












# Distributor Reference Guide

## Home Infusion

### Call Points and Competitors





CALL POINTS										
Product Category	Reference Image	Key Product Descriptor	Frequently Used Item Numbers	Primary Competitors	Home Infusion Therapy	LTC	Closed Shop	LTACH	Rehab	SNF
IV Solutions		B. Braun is the only supplier offering a full line of IV solutions in containers not made with DEHP or PVC	IV: L7500; L7501; L7502; L8000; L8001; L8002	Baxter, ICU Medical, Fresenius	x	x	x	x	x	x
Parenteral Nutrition		Full portfolio of parenteral nutrition solutions such as: Specialty and standard amino acids, lipid injectable emulsions, concentrated dextrose, sterile water for injection, and concentrated Potassium Chloride; containers not made with DEHP, PVC, or natural rubber latex	S9010-SS, S4500; S8705; S4600, S4601, S4603; S8505, S8506; S9402-11,	Baxter, ICU Medical, Fresenius Kabi	x	x	x	x		
IV Administration and Extension Sets, Rate Flow		Available with a variety of different lengths, components and configurations to meet your individual needs, including Rate Flow® Regulator options; robust portfolio of sets not made with DEHP, PVC or natural rubber latex.	352640, 352636, 352641, 352901, V1921, V5922	ICU Medical, Baxter, Medline, BD, Trucare, Wolf Medical	x	x	x	x	x	x
Needleless Connectors		<b>CARESITE® Positive Displacement Needleless Connector</b> Positive displacement feature designed to help reduce catheter occlusions. Available as stand-alone connectors or connectors incorporated into extension sets	415122	ICU Medical, BD	x	x	x	x	x	x
		<b>CARESITE Micro™ Needleless Connector</b> First and only neutral connector not made with BPA and manufactured with drug-resistant material	415400	ICU Medical	x	x	x	x	x	x
		<b>NEXUS TKO® Anti-Reflux Needleless Connector</b> Anti-reflux technology designed to help prevent catheter occlusions	BB4650	ICU Medical	x	x	x	x	x	x
Drug Delivery		<b>DUPLEX® Container</b> Ready-to-use, room temperature, two compartment container: pre-measured drug and diluent; e.g. Cefazolin, Meropenem (multiple drug families available)	3103-11, 3105-11, 3183-11, 3185-11	Baxter		x	x	x	x	x
		<b>addEASE® Binary Connector</b> Designed with a 17 Ga. cannula which allows assembly to the PAB® and/ or 250 mL EXCEL® IV Containers with less connection force. These are for exclusive use with the B. Braun PAB® and 250 mL EXCEL® IV Containers	N7995, BC1300, BC2000	Baxter, Vial2Bag	x	x	x	x	x	x
Closed System Transfer Device (CSTD)		<b>OnGuard® 2 CSTD</b> Closed system designed to prevent hazardous drug exposure when mixing and administering hazardous drugs and for USP <800> compliance	412161, 412143, 412160, 412163, 412162, 412174, 412181, 412166, 412167, 412168, 412169	BD, Equashield, ICU Medical	x					x
Short-term/Long-term Elastomeric Pump		<b>Easy pump® ST/LT Elastomeric Pump</b> For short (0.5 hrs to 4 hrs) and long-term (25 hrs to 54 hrs) infusions, various sizes and infusion rates	4540040-02, 4540050-02, 4540046-02	Avanos, Progressive Medical	x	x				
Smart Infusion Pump		<b>Space® Infusion System</b> Standardized platform for smart large volume, syringe, and PCA pumps with drug library and available wireless and EMR integration, dedicated pump sets required	Infusomat® Space®: 639-003; 639-004 (wireless) Perfusor® Space®: 639-002; 639-001 (wireless) Perfusor® PCA Syringe Pump: 8713080U and lockbox 8713330	Baxter, BD, ICU Medical		x		x	x	x
Safety IV Catheters		<b>Introcan Safety® Family of Catheters</b> Safety IV catheters with fully automatic passive safety, available with blood control and in ultra-long lengths designed for deep access and difficult veins	4242002-02, 4242004-02, 4242006-02, 4242014-02	BD, Smiths Medical	x	x	x	x	x	x
Catheter Securement Devices		<b>Clik-FIX® Catheter Securement Device</b> is designed to reduce the risk of dislodgement and accidental removal. Available in peripheral, PICC, neonatal and universal securement devices	PCS-1011, WCS-1006, WCS-1000B	BD, Grip-Lok	x	x		x	x	x
Port Access Needle		<b>Surecan® Safety</b> Power injectable port access needle with a safety mechanism designed to reduce the risk of needlestick injuries; suitable for power injections up to 325 psi (multiple sizes and lengths available); MRI conditional	4447005-02, 4447006-02, 4447007-02	BD, Smiths Medical, Bard, Kawasumi	x	x		x	x	x
Compounding		<b>APEX® Compounding System</b> Dual-drive filling technology for precise automated delivery of macro and micro ingredients, 26-lead, preassembled, numbered, and barcoded transfer sets designed to eliminate the possibility of transposing solution lines and reduce the risk of contamination	AX1000	Baxter (Baxa), EM2400, EM1200	x					x
		<b>Pinnacle® TPN Management System</b> Designed to reduce TPN preparation time, helps promote safety and compliance with automatic, real-time checks	PC1000	Baxter (Baxa), EM2400, EM1200	x					x

# High Level Market Questions

## General Questions

Are you providing IV therapy?

What kind of pumps do you use? (e.g., elastomeric, large-volume, ambulatory)

What kind of IV catheter(s) and/or port access device(s) do you use? Would you be open to a trial?

Are you affiliated with a GPO? Are you eligible for better price points per the contract?

## IV Solutions & Nutrition

Who is your current IV solutions and nutrition supplier?

Are you currently under any committed contracts for your IV supplies that would affect your decision to switch?

## CSTD and Admixture

Do you compound antibiotics and/or chemotherapy?

If yes, do you use a Closed System Transfer Device (CSTD)?

If so, which one?

What system do you use for compounding and administration of antibiotics?

(e.g., AddEASE®, Mini-bag Plus, Vial Mate, Vial2Bag, Needles/Syringes)

Do you use any pre-mix antibiotics?

## Compounding

What is the biggest challenge you face daily related to TPN compounding?

What compounder are you currently using?

How many TPN patients do you currently service? Do you compound for pediatric patients?

## Elastomeric/Pumps

Which elastomeric device do you currently use?

How do you administer your antibiotics or chemotherapy to your patients at home?

(e.g., elastomerics, Rate Flow®, ambulatory pumps, pole mounted pumps, IV Push)



Please let us know how we can help you in the field.  
Contact us: 1-888-376-4155