CATEGORY RESOURCE GUIDE

# Surgical lubricant jelly

## Included in this document

*(Click to view each section)*



## Vizient award overview

### Awarded suppliers

MS5900 – HR Pharmaceuticals
MS5901 – NEXT Medical Products

### Distribution

Both direct or distributed through the following distribution channels:

Medical-surgical

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



**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 profiles are one way we're building supply assurance together.

## Market landscape

This category, which includes medical lubricant gels and ultrasound gels, has been impacted by product cost pressures primarily due to price increases in raw material, labor and transportation. These products fall into three categories – critical, semi-critical and non-critical – based on contact with sterile body tissue, membranes or non-intact skin, or only intact skin. Our suppliers' products are manufactured domestically.

## Manufacturing insights

### Product overview

The surgical lubricant jelly category comprises medical lubricant gels and ultrasound gels. These products are commonly used for physical examinations and diagnostic procedures.

The products are available in either sterile or non-sterile formulations. They can be purchased in different viscosities as well as various package sizing, including single-use and multi-use containers..

### Selection factors

In choosing the correct product for use, you need to consider the type of procedure being performed.

The Centers for Disease Control and Prevention (CDC) guidelines use the Spaulding Classification to determine the sterilization and disinfection requirements for medical devices based on the level of infection risk associated with their use.

Assessment of risk is determined by contact with sterile tissue of the body, membranes or non-intact skin, or only intact skin, and classified into one of three groups:

- Critical: Medical equipment will contact sterile tissues during the procedure. Sterile tissue includes body sites, cavities or tissues that are endogenously free from all living organisms. This includes, but is not limited to, the vascular system, joints and joint spaces, other internal body fluids (e.g., blood, synovial fluid), vasculature, internal body organs, peritoneum, and retroperitoneum.
- Semi-critical: Medical equipment will contact membranes or non-intact skin during the procedure (i.e., no risk of contact with sterile tissues). Mucous membranes produce mucus and line cavities or surfaces of the body that open to the external environment, such as the digestive tract, the respiratory passages and the genitourinary tract. Non-intact skin includes cuts, punctures, abrasions and dermatitis.
- Non-critical: Medical equipment will contact intact skin during the procedure (i.e., no risk of contact with sterile tissues, mucous membranes or non-intact skin). Intact skin is completely healthy and does not have open cuts, punctures, abrasions, dermatitis, etc.

A single-use, non-sterile gel packet is recommended for all semi-critical procedures and is preferred for non-critical procedures. Do not use a multi-use gel bottle for critical and semi-critical procedures. A multi-use gel bottle may be used for non-critical procedures but is the least preferred option due to the potential for patient cross contamination and gel contamination. Discard used portions of single-use gel packets. If using a multi-use gel bottle, ensure the tip of the multi-use gel bottle does not contact the patient, transducer or any ancillary equipment.

| Classification | Ultrasound gel |
|---|---|
| Critical | Single-use, sterile gel only |
| Semi-critical | Single-use, sterile gel (preferred) or single-use, non-sterile gel |
| Non-critical | Single-use, non-sterile gel (preferred) or multi-use, non-sterile geln (i.e., bottle) |

Clinical staff select gel viscosity based on user preference and the area of body being imaged. A lower or medium viscosity gel is thinner and does not stay in place during the procedure. A higher viscosity gel is thicker and tends to be used for angled or contoured body areas as it will stay in place for longer.

### OEM and manufacturing location

NEXT Medical products are manufactured in Branchburg, N.J.

HR Pharmaceuticals products are manufactured in York, Pa.

### Raw materials

Hypromellose, propylene glycol, water and hydroxypropyl methylcellulose

The lastest manufacturing insights are available here.

### Regulatory and approvals

Outbreak of Burkholderia stabilis Infections Associated with Contaminated Nonsterile, Multiuse Ultrasound Gel — 10 States, May–September 2021 | MMWR (cdc.gov)

The CDC advises use of single-use, sterile ultrasound gel packets for ultrasonography used in preparation for or during transcutaneous procedures such as placement of central and peripheral intravenous lines, amniocentesis and paracentesis.

### Non-awarded suppliers

Parker Laboratories offers ultrasound and electrode gels.

Cardinal Health offers private label ultrasound gel.

## Logistics insights

### Transportation/shipping

NEXT Medical ships parcel via FedEx. Products are manufactured and shipped from Brachberg, N.J., or Portland, Ore.

HR Pharmaceuticals ships parcel via UPS. Products are manufactured and shipped from York, Pa.

All suppliers utilize Authorized Distributors in this space.

See additional freight update here.

### Product storage

The recommended shelf life for an opened container of ultrasound gel is 28 days. New bottles should be dated and initialed when opened to ensure the product is discarded in the appropriate timeframe. Single packets should never be reused.

**HR Lubricating Jelly:**

Store in a clean, dry place at room temperature (59-86°F or 15-30°C).

**Surgilube:**

Store containers in a cool, dry location, away from direct sunlight and sources of intense heat.

Recommended storage temperature: 68-77°F (20-25°C)

**EcoVue Ultrasound Gel:**

Store in a clean, dry place at room temperature and away from direct sunlight.

Recommended storage temperature: 59-86°F (15-30°C)

Unopened bottles have a shelf life of 36 months from the date of manufacture.

**NEXT Medical: Clear Image Ultrasound Scanning Gel**

Store away from direct sunlight to preserve viscosity.

Shelf life is five years.

Recommended storage temperature: 32-105°F (0-41°C)

# Utilization insights

## Clinical contract support resources

**Society of Diagnostic Medical Sonography**

SDMS Sonographer Best Practices for Infection Prevention and Control: Reprocessing the Ultrasound Transducer

**Vizient Newsletter**

Ultrasound Infection Prevention: Balancing Essential Safety Measures and Cost Effectiveness

# Building supply assurance

### Potential supply vulnerabilities

Currently we do not have any supply chain vulnerabilities. The products are made in the U.S. and have not experienced shortages due to raw materials.

## Conservation strategies

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. For example, some hospitals have reported decreasing their intravenous solution use by as much as 50% in some care areas by continuing to adhere to the conservation strategies implemented during the recent shortages.

Healthcare providers and other leading organizations have identified and recommend the following actions:

- 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 surgical lubricant jelly, 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

NEXT Medical Products is a Vizient diversity supplier. 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.

### Novaplus

NEXT Medical Products is a Vizient Novaplus® supplier. Through Novaplus, access to products goes deep with more than 15,000 individual line items – including numerous high-demand items. The brand encompasses a broad range of categories needed across the care continuum, such as anesthesia, business products and services, diagnostic imaging, food, laboratory, medical, orthopedic, pediatric, pharmacy, respiratory and surgical. Today as the capabilities, expertise and purchasing power of Vizient grow, we offer expanded value so you unlock even more from your private-label purchasing. For more, information click here.

### Distributor recommendations

All suppliers utilize Authorized Distributors in this space.

### Best practice strategies

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 around the issue by experts – hospitals, manufacturers, distributors and industry – will be crucial to ultimately arriving at a solution to 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:

- 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 to identify ways to manage your ongoing needs.
- 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 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 |
|---|---|---|---|---|
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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 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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