KAISER PERMANENTE®

PVC-free and DEHP-free Split-Tip Chronic Dialysis Catheters

Environmental and Human Health Impact: Reduced patient exposure to di-ethylhexyl phthalates (DEHP) during dialysis treatment and reduction in dioxin emissions associated with manufacture and disposal of PVC.
Business Impact: New contract delivered product quality consistency and 43 percent annual cost savings.

Challenge

When a person requires long-term dialysis due to kidney failure, a catheter must be placed in their body as a port for chronic hemodialysis treatment. A split-tip catheter has been shown to have a longer duration of placement in the patient than the non-split tip. Due to the chronic nature of dialysis and exposure patients have to a split-tip catheter, it is obligatory to ensure that the product is both high quality, high functioning, and made from materials that are unlikely to leach into the patient's body. Kaiser Permanente purchases about 2,400 such catheters each year.

Aim/Goal

- Create consistency in prices and product across Kaiser Permanente for split-tip dialysis catheters.

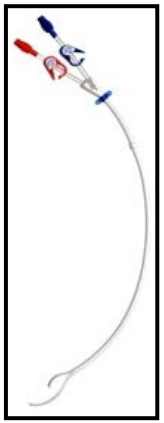
Team

Dr. Paul Radosevich, Chair, Interventional Radiology Sourcing and Standards Team (SST)
Interventional Radiology SST
Eric Quinn, Sourcing Director, Procurement & Supply
Rob Johnson, Service Line Director, Broadlane

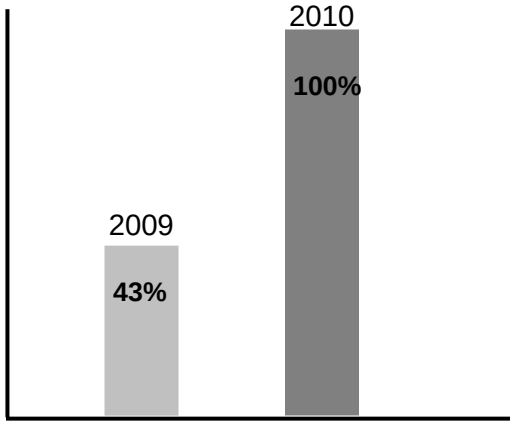
Actions Taken

- ✓ Utilized standard Kaiser Permanente request for proposal (RFP) template for medical products (which includes the sustainability scorecard) during bidding process.
- ✓ Results from the scorecard revealed that incumbent's products were made of DEHP-containing PVC plastic, while the competitor's products were PVC-free and DEHP-free.
- ✓ Physicians involved with selecting and sourcing interventional radiology products evaluated split-tip dialysis catheters from all bidders and deemed them all of equal quality and functionality.
- ✓ The consistency in product quality enabled the sourcing team to hold an on-line reverse auction (an on-line real-time auction that drives the price of the product down, versus up).
- ✓ The auction yielded competitive pricing for PVC-free and DEHP-free catheters.
- ✓ Sourcing team followed up with unsuccessful bidders to communicate why they didn't win contract (large reason was lack of innovation around environmental product criteria).

Results



*Split-tip catheter



Percent PVC-free and DEHP-free

Lessons Learned

- ✓ If you take the time to ask the right questions, you can uncover robust information that can help you make informed and better decisions. Make sure to ask the questions and pay attention to the answers.
- ✓ There is value in standardizing and rationalizing consumable products during a sourcing initiative: "Simplify, simplify."

Next Steps

- ✓ Finalize conversion to split-tip catheters.
- ✓ Apply the same sourcing methodology to other interventional radiology consumable product categories.

For More Information Contact: Environmental-Supply-Chain@kp.org