



# ECRI

The Most Trusted  
Voice in Healthcare

## Capital Market Intelligence Online -Database to support medical equipment evaluation

Lower spending on healthcare capital equipment  
with more informed, data-driven decisions



\$1 billion

Annual savings identified using  
ECRI benchmarks



**ECRI**

The Most Trusted  
Voice in Healthcare

# Introducing ECRI



ECRI Asia Pacific

# How ECRI Started

## Dr. Joel J. Nobel (1934-2014)



*"Anger is a great source of energy. I focused it on improving technology and patient safety."*

- Joel J. Nobel, MD, Founder of ECRI

# MILESTONES

Emergency Care Research Institute (ECRI) is born

1968



Health Devices issues first publication along with the first medical device Problem Reporting Network

1971

Testified at the U.S. Senate Hearings on the proposed Medical Device Amendment

1973



Designated an Evidence-Based Practice Center by AHRQ

1997

Patient Safety Organization founded – one of the first 10 PSOs designated by HHS

2008



Official affiliation with Institute for Safe Medication Practices (ISMP)

2020

Became a signatory to the Ethical Principles in Healthcare (EPIHC)



2021

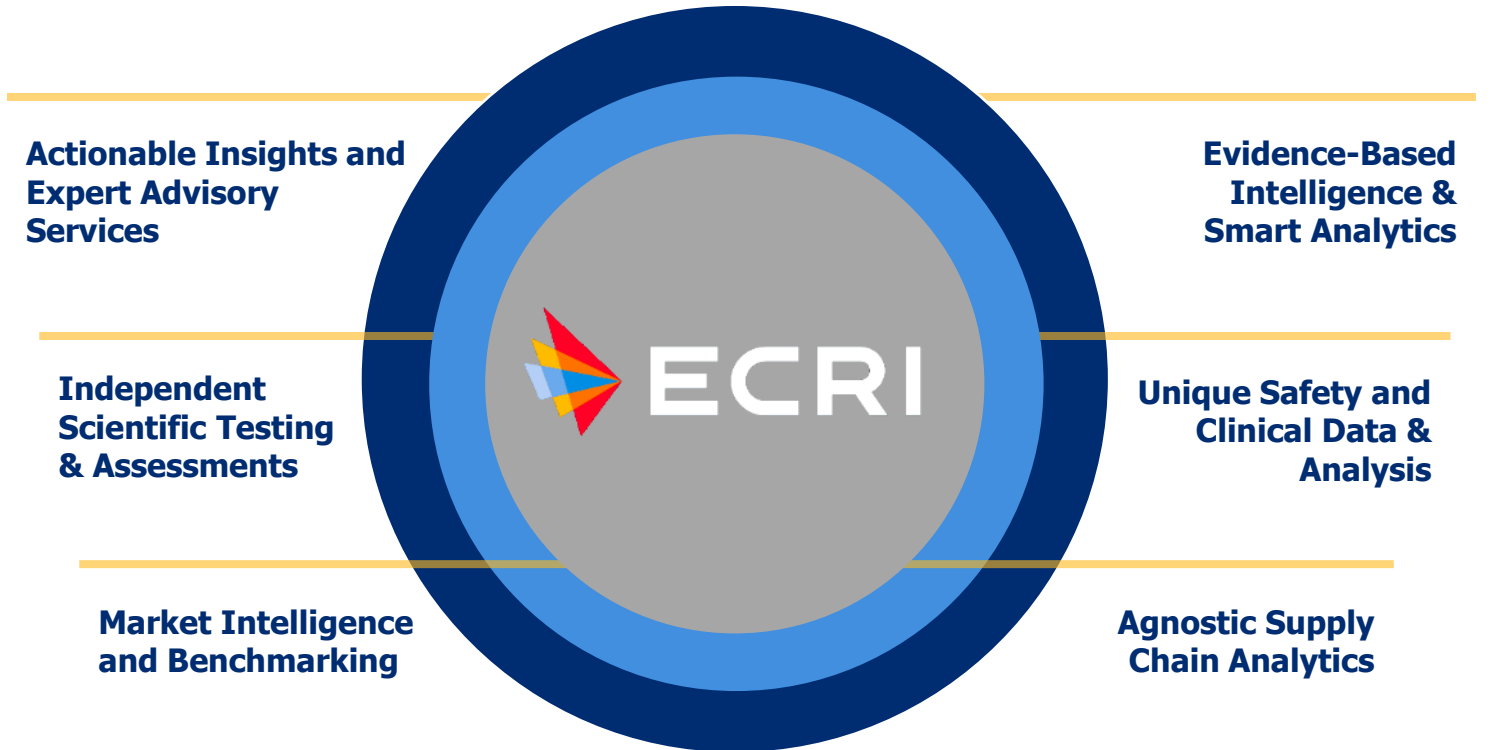
Became an institutional member of ASQua (Asian Society for Quality in Health Care)



# The ECRI Difference | Data Empowers. ECRI Delivers.

ECRI is a leading independent patient safety expert reducing preventable harm, and making healthcare more transparent and accessible

- 50+ years of experience as a global leader in patient safety and applied human factors engineering
- At the forefront of providing data, expertise, and advisory services related to healthcare technologies, patient safety and evidence-based medicine
- A leading provider of GPO-agnostic price benchmarking and market intelligence



**Committed to Integrity, Transparency, and Excellence**

# The ECRI Difference | Global Impact & Influence.

ECRI is the trusted source for evidence-based guidance for healthcare leaders across the globe

- Designated as an Evidence-based Practice Center by the U.S. Agency for Healthcare Research and Quality
- ECRI and our affiliate Institute for Safe Medication Practices (ISMP) are the premier healthcare quality and safety institutions in the world
- Chosen to develop the first large-scale International Horizon Scanning Database of new and promising pharmaceutical products by the International Horizon Scanning Initiative (IHSI), a multi-nation European group





**ECRI**

The Most Trusted  
Voice in Healthcare

# Capital Market Intelligence Online (CMI)



# Highlights

- \$12B+ in total spend from over 3,500 providers with \$615M+ total savings identified in 2019
- 102,000+ unique models (13,500+ unique manufacturers) in the DB with average prices paid by hospitals and health systems in the US
- Rigorous, independent testing with comparative configurations on the latest healthcare technologies
- >300 data requests processed daily
- Access to vital hazard and recall information from the largest problem reporting network





# Capital Market Intelligence

Benchmarking and procurement service to support capital equipment and health information technology information

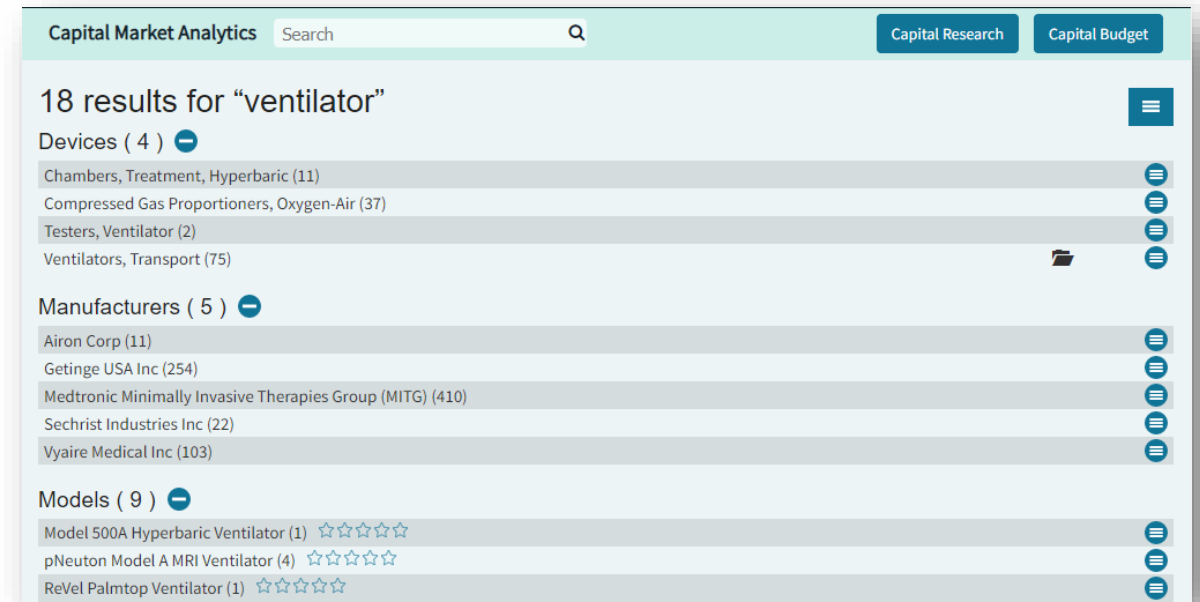
Lower spending on healthcare capital equipment with more informed, data-driven decisions, using:



# Market Analytics

Easy-to-access interactive platform to conduct comprehensive capital equipment market research

- Most recent pricing information
- Real time database with graphs and charts
- Purchase configuration information (catalog numbers, component descriptions, quantities and line-item pricing)
- Up to 20 most recent quotes and purchase orders
- Transparency to capital budgeting process



- Assist hospitals in capital price budgeting and negotiation
- Be informed of the most popular device brand/model

# Market Analytics

Capital Research

Search Device x

**Device** Ventilators, Intensive Care

Overview

Market Share

Pricing

All Manufacturers

All Models

Bed Size

Region

Overview

Products **19**

Manufacturers **6**

Pricing

Discount **34%**

List **\$55,617**

Quote **\$35,095**

Market Share

Spend **\$39,670,981**

Volume **1,185** Units

Interest **157** Price Points

**Total no. of Models**

**Total no. of Manufacturers**

**Average List Price, Quoted Price, & Discount %**

**Total cost of all member Quotations**

**Total no. of units quoted**

**Total no. of submitted Quotations**

Search Device x

**Device** Ventilators, Intensive Care

Overview

Market Share

Pricing

Price

Service

All Manufacturers

All Models

Bed Size

Region

Time Span: Quarterly

Pricing

Current Average **\$35,095**

12 Month Summary

**Price**

3-Year Trend

Quarter	Average Price (\$)
2012 Q3	33,000
2012 Q4	32,000
2013 Q1	31,000
2013 Q2	32,000
2013 Q3	29,000
2013 Q4	37,000
2014 Q1	34,000
2014 Q2	32,000
2014 Q3	34,000
2014 Q4	33,000
2015 Q1	36,000
2015 Q2	40,000

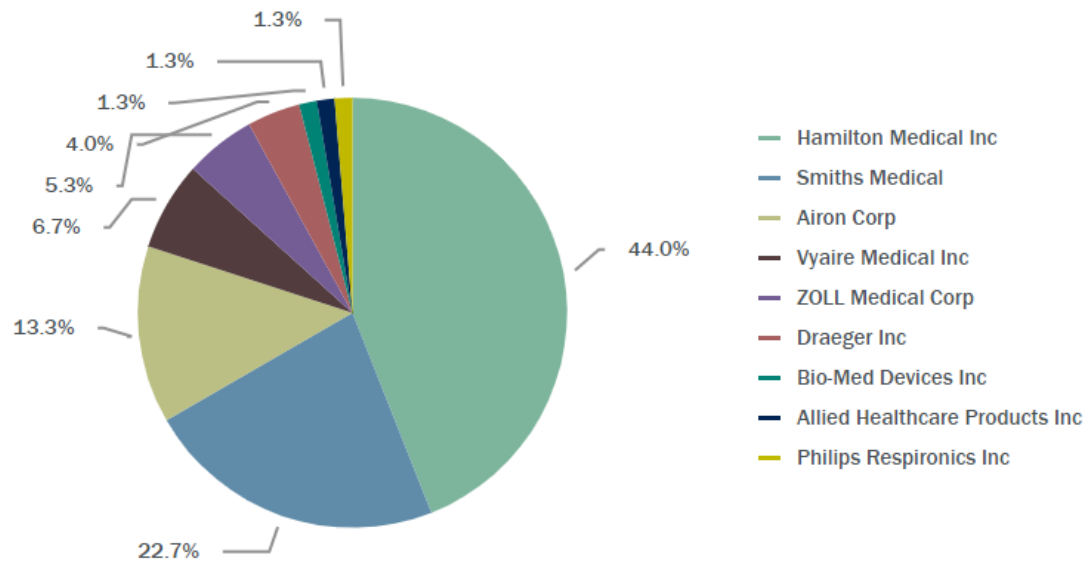
■ Average Price (\$)

**Pricing trend**

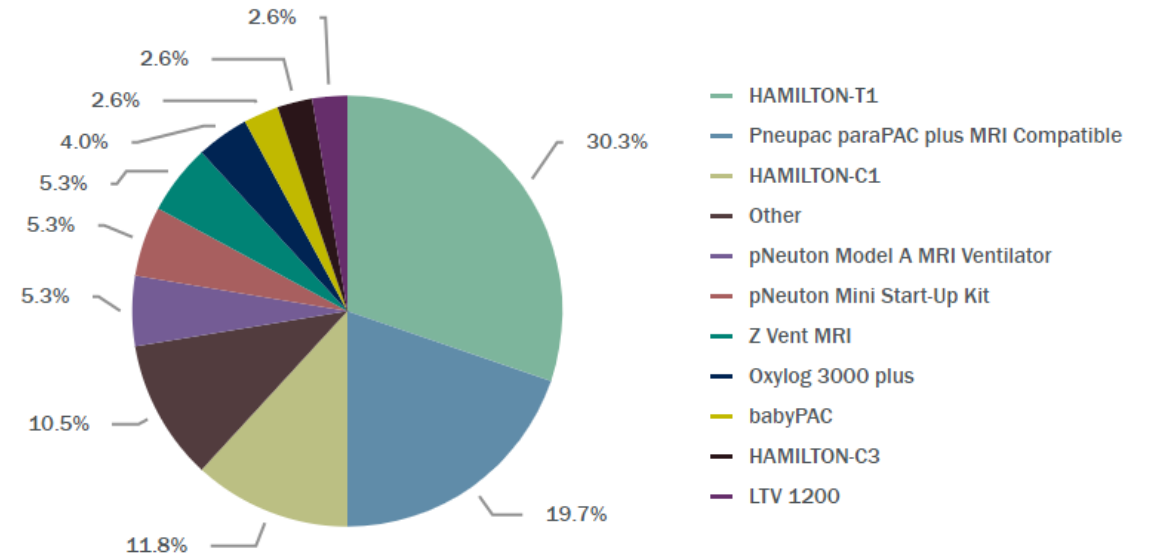
# Market Analytics

## Capital Research

Top Manufacturers by Interest



Top Models by Interest



# Market Analytics

## Capital Research

All Models		Model Name	Discount %		Total cost of all member Quotations	
Manufacturer	Product	Avg Price/Unit	Interest	Spend	Volume	
Covidien (US)	980	\$40,005.09	17.1%	\$9,915,006.71	250	Total no. of units quoted
MAQUET Medical Systems USA A Getinge Group Co	Servo-I Universal Core	\$37,149.56	12.2%	\$3,084,049.89	83	
Draeger Medical Inc	Evita Infinity V500	\$30,747.30	11.0%	\$4,232,198.47	144	
MAQUET Medical Systems USA A Getinge Group Co	Servo-I Universal Performance Package	\$43,362.22	10.4%	\$4,854,361.93	110	
Covidien (US)	840	\$38,005.27	8.5%	\$5,555,186.94	144	
MAQUET Medical Systems USA A Getinge Group Co	Servo-I Universal Platform	\$39,003.37	7.9%	\$949,729.73	22	
Hamilton Medical Inc	G5 Ventilator Package	\$34,751.89	5.5%	\$1,215,318.18	35	
Hamilton Medical Inc	MR1 Ventilator	\$37,480.80	5.5%	\$413,849.61	11	
MAQUET Medical Systems USA A Getinge Group Co	Servo-I Adult Platform	\$25,270.08	4.9%	\$1,332,285.06	52	
CareFusion Respiratory A BD Co	AVEA Comprehensive	\$34,153.17	4.3%	\$1,985,096.80	60	
GE Healthcare USA	Engstrom Carestation	\$27,874.73	3.0%	\$4,034,752.58	140	
CareFusion Respiratory A BD Co	AVEA Standard	\$27,864.73	2.4%	\$574,453.02	22	
CareFusion Respiratory A BD Co	AVEA	\$6,852.67	1.8%	\$465,741.00	53	
Draeger Medical Inc	Savina 300	\$22,969.83	1.2%	\$45,939.66	2	
CareFusion Respiratory A BD Co	AVEA Standard	\$24,572.25	1.2%	\$143,423.29	6	
CareFusion Respiratory A BD Co	Vela Comprehensive Diamond Version	\$17,024.76	1.2%	\$542,045.04	37	
CareFusion Respiratory A BD Co	EnVe Ventilator	\$20,486.75	0.6%	\$102,433.75	5	
MAQUET Medical Systems USA A Getinge Group Co	Servo-i Base Unit	\$29,015.64	0.6%	\$203,109.46	7	
Covidien (US)	840 Program Unit	\$11,000.00	0.6%	\$22,000.00	2	

# Market Analytics



**Capital Guide Market Analytics**  
**Robotic, Minimal Invasive**

August 27, 2023

**Executive Summary**

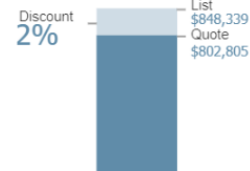
Market data charts are based on price quotations submitted to ECRI by members of the Capital Guide advisory service. This data is harvested constantly evolves as quotes and purchase orders for all types of capital equipment are added daily.

**Contents**

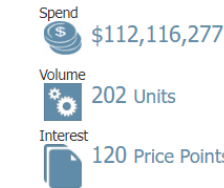
Manufacturer: Intuitive Surgical Inc

### Overview

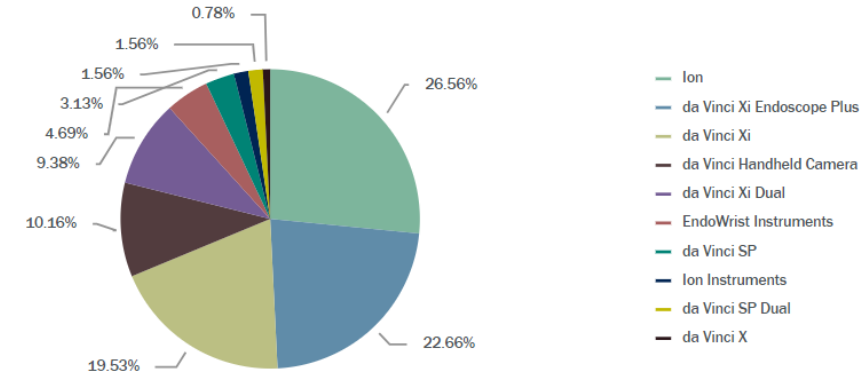
Summary  
 Products 10  
 Devices 4  
 Pricing



### Market Share



### Top Models by Interest



Edit Comment

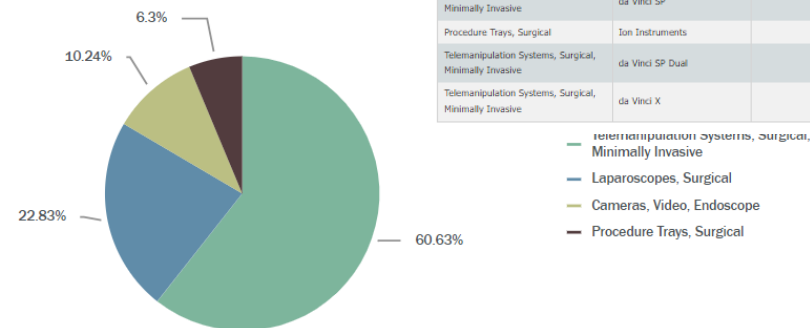
### Models

#### All Models

Device	Product	User Rating	Avg Price/Unit	Interest	Spend	Volume
Telesurgery Systems, Surgical, Minimally Invasive	Ion		\$598,676.47	26.6%	\$20,355,000.00	34
Laparoscopes, Surgical	da Vinci Xi Endoscope Plus		\$25,464.31	22.7%	\$1,755,881.00	69
Telesurgery Systems, Surgical, Minimally Invasive	da Vinci Xi		\$1,906,060.00	19.5%	\$47,651,500.00	25
Cameras, Video, Endoscope	da Vinci Handheld Camera		\$16,343.77	10.2%	\$778,942.00	47
Telesurgery Systems, Surgical, Minimally Invasive	da Vinci Xi Dual		\$2,294,491.25	9.4%	\$27,533,895.00	12
Procedure Trays, Surgical	EndoWrist Instruments		\$34,911.50	4.7%	\$209,469.00	6
Telesurgery Systems, Surgical, Minimally Invasive	da Vinci SP		\$1,896,875.00	3.1%	\$7,587,500.00	4
Procedure Trays, Surgical	Ion Instruments		\$39,545.00	1.6%	\$79,090.00	2
Telesurgery Systems, Surgical, Minimally Invasive	da Vinci SP Dual		\$2,400,000.00	1.6%	\$4,800,000.00	2
Telesurgery Systems, Surgical, Minimally Invasive	da Vinci X		\$1,365,000.00	0.8%	\$1,365,000.00	1

### 12 Month Summary

### Top Devices by Interest



# Market Intelligence

Rapid access market intelligence for healthcare decision makers

- Top models / vendors available
- Key Clinical Specifications
- Avg. list price vs quoted
- Discount history
- Equipment + service costs
- Est total cost of ownership

**ECRI** The Most Trusted Voice in Healthcare

Capital Guide  
**Market Intelligence Report**

**Mobile C-Arm Systems**

**Description**

Mobile R/F units (C-Arm Systems) provide radiographic and fluoroscopic imaging in surgical, orthopedic, critical care, and emergency care procedures. They are used to image patients in radiolucent beds, stretchers, or tables, when it is not feasible to transport the patient to the radiology department. The fluoroscopic feature allows real-time imaging, which permits quick diagnoses and minimal patient time under anesthesia during surgical procedures.



**Popular Vendors and Models**

Capital Guide Member Interest Mobile C-Arm Systems, by Vendor (Jul 2022 - Jul 2023) n=306

Vendor	Interest (%)
GE	71%
Philips	12%
Siemens	12%
Ziehm	5%

**Key Considerations**

- Mobile C-arm systems usually **consists of two wheeled units**, one supporting the C-Arm and the control console and the other supporting display monitors, image processing and recording devices.
- The C-arm stand consists of a curved arm with an x-ray tube mounted on one end and an image intensifier or flat-panel digital detector on the other. The stand is constructed so that the C-arm can perform **both linear and rotating motions for optimum positioning** with respect to the patient.
- To allow for better cooling of the x-ray tube and less downtime between fluoroscopy runs, a **heat dissipation rate of at least 20,000 HU/min is recommended**.
- Increased generator power** allows greater flexibility for imaging, shortens exposure times, and reduces the risk for error.
- To allow for easier positioning of the system, a **C-Arm depth** of at least 70cm is recommended.
- A **wide mAs range is recommended** to achieve better image quality and allow more filtration for enhanced dose reduction.
- Pulsed Fluoroscopy** mode uses pulses of radiation to update a stored image every 1 or 2 seconds. This **helps reduce** the x-ray dose output.
- Most C-Arm systems **rely on flat panel detectors**. The **benefits** of flat-panel detectors over image intensifiers include enhanced image quality and reduced radiation exposure. In addition, the square or rectangular shapes of flat-panel detectors eliminate the edge distortion which occurs with round image intensifiers.

Capital Guide Member Interest Mobile C-Arm Systems, by Model (Jul 2022 - Jul 2023) n=306

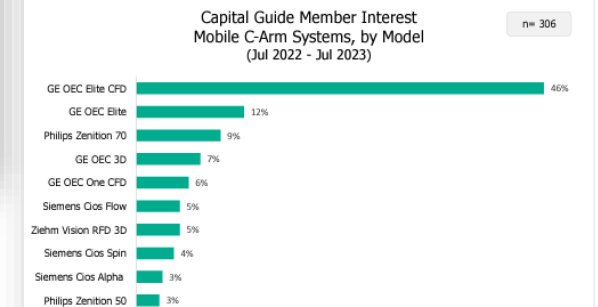
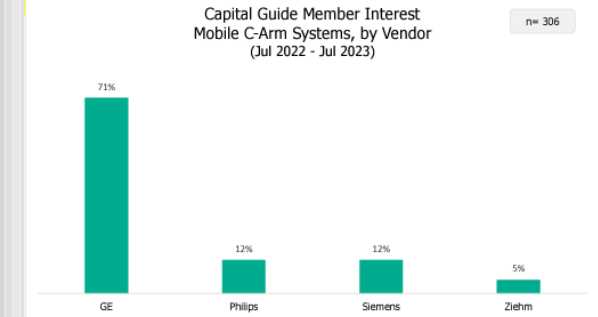
Model	Interest (%)
GE OEC Elite CFD	46%
GE OEC Elite	12%
Philips Zenith 70	9%
GE OEC 3D	7%
GE OEC One CFD	6%
Siemens Cios Flow	5%
Ziehm Vision RFD 3D	5%
Siemens Cios Spin	4%
Siemens Cios Alpha	3%
Philips Zenith 50	3%

Capital Guide Market Intelligence Report | 1

## Key Considerations

- Mobile C-arm systems usually **consists of two wheeled units**, one supporting the C-Arm and the control console and the other supporting display monitors, image processing and recording devices.
- The C-arm stand consists of a curved arm with an x-ray tube mounted on one end and an image intensifier or flat-panel digital detector on the other. The stand is constructed so that the C-arm can perform **both linear and rotating motions for optimum positioning** with respect to the patient.
- To allow for better cooling of the x-ray tube and less downtime between fluoroscopy runs, a **heat dissipation rate of at least 20,000 HU/min is recommended**.
- **Increased generator power** allows greater flexibility for imaging, shortens exposure times, and reduces the risk for error.
- To allow for easier positioning of the system, a **C-Arm depth** of at least 70cm is recommended.

## Popular Vendors and Models



# Market Intelligence

## Feature Comparison for Popular Models

<i>Mobile C-Arm Systems</i>	GE OEC 3D	GE OEC Elite	GE OEC Elite CFD	GE OEC One CFD	Philips Zenition 50	Philips Zenition 70	Siemens Cios Alpha	Siemens Cios Flow	Siemens Cios Spin	Ziehm Vision RFD 3D
<b>Image Detector Type</b>	Flat panel	Image intensifier	Flat panel	Flat panel	Image intensifier	Flat Panel	Flat panel	Flat panel	Cios Spin	Flat Panel
<b>3-D Cone Beam CT Acquisition</b>	Yes	Not Specified	Not Specified	NA	NA	NA	NA	NA	Yes	Yes
<b>C-Arm Depth, inches</b>	29.5	28 inch 12-inch I.I.	26.5 Ergo C 33 super C	26	24	28.7	28.7	28.7	25	27

### Other Considerations

The geometry of C-Arm systems must be conducive to their settings. These devices must be maneuverable around hospitals and provide the greatest positioning flexibility. It is preferable to have the greatest possible C-arm depth; however, this may create difficult maneuverability. The C-arm gantry must have the proper dimensions to be used effectively and easily in the hospital. For instance, it must be deep enough to accommodate obese patients. Additionally, the lower portion of the C-arm must be low enough to fit underneath the hospital's beds and operating room tables. It is also beneficial to have isocentric rotation, in which the center of rotation is the same as the midpoint between the x-ray tube focal spot and the detector.

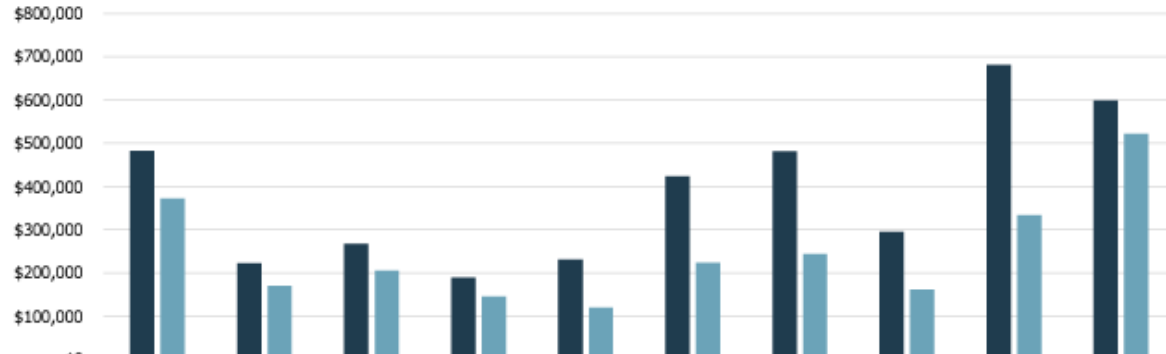
Digital image processing must be available so that images can be quickly manipulated and sent to PACS. The television (TV) chain system displays the output of an image intensifier on one or more TV monitors during fluoroscopic procedures. If a high-resolution system is needed, it should preferably be able to switch between standard and high resolutions. Other desirable features for the TV chain include a large digital storage capacity and the ability to add alphanumeric characters to a recorded image for patient identification.



# Market Intelligence

## Pricing Information

Pricing for Popular Models  
Mobile C-Arm Systems  
(Jul 2022 - Jul 2023)

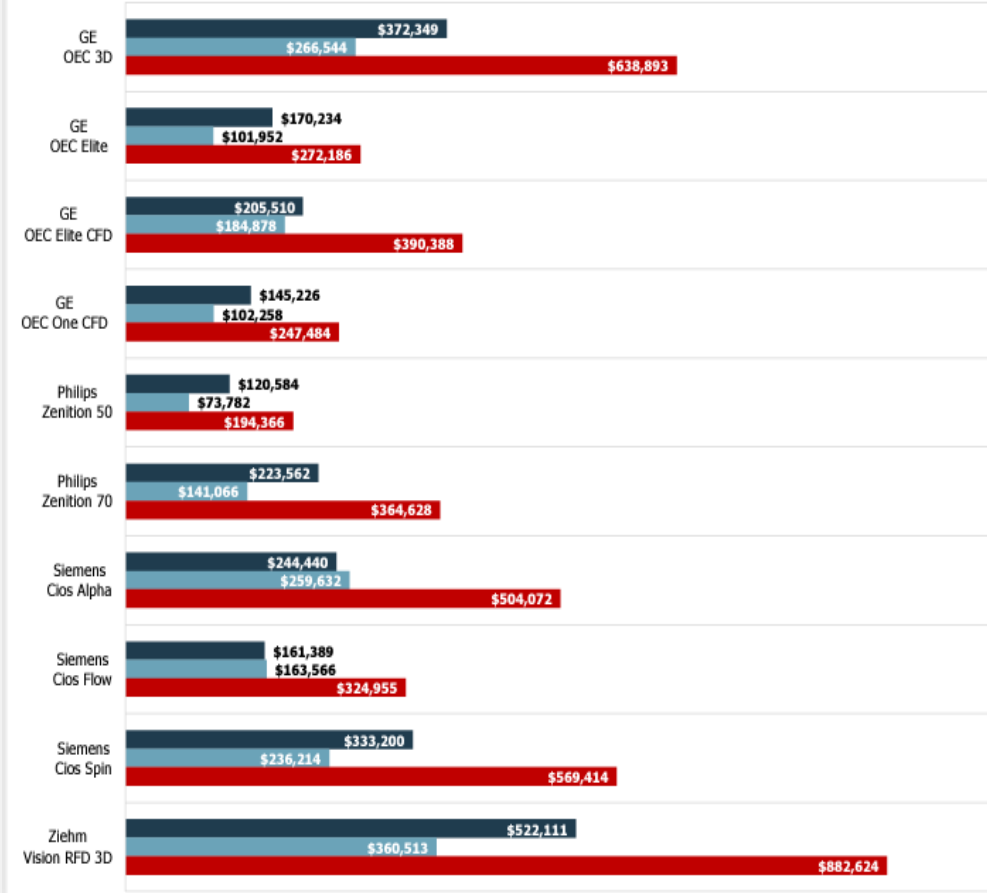


	GE OEC 3D	GE OEC Elite	GE OEC Elite CFD	GE OEC One CFD	Philips Zenition 50	Philips Zenition 70	Siemens Cios Alpha	Siemens Cios Flow	Siemens Cios Spin	Ziehm Vision RFD 3D
■ Average List Price	\$482,384	\$222,528	\$268,229	\$189,371	\$231,796	\$423,548	\$480,813	\$295,760	\$680,475	\$598,535
■ Average Quoted Price	\$372,349	\$170,234	\$205,510	\$145,226	\$120,584	\$223,562	\$244,440	\$161,389	\$333,200	\$522,111

## Total Estimated Cost

Total Estimated 10-Year Cost of Equipment and Service  
Mobile C-Arm Systems  
(Jul 2022 - Jul 2023)

■ Capital Equipment Cost (Typical Configuration) ■ Service Cost (Excluding Warranty Period) ■ Total Estimated Cost (Capital Equip + Service)



# Procurement Trends

- Added Monthly
- Updated available upon request



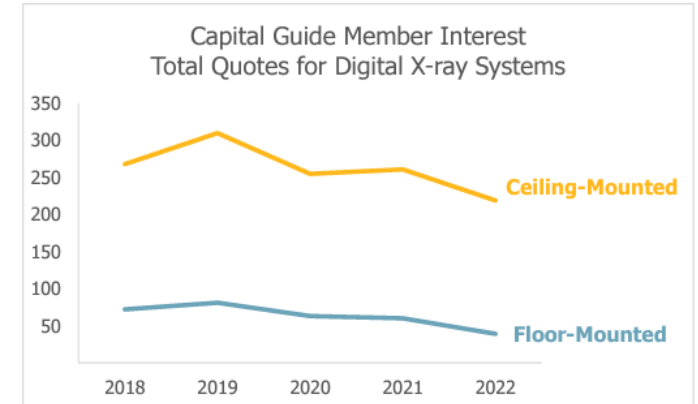
## PROCUREMENT TRENDS Digital X-ray Systems

July 2023

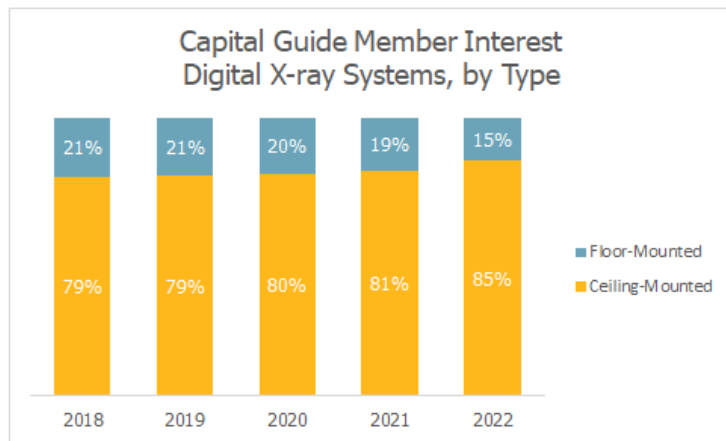
### Executive Summary

We track overall member interest in digital X-ray systems which has... These imagers can be classified as either ceiling-mounted or floor-mounted. Quoted prices are compared between the two types of systems.

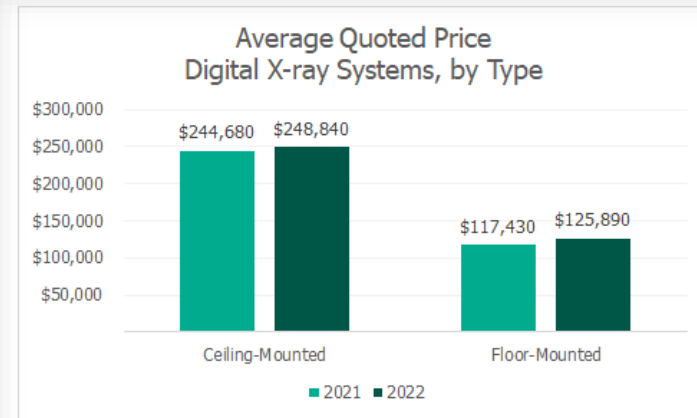
## PROCUREMENT TRENDS Digital X-ray Systems



Digital X-ray systems (also referred to as general-purpose radiographic systems) are used to perform routine diagnostic X-ray procedures provided by most hospitals, freestanding clinics, physician offices, and urgent care centers. The most basic systems produce individual still images which allow for the examination and differentiation of internal organs and tissue structures. More than 60% of all radiographs taken for routine examinations of the skull, respiratory organs, and skeletal system are produced by general-purpose table systems.



From 2018 to 2022, member interest in ceiling-mounted systems increased from 79% to 85% of all digital X-ray systems. Ceiling-mounted systems are more advantageous in that they open up the floor space and allow the practitioner/technologist to work around the patient and provide an overall benefit to the workflow within the examination room. Also, ceiling-mounted systems can move around the patient to facilitate better positioning and accommodate patients with mobility issues.



Our database indicates that the average quoted price of ceiling-mounted digital X-ray systems was \$244,680 in 2021. In 2022, the average quoted price increased by 2% to \$248,840. Meanwhile, the average quoted price of floor-mounted digital X-ray systems increased by 7% from \$117,430 to \$125,890.



# Device Comparison Guide: Capital

Largest database of comparative medical equipment

- Largest database of comparative medical equipment
- Specs on over 21,000 domestic and international products
- Includes discussions on operation importance, clinical applications and projected costs/value
- Report updates every 12 to 18 months
- New models can be added within hours if technical specifications are available







Device Comparison Guide

Product Comparison > Aspirators, Surgical > Product Listing > Comparison Chart

COMPARISON CHART - ASPIRATORS, SURGICAL

ECRI RECOMMENDATIONS SORTED BY: Manufacturer A-Z

PRINT EXPORT RESET UNDO KEY SPECIFICATION

	 Surgical Aspirators	 SB-10mkII Acoma Medical Industry Co Ltd	 Master Ardo medical AG	 Atlas Suction Pump, Electric Operated Atlas Surgical Co	 ATMOS C 361 ATMOS MedizinTechnik GmbH & Co KG	 ATMOS S 351 ATMOS MedizinTechnik GmbH & Co KG
MANUFACTURER						
WHERE MARKETED		Africa, Asia	Worldwide	Worldwide, except USA	Worldwide	Worldwide, except USA
FDA CLEARANCE		No	Yes	No	Yes	No
CE MARK (MDD)		No	Yes	Yes	Yes	Yes
CONFIGURATION		Mobile	Portable, no battery	Portable	Mobile	Mobile
PUMP TYPE		Piston	Piston/cylinder	Diaphragm	Diaphragm	Diaphragm
Number of pumps		1	1	1	1	1
VACUUM LIMIT, mm Hg	≥500	675 (0.09 MPa)	675	760	682.5	675
Free airflow, L/min	25-40	40	50	18	36 ±4	36 ±2
Gauge units	Accurate within 10%, mm Hg	MPa	mm Hg, kPa	mm Hg, kPa	mm Hg, mbar	mm Hg, kPa, mbar

# Device Comparison Guide: Capital

## Device overview

[Device Comparison Guide: Capital - Comparative Data](#)

### Carbon Dioxide Monitors, Transcutaneous; Oxygen Monitors, Transcutaneous

Published 1/1/2022

SAVE

PRINT

DOWNLOAD

Summary

Full Text

References

Supplementary Materials

Classifications

Share

#### Comparison Chart

[Carbon Dioxide Monitors, Transcutaneous; Oxygen Monitors, Transcutaneous](#)

#### Scope of this Product Comparison

This Product Comparison covers stand-alone and modular monitoring devices that measure the partial pressure of transcutaneous carbon dioxide (tcpCO<sub>2</sub>), transcutaneous oxygen (tcpO<sub>2</sub>), or both, as well as the sensors included with each device. Some models listed in the chart also measure oxygen saturation (SpO<sub>2</sub>).

**These devices are also called:** blood gas physiologic monitors, blood gas transcutaneous monitors, breathing circuit alarms, breathing circuit monitors, operating room monitors, transcutaneous carbon dioxide/oxygen monitors, transcutaneous monitors, transcutaneous oxygen analyzers.

#### Purpose

The tcpCO<sub>2</sub> and tcpO<sub>2</sub> monitors provide noninvasive methods of measuring the partial pressure of carbon dioxide (CO<sub>2</sub>) and oxygen (O<sub>2</sub>), respectively, at the skin surface. These measurements are not always equal to the arterial partial pressure of CO<sub>2</sub> (paCO<sub>2</sub>) and the arterial partial pressure of O<sub>2</sub> (paO<sub>2</sub>) but can be useful indicators of those values. In a hemodynamically stable patient, the relationship between tcpCO<sub>2</sub> and tcpO<sub>2</sub> concentrations and arterial blood gas levels can be an accurate indicator of the oxygenation of peripheral tissues.

#### Principles of Operation

Gas exchange between the blood and the skin takes place slightly below the surface of the skin, at the subepidermal capillary level. O<sub>2</sub> from the O<sub>2</sub>-rich arterial blood diffuses out of the capillaries and exchanges with the CO<sub>2</sub> generated in the tissues as a by-product of cellular metabolism. The blood gases diffuse upward through the stratum corneum (keratin filaments in a matrix lipid and nonfibrous protein), where their partial pressures can be measured.

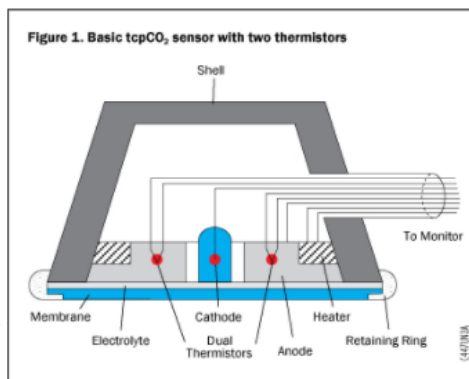
#### TcpO<sub>2</sub> Measurement

The partial pressure of oxygen (pO<sub>2</sub>) at the skin surface is measured by a tcpO<sub>2</sub> sensor, which is a modified polarographic Clark electrode consisting of an anode and cathode of noble metals (usually composed of silver and platinum, respectively), an electrolyte, a semipermeable membrane, and a heating element (see Figure 1). For the sensor to accurately measure pO<sub>2</sub>, an adequate amount of O<sub>2</sub> must diffuse through the skin. However, capillary blood flow at the normal skin surface temperature of 28° to 29°C does not deliver the O<sub>2</sub> required. Moreover, the dense layer of dead cells that compose the stratum corneum (outer layer of the skin) is an effective barrier to O<sub>2</sub> diffusion.

Therefore, a small heating ring inside the transcutaneous sensor is used to raise the skin temperature to 43° to 45°C (the temperature required depends on the patient's age and skin thickness), increasing blood gas diffusion to the skin surface. Heating the skin beneath the sensor significantly increases the supply of arterial blood to the dermal capillary bed by capillary vasodilation and by arterIALIZATION, a process that promotes the opening and expansion of dormant capillaries to accept blood flow and to deliver more O<sub>2</sub> to the tissues. Higher skin temperatures also enhance blood gas diffusion by increasing the rate at which O<sub>2</sub> dissociates from hemoglobin in the red blood cells, by elevating the rate at which the vital cells of the skin consume O<sub>2</sub> and generate CO<sub>2</sub>, and by melting the lipid component of the stratum corneum to facilitate O<sub>2</sub> diffusion across the skin surface.

Because blood flowing beneath the sensor carries away some heat to the rest of the body, the sensor uses a thermistor to monitor and maintain the desired temperature of the heating ring. Many units use two thermistors to control high and low temperature deviations from the set-point temperature. Thermistors can also be set to trigger audible and/or visual alarms in the event that the heating ring temperature exceeds its preset upper and lower limits. In some units, the heating power in milliwatts is displayed on the monitor and can be printed out.

After permeating the skin surface, O<sub>2</sub> diffuses through the sensor's membrane. This membrane has diffusion properties similar to those of the skin, so the rate of O<sub>2</sub> diffusion is not affected and the tcpO<sub>2</sub> measurement reflects the paO<sub>2</sub> levels. Some common types of membrane materials used are Teflon, polyethylene, and polypropylene. The O<sub>2</sub> then dissolves in the electrolyte, where a voltage applied between the anode and the cathode reduces the O<sub>2</sub> to hydroxyl ions. The current generated by this reaction is directly proportional to the paO<sub>2</sub> and is converted to millimeters of mercury (mm Hg) for display on the monitor. Solid-state electrodes are generally considered more stable.



# Device Comparison Guide

## Request for Proposal Template

[Carbon Dioxide Monitors, Transcutaneous; Oxygen Monitors, Transcutaneous](#)

[View All Device Comparison Guide RFPs](#)

RFP templates — international standard tender documents templates (MS Excel files) easily customized to be used for procurement of medical technology

**ECRI** | The Most Trusted Voice in Healthcare

## Welcome to RFP Template for Carbon Dioxide Monitors, Transcutaneous; Oxygen Monitors, Transcutaneous

This template allows you complete the necessary contact information, define your equipment criteria, and compare results against ECRI's Recommended Specifications.

[Click here to start! Complete your Contact Information](#)

**Navigation Options**

[Go to TOC](#)

1. Use Table of Contents
2. Use tabs in the spreadsheet
3. Follow command buttons on every worksheet

This RFP Template is designed as a starting point for facilities and should be customized to suit your specific needs. This template does not replace the customized RFPs ECRI produces. If you are a Capital Guide client and require an ECRI custom RFP, please contact us at:

[capitalguide@ecri.org](mailto:capitalguide@ecri.org)

If you are not a Capital Guide client and would like more information about ECRI's custom RFPs, please contact us at:

[capitalguide@ecri.org](mailto:capitalguide@ecri.org)

**Usage Policy Statement:** *This RFP Template is provided to you as a reference and is not intended to be construed as legal advice. Before issuing this RFP Template, ECRI suggests you seek the advice of legal counsel. This RFP Template, in part or whole, is not to be duplicated or distributed for commercial purposes.*

Technical Specifications—General Requirements		This section offers a brief—and not necessarily all-inclusive—guideline rather than a complete itemization. It is required, however, that those who have provided recommendations for minimum operating recommendations stating whether their devices meet these specifications.
<b>Carbon Dioxide Monitors, Transcutaneous; Oxygen Monitors, Transcutaneous</b>		
Manufacturer		<b>ECRI'S RECOMMENDED SPECIFICATIONS</b> tcpCO2/tcpO2 Monitors
WHERE MARKETED		
FDA CLEARANCE		
CE MARK (MDD)		
MODULAR/STAND-ALONE		
PATIENT TYPE		Adult, pediatric and neonate preferred
PARAMETERS MEASURED		tcpCO2, tcpO2
MONITOR		
	Measurement range pCO2, mm Hg	≥0-100
	Measurement range pO2, mm Hg	≥0-400
	Measurement accuracy range, mm Hg	tcpCO2 ≤3; tcpO2 ≤5
	Temperature range, °C	37-45
		Increments, °C
		Accuracy, °C
	Site change, hr	
	Site timer, hr	
ALARMS		
	High/low tcpCO2, mm Hg	Adjustable
	High/low tcpO2, mm Hg	Adjustable
	Others	Temperature deviations, system malfunction, low sensor polarization
SENSOR		
	tcpCO2	
	tcpO2	
		Anode
		Cathode
	Combination tcpCO2/tcpO2	

# Vendor Guide Plus

## Medical Equipment Purchasing

- Instantly connect to thousands of manufacturers, suppliers, and service companies worldwide
- Quickly narrow down device selection and move health technology purchases forward
  - > 22,400 medical equipment manufacturers and distributors worldwide
  - > 12,000 product categories

The screenshot displays the Vendor Guide Plus interface. At the top, there's a 'Vendor Guide' header and a 'Your browsing history' link. Below this is a search section with a 'Search By' dropdown menu containing radio buttons for 'Devices', 'Suppliers' (selected), and 'Service Company'. There are also links for 'Additional Search Options' such as 'Supplier Index' and 'Trade Name Index'. The search area is divided into two columns: 'Search Suppliers' with a 'Keyword' input field and a 'SEARCH' button, and 'Quick Search' with an input for 'ECRI Institute Device Code (5 digit) or Company Code (6 digit)' and another 'SEARCH' button. Below the search area are filters for 'Continents' (North America, South America, Europe) and 'Countries (in Asia)' (India, People's Republic of China). The main content area shows the profile for 'Shenzhen Mindray Bio-Medical Electronics Co Ltd [453646]', including a 'Return to Company Search' link and navigation tabs for 'Complete Profile', 'Executive Contacts', 'Trade Names', 'Product Listings', 'General Information', 'Related Companies', and 'Equipment Services'. The 'Company Details' section lists the company name, address (Mindray Building Keji 12th Road South, High-Tech Industrial Park Nanshan District, Shenzhen Guangdong Prov 518057, People's Republic of China), phone (86 (755) 26582888), fax (86 (755) 26582500), and website (http://www.mindray.com). The 'General Information' section provides details on company type (Manufacturer and exporter), distribution (Sells through dealers), geographic sales area (Worldwide), year business started (1991), fiscal year (January - December), and products formerly sold under (Mindray Medical International Ltd [291060] and Caymans Mindray Medical Electronic (Shen Zhen) Co Ltd [366850]).

# Vendor Guide Plus

- Universal Medical Device Nomenclature System (UMDNS)
  - Updated monthly
  - Covers all medical devices and supplies, clinical laboratory equipment and reagents, selected hospital furniture, systems and test equipment.

Capital preferred terms: These are the preferred terms, filtered down to capital equipment only.

In addition, the Product Categories Thesaurus, in PDF format, can be very useful for searching the nomenclature. It allows users browse cross reference/search terms and be guided to the appropriate preferred term and code.

## Vendor Guide Plus Data Files

Vendor Guide Plus is updated monthly.

The August 2023 Universal Medical Device Nomenclature System (UMDNS) is currently available and includes: 30,940 Entry terms and 13,244 Preferred terms..

## UMDNS Data

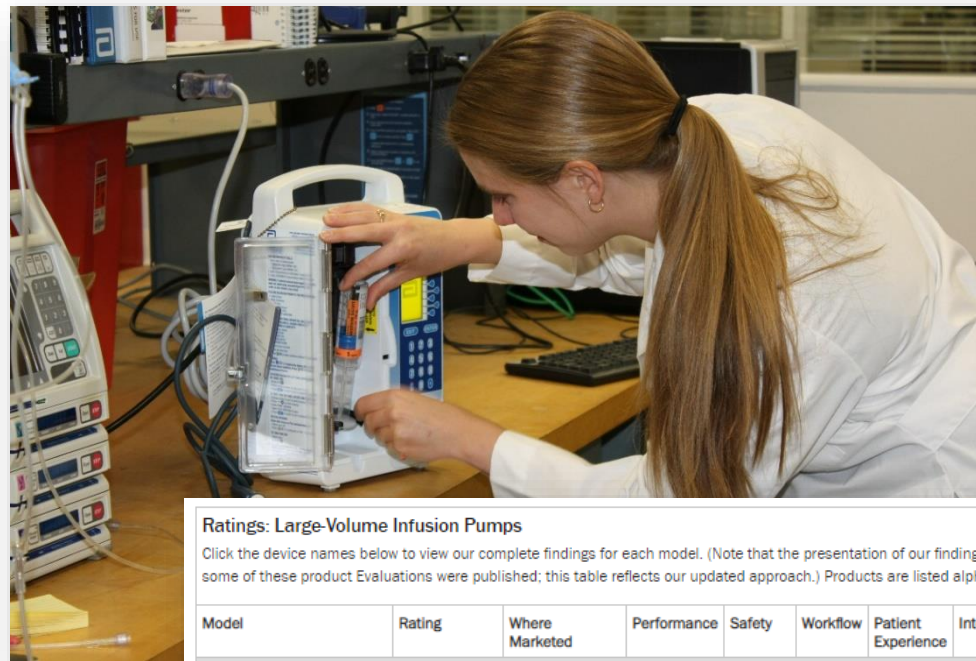
- Device Concepts:
- Concept Definitions

11127	Testers, Defibrillator
11132	Defibrillators
11134	Defibrillators, External, Manual
11137	Defibrillators, External, Manual, Line-Powered-Only
11145	Water Purification Systems, Filtering/Deionization

# Evaluation & Guidance

In-depth evaluations and comparative ratings on healthcare products & expert guidance on hot technology topics

- Backed by independent analysis and onsite laboratory testing
- Expert guidance and objective recommendations on current technology issues like alarms, health IT, robotic surgery, radiation hazards



**Ratings: Large-Volume Infusion Pumps**

Click the device names below to view our complete findings for each model. (Note that the presentation of our findings, including how we categorize our judgments, has been reformulated since some of these product Evaluations were published; this table reflects our updated approach.) Products are listed alphabetically by supplier.

Model	Rating	Where Marketed	Performance	Safety	Workflow	Patient Experience	Interoperability	Cybersecurity	Maintenance	User Experience	Cost of Ownership (Estimated)
<b>Models with Dose Error Reduction Systems (DERS)</b>											
<a href="#">B. Braun Infusomat Space</a> Last updated 7/2020	★★★★★ (with pump integration) ★★★★★ (without pump integration)	Worldwide	Good	Good	Good	Not evaluated	Excellent (with integration) Not evaluated (without integration)	Good	Excellent	Not evaluated	\$4,800,000 (over 10 years)
<a href="#">B. Braun Outlook 400ES</a> Last updated 8/2015	★★★★★	Canada, U.S.	Good	Fair	Fair	Not evaluated	Good	Not evaluated	Good	Not evaluated	Not evaluated
<a href="#">Baxter Sigma Spectrum</a> Last updated 10/2016	★★★★★ (with pump integration) ★★★★★ (without pump integration)	Canada, Puerto Rico, U.S.	Fair	Good	Excellent	Not evaluated	Fair (with integration) Not evaluated (without integration)	Not evaluated	Fair	Not evaluated	No details available (with integration) \$4,800,000 (without integration, over 10 years)
<a href="#">Baxter Spectrum IQ</a> Last updated 4/2020	★★★★★ (with pump integration) ★★★★★	Canada, Puerto Rico, U.S.	Good	Excellent	Good	Not evaluated	Good (with pump integration) Not evaluated	Good	Good	Not evaluated	\$4,400,000 (without integration, over 10 years)



# Evaluation & Guidance

Ratings: Large-Volume Infusion Pumps											
Click the device names below to view our complete findings for each model. (Note that the presentation of our findings, including how we categorize our judgments, has been reformulated since some of these product Evaluations were published; this table reflects our updated approach.) Products are listed alphabetically by supplier.											
Model	Rating	Where Marketed	Performance	Safety	Workflow	Patient Experience	Interoperability	Cybersecurity	Maintenance	User Experience	Cost of Ownership (Estimated)
<b>Models with Dose Error Reduction Systems (DERS)</b>											
<a href="#">B. Braun Infusomat Space</a> Last updated 7/2020	★★★★★ (with pump integration) ★★★★★ (without pump integration)	Worldwide	Good	Good	Good	Not evaluated	Excellent (with integration) Not evaluated (without integration)	Good	Excellent	Not evaluated	\$4,800,000 (over 10 years)
<a href="#">B. Braun Outlook 400ES</a> Last updated 8/2015	★★★★★	Canada, U.S.	Good	Fair	Fair	Not evaluated	Good	Not evaluated	Good	Not evaluated	Not evaluated
<a href="#">Baxter Sigma Spectrum</a> Last updated 10/2016	★★★★★ (with pump integration) ★★★★★ (without pump integration)	Canada, Puerto Rico, U.S.	Fair	Good	Excellent	Not evaluated	Fair (with integration) Not evaluated (without integration)	Not evaluated	Fair	Not evaluated	No details available (with integration) \$4,800,000 (without integration, over 10 years)
<a href="#">Baxter Spectrum IQ</a> Last updated 4/2020	★★★★★ (with pump integration) ★★★★★	Canada, Puerto Rico, U.S.	Good	Excellent	Good	Not evaluated	Good (with pump integration) Not evaluated	Good	Good	Not evaluated	\$4,400,000 (without integration, over 10 years)

# Evaluation & Guidance

## Cybersecurity – Standard in device evaluations

**Ratings: Syringe Pumps**

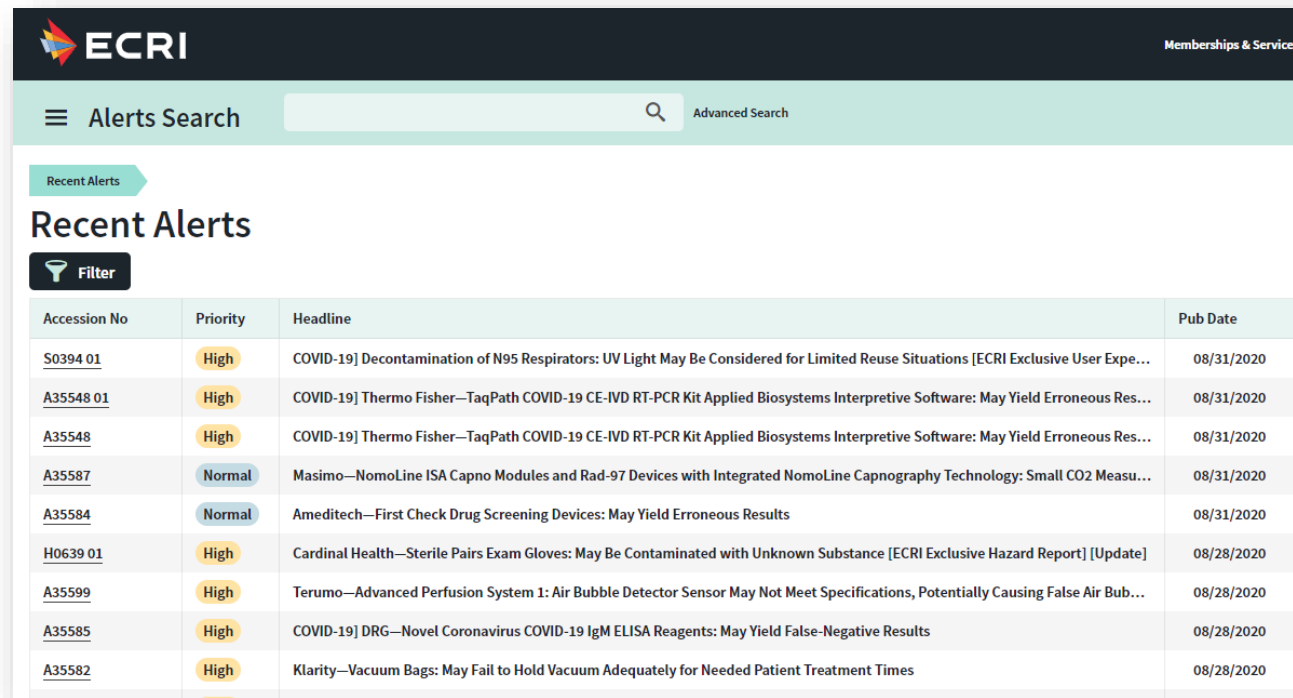
Click the product names below to view our complete findings. Models are listed alphabetically by supplier.

Model	Rating	Where Marketed	Performance	Safety	Workflow	Patient Experience	Interoperability	Cybersecurity	Maintenance	User Experience	Cost of Ownership (Estimated) for 50 Pumps over 10 Years
<a href="#">B. Braun Perfusor Space</a> Last updated 5/2021	★★★★☆	Worldwide	Good	Excellent	Good	Not evaluated	Good	Good	Excellent	Not evaluated	\$250,000
<a href="#">BD Alaris Syringe Module</a> Last updated 3/2019 <b>Note:</b> <a href="#">Available only with certificate of medical necessity</a>	★★★★☆	Worldwide	Good	Fair	Good	Not evaluated	Excellent	Good	Poor	Not evaluated	\$1,200,000
<a href="#">Smiths Medical Medfusion 4000</a> Last updated 3/2019	★★★★☆	Worldwide	Good	Fair	Good	Not evaluated	Good	Good	Good	Not evaluated	\$460,000

# Hazards & Recalls

Vital hazard and recall information from the largest problem reporting network

- Critical safety information e-mailed weekly to minimize the chance of missed alerts
- Access exclusive reports and guidance based on problem reports submitted to ECRI by thousands of hospitals worldwide
- ECRI regularly investigates, reports, and frequently corrects the information provided by third parties
- International database to ensure patient safety



The screenshot shows the ECRI Alerts Search interface. At the top, there is a search bar with the text "Alerts Search" and a magnifying glass icon. To the right of the search bar is the text "Advanced Search". Below the search bar is a "Recent Alerts" section with a "Filter" button. The main content is a table with the following columns: "Accession No", "Priority", "Headline", and "Pub Date".

Accession No	Priority	Headline	Pub Date
<a href="#">S0394 01</a>	High	COVID-19] Decontamination of N95 Respirators: UV Light May Be Considered for Limited Reuse Situations [ECRI Exclusive User Expe...	08/31/2020
<a href="#">A35548 01</a>	High	COVID-19] Thermo Fisher—TaqPath COVID-19 CE-IVD RT-PCR Kit Applied Biosystems Interpretive Software: May Yield Erroneous Res...	08/31/2020
<a href="#">A35548</a>	High	COVID-19] Thermo Fisher—TaqPath COVID-19 CE-IVD RT-PCR Kit Applied Biosystems Interpretive Software: May Yield Erroneous Res...	08/31/2020
<a href="#">A35587</a>	Normal	Masimo—NomoLine ISA Capno Modules and Rad-97 Devices with Integrated NomoLine Capnography Technology: Small CO2 Measu...	08/31/2020
<a href="#">A35584</a>	Normal	Ameditech—First Check Drug Screening Devices: May Yield Erroneous Results	08/31/2020
<a href="#">H0639 01</a>	High	Cardinal Health—Sterile Pairs Exam Gloves: May Be Contaminated with Unknown Substance [ECRI Exclusive Hazard Report] [Update]	08/28/2020
<a href="#">A35599</a>	High	Terumo—Advanced Perfusion System 1: Air Bubble Detector Sensor May Not Meet Specifications, Potentially Causing False Air Bub...	08/28/2020
<a href="#">A35585</a>	High	COVID-19] DRG—Novel Coronavirus COVID-19 IgM ELISA Reagents: May Yield False-Negative Results	08/28/2020
<a href="#">A35582</a>	High	Klarify—Vacuum Bags: May Fail to Hold Vacuum Adequately for Needed Patient Treatment Times	08/28/2020



## The List for 2023

1. Gaps in Recalls for At-Home Medical Devices Cause Patient Confusion and Harm
2. Growing Number of Defective Single-Use Medical Devices Puts Patients at Risk
3. Inappropriate Use of Automated Dispensing Cabinet Overrides Can Result in Medication Errors
4. Undetected Venous Needle Dislodgement or Access-Bloodline Separation during Hemodialysis Can Lead to Death
5. Failure to Manage Cybersecurity Risks Associated with Cloud-Based Clinical Systems Can Result in Care Disruptions
6. Inflatable Pressure Infusers Can Deliver Fatal Air Emboli from IV Solution Bags
7. Confusion Surrounding Ventilator Cleaning and Disinfection Requirements Can Lead to Cross-Contamination
8. Common Misconceptions about Electrosurgery Can Lead to Serious Burns
9. Overuse of Cardiac Telemetry Can Lead to Clinician Cognitive Overload and Missed Critical Events
10. Underreporting Device-Related Issues May Risk Recurrence

# Hazards & Recalls

Recent Alerts

Filter

Accession No	Priority	Headline	Pub Date	FDA Class
<a href="#">S0394 01</a>	High	COVID-19) Decontamination of N95 Respirators: UV Light May Be Considered for Limited Reuse Situations [ECRI Exclusive User Expe...	08/31/2020	
<a href="#">A35548 01</a>	High	COVID-19) Thermo Fisher—TaqPath COVID-19 CE-IVD RT-PCR Kit Applied Biosystems Interpretive Software: May Yield Erroneous Res...	08/31/2020	
<a href="#">A35548</a>	High	COVID-19) Thermo Fisher—TaqPath COVID-19 CE-IVD RT-PCR Kit Applied Biosystems Interpretive Software: May Yield Erroneous Res...	08/31/2020	
<a href="#">A35587</a>	Normal	Masimo—NomoLine ISA Capno Modules and Rad-97 Devices with Integrated NomoLine Capnography Technology: Small CO2 Measu...	08/31/2020	
<a href="#">A35584</a>	Normal	Ameditech—First Check Drug Screening Devices: May Yield Erroneous Results	08/31/2020	
<a href="#">H0639 01</a>	High	Cardinal Health—Sterile Pairs Exam Gloves: May Be Contaminated with Unknown Substance [ECRI Exclusive Hazard Report] [Update]	08/28/2020	
<a href="#">A35599</a>	High	Terumo—Advanced Perfusion System 1: Air Bubble Detector Sensor May Not Meet Specifications, Potentially Causing False Air Bub...	08/28/2020	
<a href="#">A35585</a>	High	COVID-19) DRG—Novel Coronavirus COVID-19 IgM ELISA Reagents: May Yield False-Negative Results	08/28/2020	
<a href="#">A35582</a>	High	Klarity—Vacuum Bags: May Fail to Hold Vacuum Adequately for Needed Patient Treatment Times	08/28/2020	Class II
<a href="#">A35574</a>	High	DTR Medical—Tibbs Arterial Cannulae: Cone End May Separate from Luer Connector Needle	08/28/2020	
<a href="#">A35566</a>	Normal	Pharmaceutical Innovations—Ultra/Phonic Focus BP Conformir	08/28/2020	Class II
<a href="#">A35410</a>		LivaNova—Sterile Disposable Connectors: May Be Mislabeled	08/28/2020	Class III

**Accession Number** – Unique identifying number to each alert

**ECRI Priority level (Critical, High, Normal)** – based on risk of harm if problem is not resolved

# Hazards & Recalls

Accession Number: A38665 01

ECRI Priority: **Critical**

Published: 02/01/2022

Channel: Devices

FDA: Not Specified

Last Updated: 02/01/2022

**McKesson—Medtronic MiniMed Insulin Pumps: New and Replacement Pumps May Not Be Pre-Programmed with Basal Rates or Other Verified Settings**

Product Identifier: +

Manufacturer(s):

Medtronic Diabetes USA, 18

Distributor(s):

McKesson Corp, 6555 State

Summary:

Update Reason: Distributor subrecall. This Alert provides information on a McKesson subrecall of the above products based on a January 27, 2022, Urgent Medical Device Correction letter. For information on the recall initiated by Medtronic, see Alert A38665.

Problem:

In a January 2022 Urgent Medical Device Correction letter, Medtronic stated that some MiniMed pumps may not be pre-programmed with their basal rates or other verified settings (i.e., bolus wizard setting). Medtronic also states that it has received reports of serious injuries related to not setting basal rates. The firm has received one report of death; however, basal rates are not set in the pump when they should be, which may lead to life-threatening diabetic ketoacidosis (DKA). The manufacturer provides the following instructions:

**Action Needed:**

Determine whether you have any patients with affected pumps. If you have, contact your distributor for more information on the Medtronic January 2022 Urgent Medical Device Correction and copy of the Medtronic January 2022 Urgent Medical Device Correction letter. For information on the recall initiated by Medtronic, see Alert A38665. Medtronic provides the following instructions:

**Action needed** – Guidance on next steps to take if you have an affected product in your inventory

**Source Documents** – Download letters, documents from original source

Geographic Region(s):

(Impact in additional regions has not been identified or ruled out at the time of this posting), U.S.

Suggested Distribution:

Clinical/Biomedical Engineering, Nursing, Pediatrics, Diabetes Education/Coordination, Home Care, Endocrinology, IV Therapy

Comment:

- This alert is a living document and may be updated when ECRI receives additional information.

Source Documents:

Download	Posted	Source	Description
	02/01/2022	Distributor	McKesson reference no. 22-001
	02/01/2022	Distributor	Medtronic letter

Accession Number: A38665 01

ECRI Priority: **Critical**

Published: 02/01/2022

Channel: Devices

FDA: Not Specified

Last Updated: 02/01/2022

McKesson—Medtronic MiniMed Insulin Pumps: New and Replacement Pumps May Not Be Pre-Programmed with Basal Rates or Other Verified Settings

Product Identifier: +

Manufacturer(s):

Medtronic Diabetes USA, 18000 Devonshire St, Northridge, CA 91325-1219, United States

Distributor(s):

McKesson Corp, 6555 State Hwy 161, Irving, TX 75039, United States

Summary:

Update Reason: Distributor subrecall. This Alert provides information on a McKesson

**Serial numbers,  
Batch/Lot, Models  
numbers**

Product Identifier: -

[Capital Equipment]

Product	Medtronic Diabetes USA Model	Model No.
Insulin Pumps	MiniMed 620G	MMT-1750
	MiniMed 630G	MMT-1715, MMT-1754, MMT-1755
	MiniMed 640G	MMT-1711, MMT-1712, MMT-1751, MMT-1752
	MiniMed 670G	MMT-1740, MMT-1741, MMT-1742, MMT-1760, MMT-1761, MMT-1762, MMT-1780, MMT-1781, MMT-1782
	MiniMed 720G	MMT-1809, MMT-1810, MMT-1859, MMT-1860
	MiniMed 740G	MMT-1811, MMT-1812, MMT-1861, MMT-1862
	MiniMed 770G	MMT-1880, MMT-1881, MMT-1882, MMT-1890, MMT-1891, MMT-1892
	MiniMed 780G	MMT-1884, MMT-1885, MMT-1886, MMT-1895, MMT-1896

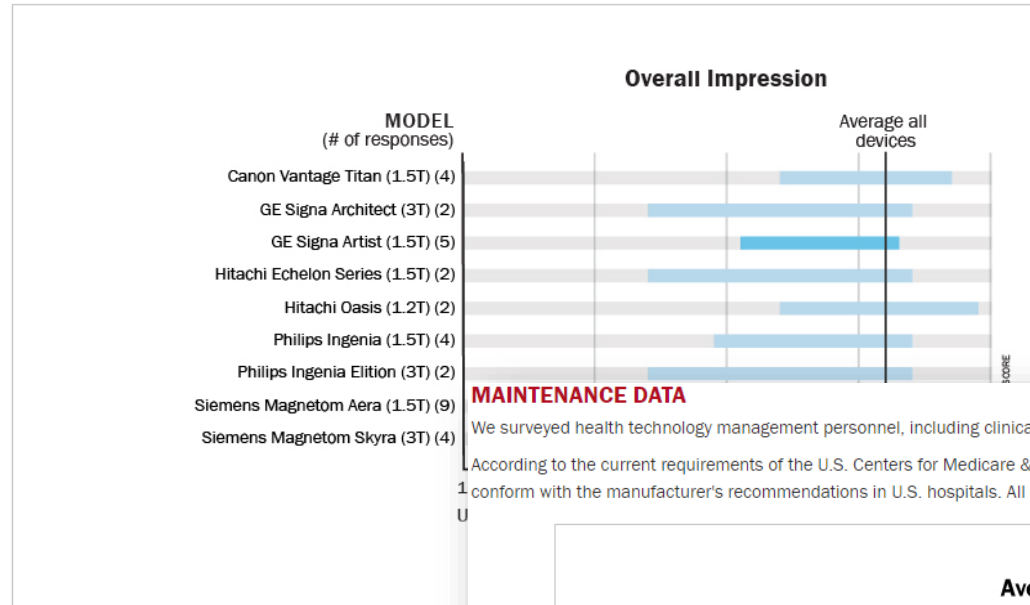
# User Experience

- User survey results on popular health technologies
  - Overall impression
  - Ease of use
  - Feature set
  - Performance
  - Reliability
  
- Provides insights on the latest user experience information, maintenance data

## USER OPINIONS OF MRI SCANNERS

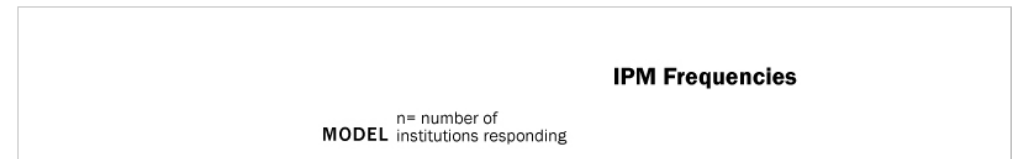
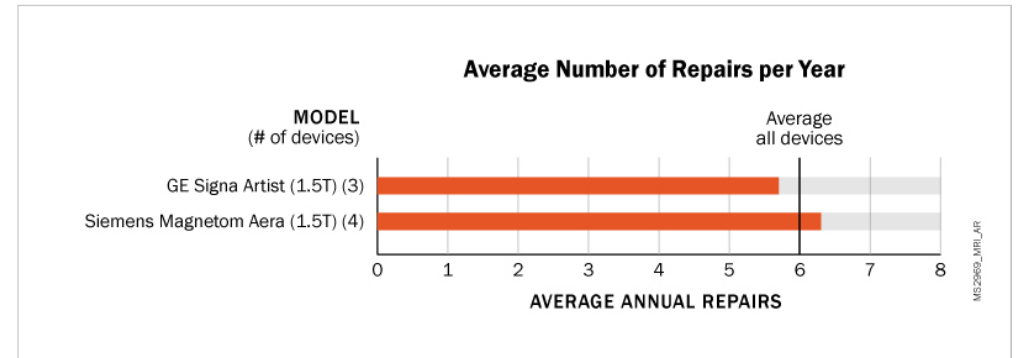
The blue bars show the 90% confidence interval around the average rating. The darker the bar, the greater the number of responses that were used in the calculation of the confidence interval.

User opinions may differ from the ratings published in *Health Devices*. Any notable discrepancies are discussed in our Evaluations.



## MAINTENANCE DATA

We surveyed health technology management personnel, including clinical and biomedical engineers, about their experience with these products. According to the current requirements of the U.S. Centers for Medicare & Medicaid Services, preventive maintenance activities and intervals must conform with the manufacturer's recommendations in U.S. hospitals. All data presented below was received from U.S. hospitals.



# Device Evaluation Webinars

Free access to webinar archive on health devices

## Device Evaluation Webinar Archive

Members receive free access to our interactive webinars on topics of interest to the healthcare community. Here's a list of past webinars, including recordings in MP4 format and associated materials.

### 2023

- [A Look Inside ECRI's Device Testing Process](#) (May 24, 2023)
- [Environmental Cleaning and Disinfection: Break the Chain of Infection](#) (March 22, 2023)
- [Home-Use Device Recalls: What You Need to Know to Mitigate Risk and Protect Patients](#) (February 1, 2023)

### 2022

- [Mergers and Acquisitions: Assessing the Technology](#) (November 16, 2022)
- [Exploring the Evidence and Devices Designed to Prevent Ventilator-Associated Pneumonia](#) (October 26, 2022)
- [State of Artificial Intelligence: Viewpoints from ECRI Clinical and Technical Experts](#) (September 28, 2022)
- [In-Lab Testing: Device to Reduce Risk of IV Site Infiltrations](#) (August 24, 2022)
- [Helping Patients with Recalled Philips CPAP Devices Used in Home](#) (June 23, 2022)
- [ENFit: The Time Is Now](#) (May 19, 2022)
- [Incidents Happen: Are You Prepared?](#) (April 27, 2022)
- [Medical Device Safety: How Can You Make a Difference?](#) (March 16, 2022)
- [Navigating Supply Disruption: Collaboration and Information Sharing as a Strategy](#) (February 24, 2022)
- [Cybersecurity Incidents—A Threat to Patient Safety and Healthcare Delivery](#) (January 26, 2022)



## WEBCAST RECORDING



### Home-use Device Recalls: What You Need to Know to Mitigate Risk and Protect Patients

View a recording from the February 1, 2023, live-streamed lab webcast, "Home-Use Device Recalls: What You Need to Know to Mitigate Risk and Protect Patients."



Length: 0:00.

## SUPPLEMENTARY MATERIALS

### Examples of Home Use Devices Subject to Recall

- CPAPs
- AEDs
- Blood glucose monitors
- Syringes
- Thermometers

### Recommendations for Healthcare Providers and Medical Device Providers

1. Maintain a list of devices you know your patients are using
2. Encourage patients to register their devices
3. Assign personnel to contact patients affected by a recall
4. Be ready to explain to patients what a recall is and what action is needed





# Thank you



**ECRI**

The Most Trusted  
Voice in Healthcare