Facts about the costs associated with blood collection needles and sets
**Cost Avoidance**

**Quality**
- 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.¹
- 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.²

**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.³

**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.⁴

**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.⁵

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

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.

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

Ordering Information

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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.

BD Global Technical Services: 1.800.631.0174
vacutainer_techservices@bd.com
BD Customer Service: 1.888.237.2762
www.bd.com/vacutainer