgical or pharmacy), and indicate supplier and distributor (if applicable) when you contact Vizient.
- We encourage you to continue the conversation within your organization, with your peers and with the manufacturers and distributors.
- Submit inquiries to disasterresponse@vizientinc.com.

Expedite supply resolution

To expedite resolution for supply issues, contact your local supplier and provide the following information:

- The description and item number of the product that is experiencing a shortage
- Whether you are purchasing directly or through an Authorized Distributor
- Days’ supply remaining in your inventory

If expanding your facility

We suggest members notify suppliers when expanding their facilities to assist in planning and anticipate increases in allocations. You should consider notifying your suppliers at least three months ahead of the completion of your facility to ensure sufficient capacity.

Building supply assurance together

Collaboration among suppliers, distributors, members and Vizient strengthens the assurance of supply for all stakeholders. Our wealth of experience, actionable data and predictive planning helps to strengthen supply assurance. Further, our work with stakeholders focuses on improving supply chain risk mitigation as we collaborate to enhance data, increase supply visibility and expand inventory access.

Four themes keep us centered and are the pillars of our supply chain assurance efforts: insights, access, enablement and advocacy. [Learn more about our supply assurance strategy.](#)

In the event of a supply disruption, Vizient will publish a [product disruption brief](#) to the [Supply Assurance webpage](#). Curated by Vizient experts, these documents provide a summary of current conditions and strategies to manage product-level disruptions.

In addition to our disruption briefs, Vizient also compiles all known disruptions into the monthly [Supply Update Executive Summary](#) which tracks all supply chain disruptors, including current market challenges, category-specific product updates and recovering markets.

Whether a supply disruption is the result of a natural or human-made disaster, it is imperative that members are informed. The [Vizient Disaster Preparedness webpage](#) was developed to help providers meet supply chain needs before, during and after an event. The Supply Update section of the guide is updated on a frequent and routine basis with communication from all awarded suppliers that have manufacturing facilities in areas impacted by a disaster. Additionally, a status update list of those manufacturers whose operations have been affected, as well as a list of impacted product(s), will be maintained and updated as that information is received from the supplier.

The importance of an internal planning team

Identifying an internal planning team is imperative to managing supply, mitigating risks and sustaining operations during a supply shortage. According to [the Supply Chain Disaster Preparedness Manual](#) developed by the CDC, internal teams should consist of representatives from supply chain, purchasing, emergency management, each clinical/care delivery area, inventory staff, receiving and distribution staff. Relative to medication and solutions, Vizient member feedback indicated the pharmacy department as an integral member to the internal team, as clinical/pharmacy practice changes may occur. Additional members may include the facilities safety manager, security, risk management, legal, marketing and communications, and public relations.

A simple internal team planning document will help to identify, contact and quickly convene relevant team members. See the sample below:

Name	Title	Department/role	Phone	Email

Once an internal team is identified, additional considerations before beginning the development and implementation of a recovery plan include the following:

- The team's goals
- The responsibilities of each planning team member
- Other department/team members who may need to be involved
- Frequency of team meetings
- How the goal/mission will be accomplished
- How information will be documented and communicated to the broader audience
- A current framework for success either within your facility or from a leading organization

Stakeholder communication

During supply chain product disruptions, it is vital that accurate and timely information is disseminated to internal and external stakeholders. The following actions should be considered in an effort to facilitate and ensure informed decisions:

- Designate the point person or persons who will be responsible for developing, disseminating and monitoring all communications coming from the internal planning team.
- The internal planning team should collaborate key messages/information to stakeholders, such as changes in policies and/or practice changes.
- Clearly communicate the roles and responsibilities of all staff based on the agreed upon recovery plan. If there are changes to the plan at any time, timely communication of those changes will help to increase risk mitigation and minimize interruption of patient care.
- Establish communication mechanisms for information exchange. Examples include but are not limited to regularly scheduled briefings and meetings, in-services, staff trainings, live/recorded webinars, memos and emails.
- Determine the frequency of reminders and updates regarding supply disruption status and anticipated resolution.
- Frequent updates and reminders after a supply disruption has been mitigated or eliminated help to ensure ongoing success and sustainability of best practices.

Supply management and logistics

A leading practice identified in managing recent shortages is a centralized management approach of impacted product codes. A key responsibility of the internal planning group is to identify all affected product codes and to determine the amount of supply on hand, expected and any allocation protocols implemented by the supply source. Once the current product status is determined, the following actions are recommended:

- Update and maintain an accurate inventory list. Each care area that utilizes any product code on the inventory list should identify a point person to collect on hand and usage levels on an agreed upon frequency. That information should be reported back to the internal planning team. Inventory can either be managed by care delivery areas or in a centralized manner.
- Identify space in the facility to store, manage and distribute product. Designate authorized personnel responsible for maintaining the inventory (expiration dates temperature, ventilation, utilization, equipment maintenance and repair, etc.).
- Develop and seek approval for the inventory management protocol and communicate this information to all stakeholders.
- Update and maintain accurate purchase order and allocation protocols from the contracted supplier and your group purchasing organization (GPO).
- Update and maintain accurate emergency contact information for all suppliers as well as internal stakeholders. This process should be done at least every six months.

- Review the inventory management status on an agreed upon frequency with the internal planning group. Assess for barriers to its effectiveness, implement any changes necessary and communicate those changes to all stakeholders.

Planning for all levels of care and ancillary products

Feedback from lessons learned indicated the need to include all levels of care and ancillary products, if applicable, in the conservation plan. If your provider system has children's hospitals, ambulatory surgery centers, outpatient clinics and/or long-term care facilities, utilization and logistics of products and supplies must be incorporated into the plan. Additionally, it is vital that ancillary products are considered when contemplating allocations and purchase orders. For example, during the recent drugs and solutions shortages, as large volume solution bags went on back order, smaller volume bags, compounding products, and syringes also went on back order because of practice changes. Therefore, conservation planning should include actual and the additional ancillary products that may be required to sustain a clinical and/or operational practice change



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As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.