

# PURCHASERS, IT'S A FACT:

ARROWg<sup>ard</sup>® can save you hundreds of thousands of dollars per year

Why wouldn't you eliminate antiseptic solutions, such as skin preps and hand soap, to save money? Because they cost much, much less than the infections they prevent. Arrow catheters impregnated with our ARROWg<sup>ard</sup> antimicrobial technology deliver precisely the same benefit over unprotected catheters.

Studies show the typical hospital has a CRBSI rate of just 3 to 5 percent. And according to the CDC, the cost of treating a single CRBSI can reach \$56,000 or more due to pharmacy charges, catheter changes, additional days in the ICU, lab tests and extended hospital stays.<sup>1</sup>

Trying to cut those costs by using an unprotected catheter or a catheter without clinical data to support its value can actually backfire.

### WHY DO INEXPENSIVE CATHETERS COST YOU SO MUCH?

Let's assume you pay \$60 for an unprotected catheter. Even if your institution's CRBSI rate is only 3 percent (3 out of every 100 catheters placed), and it costs just \$34,508 to treat each CRBSI, that's equivalent to paying an extra charge of \$1,035 per catheter. Multiply that by the hundreds of catheters you use each year, and the extra cost can be staggering (see chart).

Contrast that with ARROWg<sup>ard</sup>-impregnated catheters. Studies show a dramatic 80 percent drop in catheter-related bacteremia due to ARROWg<sup>ard</sup>.<sup>2</sup> Meaning your facility would prevent at least one infection (and probably more) per every 100 catheters by switching to ARROWg<sup>ard</sup> catheters. More patients would be protected,<sup>3</sup> your hospital would save money and Arrow's catheters would pay for themselves.

*Here's another way to look at it, assuming a 3% infection rate.*

	UNPROTECTED CATHETER	ARROWg <sup>ard</sup> -IMPREGNATED CATHETER
Catheters used per year	500	500
Total infections	15	3 (80% reduction) <sup>2</sup>
Cost per infection	\$ 34,508	\$ 34,508
Total infection cost	\$517,620	\$ 103,524
Cost per catheter	\$ 60	\$ 73
Total catheters + infections	\$547,620	\$ 140,024
<b>Savings using ARROWg<sup>ard</sup></b>		<b>\$407,596</b>

*Could ARROWg<sup>ard</sup> help your institution save even more than this?*  
Ask your Arrow sales representative for details.

For more information, call 800.523.8446 or visit [www.arrowintl.com](http://www.arrowintl.com)

VENOUS ACCESS

**ARROW**  
INTERNATIONAL

**To locate an Arrow Distributor or for ordering information, contact Customer Service at:**

**United States**

Tel: 800.523.8446  
Fax: 800.343.2935

**International**

Tel: +1.610.655.8522  
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[www.arrowintl.com](http://www.arrowintl.com)

**References:**

<sup>1</sup> O'Grady et al. "Guidelines for the Prevention of Intravascular Catheter-Related Infections," *Infection Control Hospital Epidemiology*, Dec. 2002, Vol. 23, Issue 12, pp. 759–69.

<sup>2</sup> Maki, D.G., Stolz, S.M., Wheeler, S., Mermel, L.A. "Prevention of Central Venous Catheter-Related Bloodstream Infection With an Antiseptic-Impregnated Catheter: A Randomized, Controlled Trial," *Annals of Internal Medicine*, August 15, 1997, Vol. 127, Issue 4, pp. 257–266.

<sup>3</sup> Veenstra, D.L., Saint, S., Saha, S., Lumley, T., Sullivan, S.D. "Cost-Effectiveness of Antiseptic-Impregnated Central Venous Catheters for the Prevention of Catheter-Related Bloodstream Infection," *Journal of the American Medical Association*, January 20, 1999, Vol. 281, Issue 3, pp. 261–267.

**Patents:**

ARROWgard/ARROWgard Blue PLUS®: U.S. Patent Nos. 5,019,096, 6,706,024 and 6,872,195

Caution: U.S. federal law limits this device to sale by or on order of a physician. Contents of unopened, undamaged package are sterile. Disposable. Refer to package insert for current warnings, indications, contraindications, precautions and instructions for use.

For additional reference information contact Arrow International, Inc.



**Distribution Worldwide:**

Arrow offices are located in Belgium, Canada, Czech Republic, France, Germany, Greece, India, Italy, Japan, Mexico, Netherlands, Slovakia, South Africa, Spain and the United States.

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