

PRODUCT DISRUPTION BRIEF

Vyaire ventilators (updated January 6)

Vyaire has sold ventilator business unit to Zoll after filing Chapter 11; AVEA, ReVel, VELA ventilators and associated consumables are no longer available once existing stock is depleted.

Current conditions

On June 10, Vyaire Medical **announced** Vyaire Holding Company and certain of its subsidiaries (Vyaire) have filed for Chapter 11 protection in the United States in order to obtain sufficient financing to continue business operations while Vyaire markets its business units for a value-maximizing sale.

On Sept.4, Vyaire **announced** that they entered into an agreement with Trudell Medical Limited to sell the respiratory diagnostics business unit and its products. In addition, Vyaire **announced** that they entered into a definitive agreement with ZOLL Medical Corporation related to the sell the ventilation business unit.

On Sept. 23, Vyaire released a **customer letter** stating that as part of the acquisition of the Ventilator product line, ZOLL would not be acquiring Vyaire's legacy products of ventilators. This includes AVEA, ReVel, SiPAP, and VELA ventilators. All purchase orders for these products have been canceled. Additional impact includes:

- Effective Sept. 23 capital equipment, technical training, field service, and factory orders for these product lines would be canceled and no longer available for purchase globally. Certain consumables, service parts, and accessories for these product lines are available for purchase while supplies last.
- Additionally, Vyaire will no longer manufacture blenders associated with 3100 HFOV devices effective Sept. 30.
- Effective October 1, 2024, all adverse incidents, product complaints or quality problems experienced with the use of these products must be reported directly to the FDA's MedWatch Adverse Event Reporting program, **online** or by phone at 1-888-463-6332, Option 2.
- Vyaire flagship ventilators including bellavista, fabian, LTV series, and 3100 HFOV ventilators and associated consumables, service parts, accessories, and service program offerings are part of the transaction and will continue to be sold where currently available.

Mitigation strategy

Zoll has acquired as much inventory as possible for the consumables to the Vyaire legacy product lines to allow providers time to transition to alternative products.

- **AVEA** - the main proprietary consumable for AVEA is 11790 (Filter & Water Trap). Zoll has secured anywhere from 1-2 months' worth of additional stock. This is the highest impacted product and inventory deletion is anticipated by the end February.
- **VELA** - the VELA does have reusable consumables (SKU 16496 & 20005), as long as the provider does not dispose of these products, they can still use the ventilator.
- **ReVel** - the ReVel does have a proprietary circuit 14858-001 that will be discontinued; however, the LTV 29657-001 circuit has been widely used as a substitution.
- **SiPap** - the consumables will still be made for this device.

Providers currently using any of the Vyaire legacy ventilators will need to quickly make conversions to new ventilators as the consumable products needed to operate the Vyaire Legacy ventilators will soon be depleted and no longer manufactured.



To learn more, please contact:
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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.

Providers who currently use any of the Vyair Legacy Products (AVEA, VELA, ReVel, or SiPAP) should consider the following:

- Assess your inventory: evaluate your current inventory of Vyair legacy products and consumables to understand your immediate needs and reach out directly to Jason Higgins (jason.higgins@zoll.com) to have product allocated for your location if needed.
- Explore alternative suppliers: research alternative ventilator suppliers that offer similar features and functionalities to the discontinued Vyair legacy product lines. Review the cross-reference file [here](#).
- Request conversion offers from suppliers: engage with the contracted suppliers in the chart below to explore current options available including trade-in value, enhanced savings, and special financing options tailored to your needs. You may also reference the [Vyair legacy conversion document](#).

To help facilitate those conversions, many of our contracted suppliers have been highly engaged in supporting providers by offering trade-in value for their Vyair equipment. Additionally, they are offering significant savings and customized financing options that are specifically designed to meet the unique needs of each provider.

Contract Number	Supplier	Supplier Contact
CE7292	Draeger, Inc.	Larissa Kraus (larissa.kraus@draeger.com)
CE7294	Getinge Ventilators	Melissa Paquee (melissa.paquee@getinge.com)
CE7295	Hamilton Medical	Chris Neighbors (chris.neighbors@hamiltonmedical.net)
CE7297	ICU Medical	Jeffery Cole (jeffery.cole@icumed.com)
CE7299	ZOLL Medical Corporation	Chris Driscoll (cdriscoll@zoll.com) Jason Higgins (jason.higgins@zoll.com)

Additional resources

[Supply assurance webpage](#); [Vizient Newsroom](#)



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