

# BD Vacutainer® Venous Blood Collection System

Important Facts About Safety Products for the  
Materials Management Professional



Helping all people  
live healthy lives

Facts about the costs associated  
with blood collection needles and sets



# Considerations

Solvency

Assurance  
of Supply

Staff Education

Acquisition  
Cost

Quality

Supply Chain

## Cost Avoidance

### Quality

- ISO 9001:2000, ISO 13485:2003 certified
- Six Sigma is a universal quality standard for manufacturing that demands a defect rate no greater than 3.4 parts per million.
- BD Vacutainer® Venous Blood Collection Sharps have a complaint rate of 0.97 reported complaints/million units sold.

### Supply Chain

- BD Vacutainer® Venous Blood Collection Sharps are available through your distributor network.

### Assurance of Supply

- BD Vacutainer® Venous Blood Collection products have two manufacturing plants and three distribution centers in the United States.

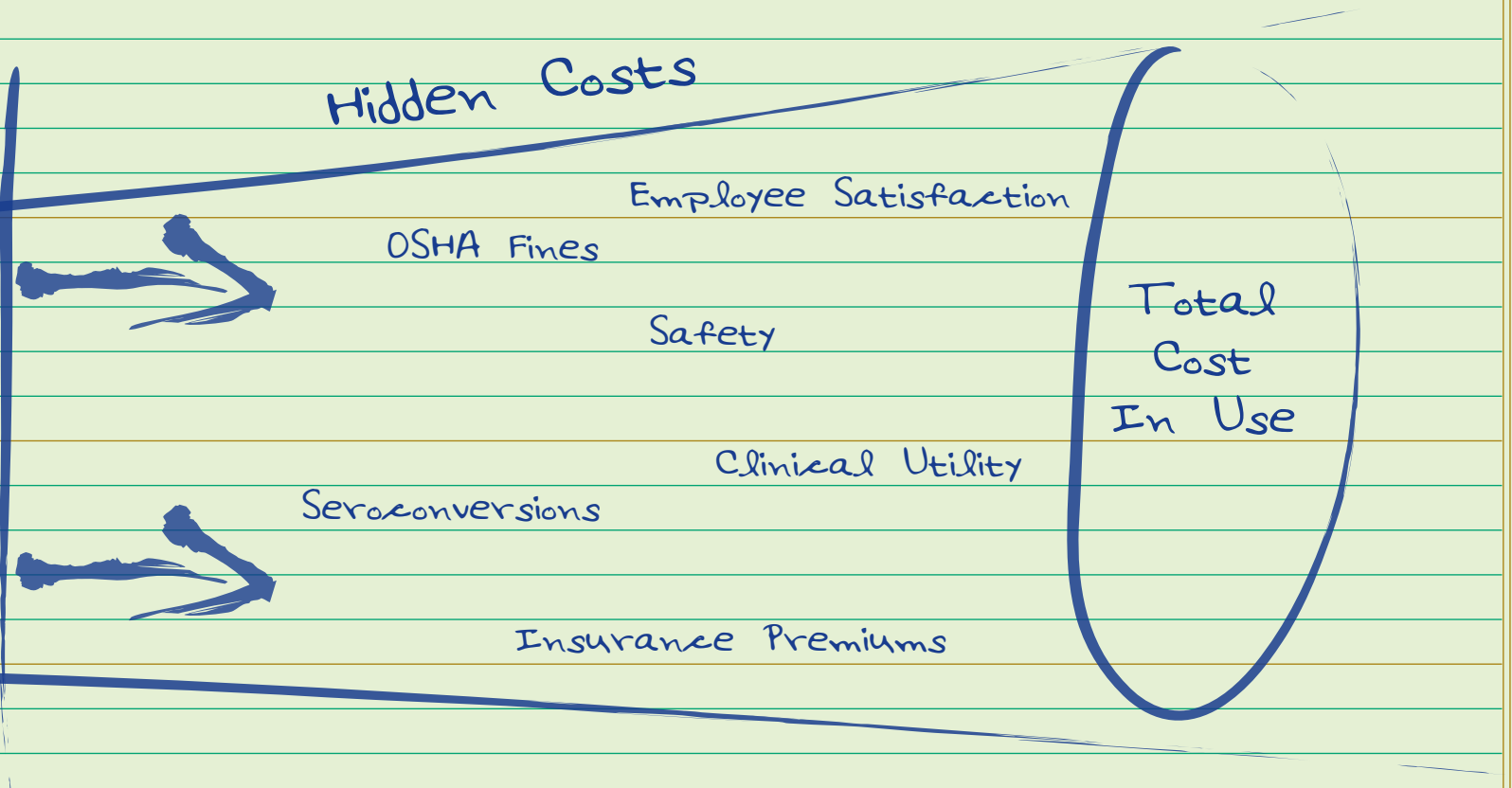
### Solvency

- BD is a 100+ year-old company dedicated to the manufacturing of medical devices.

### Staff Education

- Inservicing
- Accredited Web Seminars
- Videos/CDs
- 24 Hour Web Access
- Clinical Documentation
- Comprehensive Product Information
- Wall Charts
- Vice President Medical and Clinical Affairs on staff
- *LabNotes* (newsletter)
- *TechTalk* (news bulletin)
- Technical Services 800 number staffed by ASCP-certified medical technologists





## Risk Avoidance

### OSHA Fines

- OSHA may fine your facility if safety devices are not properly activated.
- OSHA fines may be as high as \$11,340 per incident.<sup>1</sup>
- In instances of needlesticks to phlebotomists involving a blood collection set with engineered sharps injury prevention, the safety mechanism was fully activated only 19.2% of the time. In addition, 52% of the injuries occurred during or after activation.<sup>2</sup>

### Safety

- Needlestick injuries cause lost work time, overtime, replacement staff, testing, counseling, and, in some cases, prophylactic medication.
- EPINet™ data suggests that costs due to injuries involving blood collection sets can exceed \$5,000 per incident.<sup>3</sup>

### Clinical Utility

- Staff education provided to ensure best possible clinical outcomes.
- One-handed activation to encourage higher compliance of safety features.

### Employee Satisfaction

- Because satisfied employees mean lower turnover, facilities can save significant amounts of money when there is no longer a need to replace staff members who leave due to dissatisfaction. And the numbers add up fast—one academic medical center study showed that turnover costs represented 3.4 to 5.8% of the \$500 million operating budget.<sup>4</sup>

### Seroconversions

- The cost of long-term medical complications, disability payments, lost wages, worker's compensation and insurance costs, lost work time, emotional distress suffered by the injured workers, and potential legal liability can significantly increase expenses.
- In the case of hepatitis, a liver transplant can cost \$314,000 or more.<sup>5</sup>

### Insurance

- Increased needlestick injuries can result in increased workman's compensation claims and increased insurance premiums.

<sup>1</sup> Sandel Medical Industries, LLC. Safe handling of sharps: what you need to know about OSHA, JCAHO and CDC regulations and standards... and how to analyze the real cost of those injuries. Available at: <http://www.sandelmedical.com/sharps.pdf>. Accessed September 28, 2005.

<sup>2</sup> EPINet™. Summary report for needlestick and sharp object exposure: category phlebotomist/venipuncture/IV team – device: 6 needle, winged steel; Jan 01 2003 – Dec 31 2003.

<sup>3</sup> EPINet™. Summary report for needlestick and sharp object exposure: category nurse – device: 6 needle, winged steel; Jan 01 2002 – Dec 31 2002.

<sup>4</sup> Locker, MJ, Employee Satisfaction: A National Perspective, 2005.

<sup>5</sup> The American Liver Foundation. ALF transplant fund program. Available at: <http://www.liverfoundation.org/bd/articles/1029>. Accessed September 12, 2005.

# Trust BD Vacutainer®

## System of products you can rely on

At BD we pledge to continually support the healthcare professional's need for high-quality educational tools and training assistance by providing these value-added materials.

**Facts About Needlesticks** – Prepared especially for Nursing and Phlebotomy staff members, these brochures contain facts about the dangers of needlesticks and the costs associated with them.

**Videos** – Instructional videos or CDs designed to aid in training healthcare workers on BD Vacutainer® Specimen Collection Products.

**Quick Reference Cards** – Handy pocket cards provide easy reference for using BD Vacutainer® Specimen Collection Products.

**Wall Charts** – Instructional wall charts to help educate healthcare professionals

**Clinical Documentation** – More than 100 clinical studies on a vast array of BD Vacutainer® products.

**LabNotes** – A quarterly newsletter, published by **BD Diagnostics** – Preanalytical Systems, to keep readers current on safety and efficiency issues in the clinical laboratory. For online subscription information, please visit [www.bd.com/vacutainer/labnotes](http://www.bd.com/vacutainer/labnotes).

**TechTalk** – A news bulletin to address frequently asked technical questions with a focus on reducing preanalytical variables.



### Ordering Information

#### BD Vacutainer® Push Button Blood Collection Sets with Pre-Attached Holder

Reference Number	Needle Gauge	Wing Color	Tubing Length	Configuration	Packaging
367352	21		12"	with holder	20/Box 100/Case
368656	23		12"	with holder	20/Box 100/Case

#### BD Vacutainer® Push Button Blood Collection Sets

367338	21		7"	with luer	50/Box 200/Case
367344	21		12"	with luer	50/Box 200/Case
367326	21		12"	without luer	50/Box 200/Case
367336	23		7"	with luer	50/Box 200/Case
367342	23		12"	with luer	50/Box 200/Case
367324	23		12"	without luer	50/Box 200/Case
367341	25		12"	with luer	50/Box 200/Case
367323	25		12"	without luer	50/Box 200/Case

#### BD Vacutainer® One Use Holder

Reference Number	Description	Packaging
364815	One Use Holder	250/Bag 1,000/Case

#### BD Vacutainer® Eclipse™ Blood Collection Needle with Pre-Attached Holder

Reference Number	Description	Packaging
368650	With Pre-Attached Holder, 21 G x 1 1/4 in.	100/Case
368651	With Pre-Attached Holder, 22 G x 1 1/4 in.	100/Case

#### BD Vacutainer® Eclipse™ Blood Collection Needle

Reference Number	Description	Packaging
368607	21 G x 1 1/4 in.	48/Box 480/Case
368608	22 G x 1 1/4 in.	48/Box 480/Case

#### BD Vacutainer® Passive Shielding Blood Collection Needle

Reference Number	Description	Packaging
368636	21 G x 1 in. Needle	25/Box 200/Case
368637	22 G x 1 in. Needle	25/Box 200/Case

To learn more about the full product offering of BD Vacutainer® Specimen Collection Products or the educational materials and services provided by BD, please contact your local BD Sales Consultant.

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**BD Customer Service:** 1.888.237.2762

[www.bd.com/vacutainer](http://www.bd.com/vacutainer)



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