Economic Impact of Commercially Available Closed System Transfer Devices (CSTDs)

This study summary shows how ICU Medical’s CSTDs compare in cost to other CSTD vendors.

BACKGROUND AND PURPOSE

In 2017, Greystone Research Associates, a medical technology-consulting firm, conducted an independent study of commercially available Closed System Transfer Devices (CSTDs) using multiple variables, including an analysis of revenue projections and volume of components shipped. Based on its analysis, Greystone developed historical and forward-looking market share projections for each CSTD vendor. These projections can help a facility determine per unit costs for each CSTD that can be applied to their facility for initial vendor cost assessments.

At the time of the report, five commercially available CSTD vendors were studied: ICU Medical, Inc. (ChemoLock™/ChemoClave™), Becton Dickinson and Company (PhaSeal™), B.Braun Medical Inc. (OnGuard™ with Tevadaptor® components), Equashield Medical Ltd (Equashield®) and Corvida (Halo®).

The purpose of this study summary is to illustrate the results of Greystone's analysis and to help provide additional insight into implementation costs for each of the CSTDs. ICU Medical also encourages each facility to perform their own cost study across all CSTD vendors to establish a tailored view of CSTD implementation costs.

Independent assessments allow for a best account of components used during preparations and offer a clearer picture of the financial impact of CSTDs.

ASSUMPTIONS

The Greystone Report identifies projections of quantities shipped and estimated revenues for CSTDs each year from 2015-2024. When dividing revenues by units shipped, one can see the average per unit cost identified in the report. The average of all years was then taken to identify a single unit price.¹

FINDINGS

ICU Medical has shown to have the lowest per unit cost of all vendors in the study.

References