

CATEGORY RESOURCE GUIDE

Ophthalmic products

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Vizient award overview

Awarded suppliers

MS1075 – AMO Sales and Service
MS1076 – Ambler Surgical
MS1077 – Bausch & Lomb
MS1078 – Surgical Specialties

Distribution

Both direct and distributed through the following distribution channel:

Medical-surgical



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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 assurance profiles are one way we're [building supply assurance together](#).

Market landscape

The Vizient ophthalmic products portfolio is heavily focused on cataract eye procedures. Within the category, we provide product coverage on intraocular lenses (IOLs), ophthalmic viscosurgical devices (OVDs), phaco capital equipment and surgical supplies to support the eye procedure. See below for further details and category knowledge.

Manufacturing insights

Product overview

Ophthalmology comes from the Greek word “ophthalmos” meaning “eyeball” or “eye.” Therefore, it is the medical specialty that studies the eye. There are many eye conditions that might require surgery: cataracts, glaucoma, detached retinas, retinal tears, diabetic retinopathy, nearsightedness, farsightedness or astigmatism.

Cataract is a pathologic condition in which the lens of the eye becomes “cloudy” causing blurriness, color changes, halos around light and blindness. Aging is the most common risk factor which is why it is the leading cause of **preventable blindness** in the world over the last decade. According to the **World Health Organization (WHO)**, 2.2 billion people suffered from vision impairment, and approximately 94 million suffered from cataracts globally in 2022.

Ophthalmic lenses alter or change vision by surgically removing the natural lens and implanting an artificial lens. The function of the lens is to bend or change the direction of the light waves focusing them on the retina (the nerve tissue at the back of the eye), which provides a clear image through signals to the brain.

Selection factors

Vizient multisource contract category includes:

Category	Subcategories	Description
Intraocular lenses	Monofocal; multifocal; premium lens; UV premium lens	The permanent, artificial lenses can replace the eyes' natural lenses to restore both near and distant vision. The most common use is in cataract surgery.
Ophthalmic viscosurgical devices	Cohesive; dispersive; dual cohesive and dispersive; viscoadaptive	The compound, resembling a gel, is used during cataract surgery to move tissue out of the eye, help eye parts to maintain shape and space when instruments are removed, and coat the eye.
Capital equipment and supplies	Phacoemulsification ; dual phacoemulsification and vitrectomy; phacoemulsification procedure pack; phaco accessories; irrigation and aspiration accessories; vitrectomy; vitrectomy procedure pack; vitrectomy accessories	This equipment is used to emulsify the cataract with ultrasound before being suctioned out.
Surgical supplies	Blades; capsular tension rings; clamps; forceps; hooks; instruments; knives; needle holders; scissors; scrapers accessories	These common instruments are used in ophthalmology surgical procedures.

IOL

- Monofocal: sets to focus for up close, medium range or distance
- Multifocal: sets to focus for more than one set distance – distant and near
- Premium: allows near mid-range and long-distance vision; some lenses that correct astigmatism
- UV Premium: coating that helps protect the eye from the sun's ultraviolet rays

OVD

- Cohesive: helps maintain space where there is not a lot of movement
- Dispersive: separates and coats areas
- Viscoadaptive: helps maintain shape of the anterior chamber

Raw materials

IOL: plastic compositions like silicone, silicone with poly-methyl-methacrylate (PMMA) haptics, methacrylic copolymer and hydrophilic acrylic

OVD: sodium hyaluronate, chondroitin sulfate and hydroxypropyl methylcellulose

The latest manufacturing insights are available [here](#).

Regulatory and approvals

ANSI Z80.1-2005 American National Standard for Ophthalmic – Prescription Ophthalmic Lenses Recommendations

ANSI creates uniform testing standards and guidelines for various products. This standard applies to all prescription dress ophthalmic spectacle lenses in edged or assembled form and serves as a guideline for entities that fabricate, assemble, or process dress eyewear or lens components.

National Government Services

Coverage determination policies for common ophthalmic procedures

U.S. Food and Drug Administration (FDA) Title 21, Volume 8, Part 886 – Ophthalmic Devices

It defines that an intraocular lens is an implantable device and identifies it as a class III medical device.

Package of Eye Care Interventions (PECI)

The PECI serves to facilitate policymakers and technical decision-makers in low- and middle-income countries to integrate eye care into the packages and policies of their health services.

Non-awarded suppliers

We were not able to come to agreement with Alcon, a major market share leader, during the latest bid process.

Logistics insights

Transportation/shipping

Products within this space are heavily purchased directly from the manufacturer. The only subcategory exception is for OVDs, which can be purchased through an Authorized Distributor.

See additional freight updates [here](#).

Product storage

N/A

Utilization insights

Clinical contract support resources

None

Building supply assurance

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.

With other products and services, take 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 ophthalmic products 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

None at this time

Planning for disruptions

Distributor recommendations

Most products are purchased directly from the manufacturer.

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.

- [A Systematic Review of Clinical Practice Guidelines for Cataract: Evidence to Support the Development of the WHO Package of Eye Care Interventions](#)
- [Factors to Consider in Choosing an IOL for Cataract Surgery](#)
- [Choosing the Best Cataract Lens Type for You](#)

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 – hospitals, manufacturers, distributors, and industry – will be crucial to ultimately arriving at a solution to any vexing issue. During critical supply periods, members should continue to order their normal levels of products to ensure continued availability for all institutions.

If you begin to experience a shortage, implement 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 to identify ways to manage your ongoing ophthalmic product 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

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 Centers for Disease Control and Prevention (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. 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



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.