



ARROW



## EUROPEAN ARROW SELECT KITS (EASK) SERVICE

An integrated evidence based approach for better outcomes



Teleflex

# WHY SWITCH TO ARROW CUSTOMISED PROCEDURE KITS

Teleflex is a leading global provider of a broad range of specialty medical devices and brands used in critical care and surgery. We are dedicated to providing innovative solutions for improved patient outcomes and to ensuring patient and provider safety.

Teleflex's customised CVC kits are designed to facilitate the implementation of clinic specific treatment protocols and procedures in the workflow. This should result in increased workflow efficiency, improved safety and reduced inventory and waste.

The clinical, economic and logistical benefits of customised procedure kits help to achieve the most important goal of clinicians, health care providers and suppliers: Improved quality of patient care.



# A BIG STEP TOWARDS CLINICAL EFFICIENCY AND PATIENT SAFETY

## KEY CLINICAL BENEFITS:

- time savings in laying up an operating room (OR) in preparation for a procedure
- enhanced risk management by standardisation of products and processes
- one provider - one consistently high standard of quality

## KEY ECONOMIC BENEFITS:

- reduced costs associated with the storage of individual items
- less waste due to reduced packaging of individual items

## KEY LOGISTICAL BENEFITS:

- reduced number of suppliers and products that need to be ordered
- improved management of consumables

## MINIMISE RISK - MAXIMISE PATIENT SAFETY - WITHOUT COMPROMISE

### References:

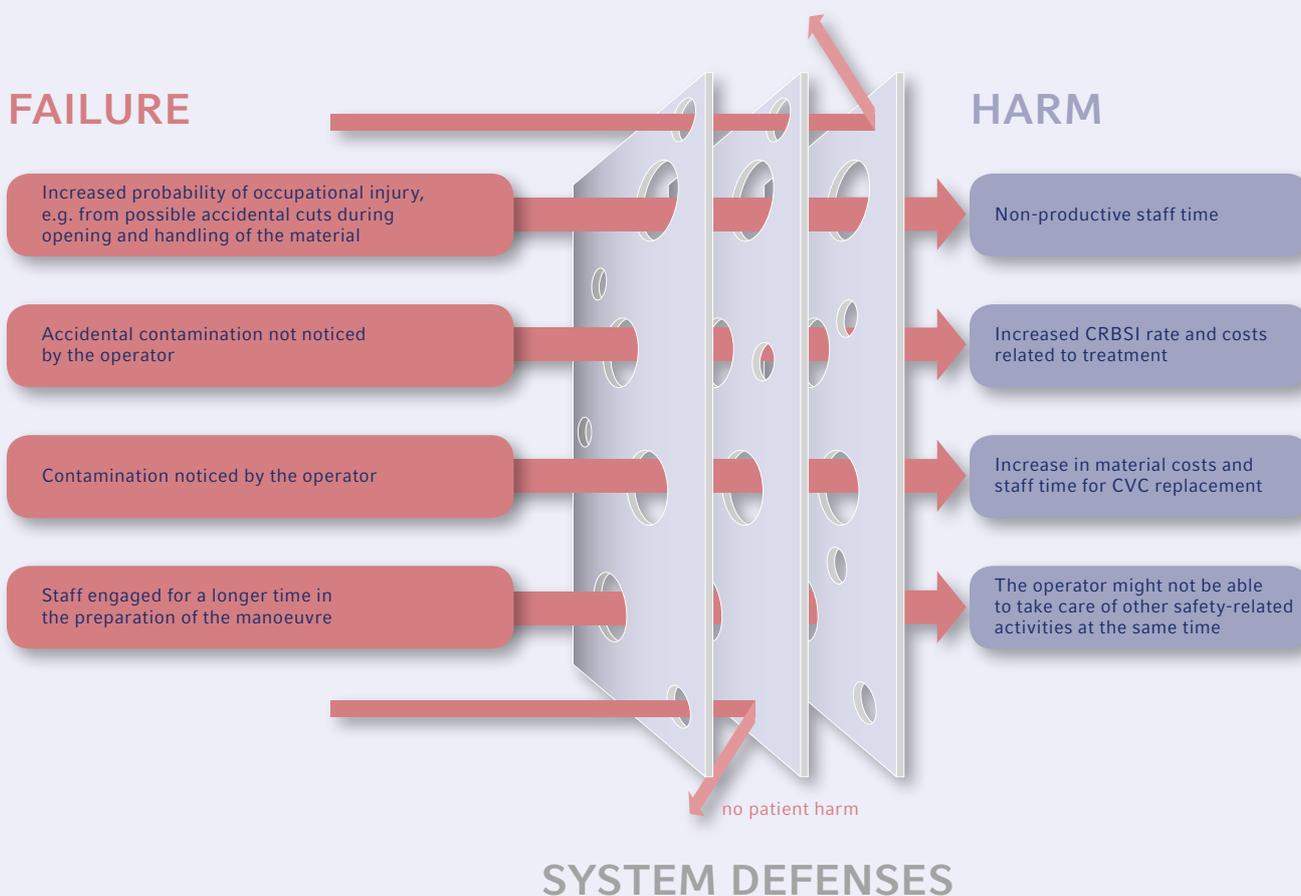
- 1 Reason J. The Contribution of Latent Human Failures to the Breakdown of Complex Systems. *Philosophical Transactions of the Royal Society of London* 1990. Series B, Biological Sciences 327 (1241): 475–484.
- 2 Risk Management in Sanità – Il problema degli errori – Roma, Marzo 2014
- 3 Hinton-Walker P, Carlton G, Holden L, Stone PW. The intersection of patient safety and nursing research. In: Joyce J. Fitzpatrick and Patricia Hinton-Walker 2006. *Annual Review of Nursing Research Volume 24: Focus on Patient Safety*. Springer Publishing. pp. 8–9.
- 4 Hu KK, Veenstra DL, Lipsky Ba, Saint S. Use of maximal sterile barriers during central venous catheter insertion: clinical and economic outcomes. *CID* 2004; 38:1441-5.
- 5 Veenstra, D.L., Saint, S., Saha, S., Lumley, T., Sullivan, S.D. "Cost-Effectiveness of Antiseptic-Impregnated Central Venous Catheters for the Prevention of Catheter-Related Bloodstream Infection," *Journal of the American Medical Association*, January 20, 1999, Vol. 281, Issue 3, pp. 261–267.

# RISK MANAGEMENT HELPS TO INCREASE SAFETY AND EFFICIENCY

The Swiss Cheese model<sup>1</sup> of accident causation is used as a risk analysis and risk management model in health-care. In this model, an organization's defences against failure are modelled as series of barriers (the cheese slices), with individual weaknesses in individual parts of the system (the holes in the cheese). The system as a whole produces failures when all individual barrier weaknesses align (a continuous hole through all cheese slices), permitting "a trajectory of accident opportunity", so that a hazard passes through all of the holes in all of the defenses, leading to a failure.

The Swiss Cheese model includes both active faults, committed by operators who are in direct contact with the patient, plausibly execution errors (slips and lapses) and latent errors, i.e, remote in time and decisions related to system design, planning errors (mistakes). Since active faults can never be permanently deleted, to increase the security of a system, it is necessary to affect the latent criticality, on which active faults are triggered.<sup>2</sup>

There is evidence that one important factor in risk management is standardisation, i.e. reducing the number of variables that can influence the outcome of the procedure.



# THE POWER OF STANDARDISING PROCEDURES

## THE DEFINITION OF "PROCEDURE"

"Procedure" is a set of predetermined actions designed to achieve a particular objective; the purpose of the procedure is to standardise activities and behaviours, reducing the variability of the work of the individual operator therefore improving clinical outcomes and reducing adverse events.

## THE COSTS OF A PROCEDURE

The total cost of the procedure is calculated by adding the direct, tangible costs (those related to the material used) to the indirect costs (logistics, organisation, personnel, material storage, treatment of any complications etc.), the latter being much harder to measure.

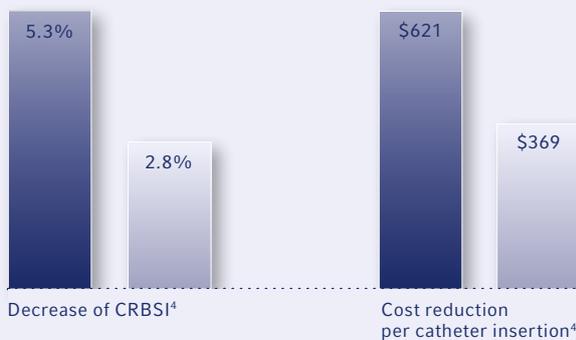
According to John Wilkinson, Eucomed Chief Executive, spending on medical device consumables accounts for only 3% of total health expenditure, whereas spending on hospital organisation (internal processes, staff and others) accounts for 70%.<sup>3</sup> Savings might therefore be easier achieved by making clinical processes leaner.

## THE COST/BENEFIT RATIO OF STANDARDISED PROCEDURES

Central venous catheters (CVC) are important life-saving devices and inserting a CVC is an expensive procedure. However, bloodstream infections associated with the insertion and maintenance of central venous catheters (CRBSI) are among the most dangerous complications that can occur. Besides the impact on the patient's health, these complications might prolong hospital stay and increase the cost of care.

For example, as noted by Hu et al., the routine use of MSB increases procedure costs by approximately 40 dollars due to increased material costs and staff time. However, the routine use of MSB ("maximal sterile barriers) results in an important reduction of mortality (0.4%), number of CVC-related infections (2.5%) and catheter colonisation (2.6%); not accounting for the increased costs required for the care of patients suffering from these complications. The so-called MSB technique requires the person inserting the CVC to wear a head cap, a face mask, a sterile body gown and sterile gloves and to use a full-size sterile drape around the insertion site.<sup>4</sup>

## BENEFIT OF THE ROUTINE USE OF MSB



**MSB saves**  
(per 1000 catheters)

**\$ 250,000**  
**26 CRBSIs**  
**4 lifes<sup>4</sup>**

# FROM STANDARDISATION TO CUSTOMISATION – EASK (EUROPEAN ARROW SELECT KITS)

## FOUR STEPS TO YOUR CONVENIENT CUSTOMISED KITS



### ANALYSIS

- Define and describe product related procedural steps (e.g. how do you place a CVC?)
- Describe guidelines & SOPs you follow
- Consider economic & ecologic aspects / operating figures

1



### CONSULTING

- Assist in maintaining compliance with current guidelines & SOPs
- Simplify the buying process – one quality from one source
- Provide updates on latest innovations

2



### DEVELOPMENT

- Individual, tailor made packs specific to your requirements and your hospital standard procedures
- Sampling step with option to modify

3



### REALISATION

- On-time delivery
- High supplier reliability
- After-sales service:
  - modification of your EASK whenever you want
  - continuous adaption to new hospital & market requirements

4

# ARROW – A BRAND DESIGNED TO SUPPORT YOUR NEEDS

## SAFETY

Easy & safe way of moving used sharps from procedure to sharps container and protect you from needle stick injuries under the current standard 2010/32/EU.



## MSB COMPONENTS

The maximal sterile barrier (MSB) technique requires the person inserting the CVC to wear a head cap, a face mask, a sterile body gown and sterile gloves and to use a full-size sterile drape.



## ANTIMICROBIAL IMPREGNATION

Over 30 studies and reviews prove ARROWg+ard catheter technology's ability to decrease the incidence of catheter related bloodstream infection (CRBSI), reduce costs and save lives.<sup>5</sup>



Why is  
**ARROW**  
the first choice  
for my kit?

## EASK COMPONENTS

We offer a large range of components designed to perfectly cover your procedural needs.



## HIGH QUALITY PRODUCTS

CVC, PSI, MAC, arterial catheters or regional anesthesia products: all ARROW catheters can be included in your individual EASK.



Teleflex is a leading global provider of specialty medical devices used for diagnostic and therapeutic procedures in critical care, urology and surgery. Our mission is to provide solutions that enable healthcare providers to improve outcomes and enhance patient and provider safety. We specialise in devices for general and regional anaesthesia, cardiac care, respiratory care, urology, vascular access and surgery and we serve healthcare providers in more than 150 countries. Teleflex also provides specialty products for medical device manufacturers.

Our well known brands include **ARROW**<sup>®</sup>, **DEKNATEL**<sup>®</sup>, **GIBECK**<sup>®</sup>, **HUDSON RCI**<sup>®</sup>, **KMEDIC**<sup>®</sup>, **LMA**<sup>™</sup>, **PILLING**<sup>®</sup>, **PLEUR-EVAC**<sup>®</sup>, **RÜSCH**<sup>®</sup>, **SHERIDAN**<sup>®</sup>, **TAUT**<sup>®</sup>, **TFX OEM**<sup>®</sup>, **VASONOVA**<sup>™</sup>, **VIDACARE**<sup>®</sup> and **WECK**<sup>®</sup>, all of which are trademarks or registered trademarks of Teleflex Incorporated.

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