

CATEGORY RESOURCE GUIDE

Point-of-care testing

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Vizient award overview**Awarded suppliers**

LB0971 – Nova Biomedical
 LB0972 – Roche Diagnostics
 LB0998 – HemoSonics

Distribution

Direct



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

Market landscape

The point-of-care (POC) blood glucose category has been stable from a supply and pricing standpoint. The two main suppliers, Roche and Nova Biomedical, have held pricing firm despite the production and labor cost inflation pressures within this market segment. There is healthy competition within the category, with market share split evenly among on-contract suppliers.

Manufacturing insights

Product overview

The POC blood glucose category has products used to test patients blood glucose levels at the bedside predominately in acute care. The products include glucometers, test strips and lancets.

A glucometer analyzes the patient blood sample and displays the results in mg/dl to give insights into the patient's blood glucose management.

The patient blood sample is placed on test strips prior to analysis, and the strips are typically specific to the glucometer being used.

Lancets are small, sharp, spring-loaded devices used to "prick the finger" for a blood sample.

Selection factors

When selecting a blood glucose testing partner, the following aspects should be considered:

- Patient safety and government approval, including Food and Drug Administration (FDA) approvals for use with the facility's specific patient populations (for example, critically ill)
- Clinical Laboratory Improvement Amendment (CLIA) status: requirements for end-user/individuals running the tests.
- Whether the vendor's service and support are provided through the life of the contract

OEM and manufacturing location

Both on-contract suppliers for this category are original equipment manufacturers (OEM). Roche has manufacturing in the U.S. and Germany, while Nova Biomedical has manufacturing in Waltham, Mass., and Billerica, Mass.

Raw materials

The raw materials used within this category are numerous, varied and not shared by suppliers. Raw materials do include semiconductors and polyethylene terephthalate (PET) within the glucometer, as well as stainless steel and PET in lancets.

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

Regulatory and approvals

Currently, a main consideration in selecting a glucometer partner is the approval and ability to test on critically ill patients. Roche does not currently have this indication within its product offering in the U.S. Nova Biomedical's glucometer is indicated for the critically ill patient population.

Logistics insights

Transportation/shipping

Generally, products are shipped via ocean freight when originating outside the U.S. and ground freight if originating within the U.S.

Primary ports used are New York, and Norfolk, Va. Processing time varies, and suppliers view it as proprietary.

Manufacturing is within the U.S. and Germany; raw material sourcing/manufacturing varies.

Products are both distributed and direct depending on individual product mix.

See additional freight update [here](#).

Product storage

For Roche, the Accu-Chek Inform II test strips are good through the expiration date printed on the vial label. Opening the test strip vial does not affect the expiration date.

Test strips are manufactured with an approximately 18-month shelf life. Commonly, sequestered lots will have at least 12 months' dating when reserve is shipped to customers.

Control and linearity solutions are stable for three months after first opening the bottles or until the expiration date listed on the bottle, whichever comes first.

Expiration of unopened control and linearity solutions is approximately 18 months from date of manufacture.

For Nova Biomedical, the shelf-life information is as follows: test strips – 24 months and quality control – 24 months; open guaranteed stability: opened test strips – six months after bottle is opened and opened QC vials – three months after the vial has been opened.

Utilization insights

Clinical contract support resources

Specific product support specialists are available from both suppliers.

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.

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 POC testing, 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

Environmentally Preferred Sourcing Program

Nova Biomedical (LB0971) and Roche (LB0972) are both part of Vizient's Environmentally Preferred program.

The Environmentally Preferred Sourcing (EPS) Program provides the necessary framework for your health care organization to implement and maintain an environmentally friendly program that supports your organization's overall sustainability objectives.

You can access the broadest, most cost-effective portfolio of environmentally preferred products in the industry – more than 450,000 contracted products in more than 1,400 agreements – as well as expert insights and analytics to advance your organization's environmental and sustainability initiatives.

Planning for disruptions

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 (med/surg 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 of 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 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 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.



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.