



April 20th, 2024

BD Portfolio changes FAQs

- **How is the BD effort to simplify the portfolio going to benefit me?**

As partners in healthcare, BD remains focused on providing the best products and solutions to meet your needs. We have done extensive analysis to confirm our product portfolio closely aligns with established best practices and clinical standards. We are committed to delivering an exceptional customer experience, making it easier for you to do business with us.

Making strategic decisions about the BD portfolio may increase predictability of supply and demand, as well as the speed in which BD can deliver products to you.

BD will continue to invest in new, innovative technologies that best meet your most critical needs.

Studies have suggested that product standardization at hospitals can result in significant cost reduction, greater efficiency, and increased patient-centered outcomes.

- **When will this process begin and end?**

The strategic portfolio changes made are in process and are expected to continue over the next 2 years.

New SKUs and product design changes will continually happen and we will evaluate our product portfolio to help ensure we are meeting your needs.

- **What are the benefits of a simplified portfolio?**

Fewer SKUs often means a smaller inventory, less inventory space, and ultimately less time needed for maintenance and management. In addition, predictability of supply reduces the expense of finding alternative sources in the event of a supply disruption.

- **How will BD support me during this transition?**

BD has invested in resources and teams to provide any support needed to help with a smooth transition.

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For customer support please visit bd.com/BD-simplified to utilize the contact us form.

- **How will open orders be managed once product supplies are exhausted?**
You will be provided with advance notice and substitution options as product inventory is depleted. Orders placed against obsolete products that no longer have inventory will be automatically cancelled, and you will be contacted to discuss your product purchase options.
- **Will this cause any service disruption or delay any deliveries?**
Making strategic decisions about the BD portfolio may increase predictability of supply and demand, as well as the speed in which BD can deliver products to you. BD will work to minimize any service disruptions or delays as a result of this process. Please contact customer service for issues with specific catalog numbers.
- **What data do you have to support making these changes/choices?**
Prior to making any strategic portfolio decision, BD conducted an analysis including customer insights, and a review of industry best practices validated by clinicians. The BD portfolio meets recommendations by industry standards.