

Vizient Update: COVID-19



March 16, 2020

COVID-19 has now been detected in 146 countries/regions internationally, with 3,244 cases confirmed in the United States as of the afternoon of March 15. Additionally, on March 11, the World Health Organization (WHO) made the assessment that COVID-19 can be characterized as a pandemic.

Vizient continues to monitor the rapidly evolving situation and provide general updates as we learn new information. Below are high-level insights into how the disease is impacting the supply, pharmaceutical and clinical environments.

Note: In response to multiple member inquiries regarding challenges accessing the supplies needed to care for patients, Vizient has implemented a COVID-19 Disaster Response War Room to help manage and triage members' supply constraints. Should you require assistance during these challenging times, we stand prepared to assist your efforts. Please contact us at DisasterResponse@vizientinc.com.

Medical/Surgical Supply Impact:

Below are manufacturing status updates as of March 16:

- **Fisher Scientific** – Powered air-purifying respirators stock is currently depleted, however, 3M, Honeywell and Bullard are delivering product as it becomes available per their allocation process and shipping on a first-in, first-out schedule for orders.
- Masks and other respiratory products are being allocated based on historical purchases. This levels supply for all customers. The primary suppliers are diverting all available product beyond historical purchases – primarily, the ASTM level 1-3 masks and both surgical and industrial N95 respirators – to health care providers in countries experiencing the largest outbreaks.
- On March 11, the Trump Administration issued an executive order to increase the availability of respirators in response to the COVID-19 pandemic. Additionally, he called on the Secretary of Health and Human Services to take all appropriate and necessary steps with respect to general use respirators to facilitate their emergency use by health care personnel in health care facilities and elsewhere.
- **Grainger**
 - **PAPR, decontamination and HazMat products** – All are in short supply. These products are only available through distribution and are mainly manufactured in China. All product is prioritized to first responders and first receivers.
 - **Disinfection (disinfecting and sanitizing wipes)** – Disinfecting and sanitizing wipes are not currently available, and in-stock dates are to be determined.
 - **Hand Hygiene (hand sanitizer, wipes and soap)** – Hand sanitizer and wipes are not currently available, and in-stock dates are to be determined. Hand soap options are currently available.
 - **PPE (eye protection, facemasks/shields, gloves and gowns)** – All products are currently not available – in-stock dates are to be determined. AAMI level 3 and 4 gowns had been on allocation by Grainger over the last several weeks to first responders and receivers only.

- **Other MRO items** – Disposable gloves, respirators, safety glasses, safety goggles, disposable coveralls and disposable safety gowns are not currently available, and in-stock dates are to be determined. N95 respirators had been on allocation by Grainger over the last several weeks to first responders and receivers only.
- **Personal Protective Equipment**
 - **Medline**
 - Currently, exam gloves are at 100% allocation.
 - They are ramping up on surgical gowns, and customers should see relief in 30-45 days.
 - N95 Masks have been unavailable since January.
 - Procedure masks with ear loops are at 65% of volume. If April shipment is on track, masks should arrive early-to-mid May.
 - Surgical masks remain at 100% allocation.
 - PPE is currently at 100% allocation on existing business, however, because all are made in China, the situation could change.
 - **Cardinal**
 - Based on current demand, Cardinal expects extremely limited supply of masks by the end of April.
 - All Cardinal PPE is manufactured in China, and since production there has been halted, no product is shipping.
 - **Halyard/O&M**
 - Halyard is deploying orders weekly at 100%.
 - Current increased demand has led to isolated processing delays.
 - Halyard is limiting direct dropships as this interferes with the deployment of full-truck-load processing.
 - **3M**
 - N95 masks are being produced at full capacity. 400% of capacity since February.
 - 3M does not ship direct.
 - Huge shipment went to DCs on west coast.
 - Manufacturing facility in South Dakota to move to 3 shifts, 7 days a week. Hiring folks on the spot.
 - Currently not shipping anything outside US that is manufactured in US.
- **Hand Sanitizer**
 - Vizient has become aware that several members are experiencing shortages in their preferred hand sanitizer. Please refer to [guidance from the FDA for compounded hand sanitizer](#).
- **Ventilators**
 - **Draeger**
 - Savina 300 – 12 week backorder resulting from large order to support China.
 - Production teams have ramped up to double shifts and they anticipate backorder timing to be reduced significantly within a few weeks.
 - **Philips**
 - Standard delivery for V60 and Trilogy 202 increased from two weeks to four weeks for all new orders.
 - Currently experiencing a minor level of backorder on masks, circuits and supplies, but the situation is subject to change.

- **GE Healthcare**
 - GE Healthcare reports a robust supply chain and global manufacturing footprint for their portfolio of products. They are committed to fulfilling customer orders and are taking steps to ensure their plants continue safe operations. They report diligently working with their suppliers inside and outside of China to meet customer demand and minimize impact on global customers.
- **Covidien**
 - To date, Medtronic has experienced no direct impact of COVID-19 to their operations, but the fluid situation is subject to change. They have indicated they will communicate with customers as appropriate if they are unable to deliver our products or therapies in a timely manner.
- **Hamilton Medical**
 - Two-three month inventory of historical usage in US and Europe.
 - Ability to ramp up manufacturing by 400%.
- **Getinge (formerly MAQUET)**
 - Getinge Servo ventilators are not on allocation and remain on a typical 8-10 week delivery schedule that is prioritized upon receipt of shippable purchase orders.
- **Reference Lab Testing**
 - **ARUP** – ARUP Laboratories began offering COVID-19 testing on March 12, 2020.
 - **Quest Diagnostics** – Quest began offering COVID-19 testing on March 9, 2020.
 - **LabCorp** – LabCorp began offering COVID-19 testing on March 6, 2020.
- **Update from CMS on COVID-19 Testing**
 - On March 12, the CMS hosted an approximately 20-minute conference call with CMS Administrator Verma and FDA Commissioner Hahn as a follow-up to the White House Coronavirus Task Force Meetings earlier in the week. Highlights follow:
 - The call was very specifically focused on COVID-19 testing, test kits, authorization and lab approvals.
 - FDA Commissioner Hahn stated that the FDA is encouraging any CLIA certified labs who are certified for complex testing to develop, test and validate their own COVID-19 test.
 - Labs seeking to validate their own test will only need to notify the FDA. Then, in 15 days, the FDA may want to see their validation data.
 - The FDA offered new a HOTLINE regarding this new testing capability: to 1-888-463-6332
- **Laboratory Equipment**
 - **Luminex Corporation** – Announced its plans, progress and capabilities in assisting laboratories to detect and diagnose cases of COVID-19, saying they have been working on multiple solutions to augment our NxTAG and ARIES offerings in order to facilitate and automate the detection of SARS-CoV-2.
 - **Cepheid** – Cepheid announced that it is developing an automated molecular test for the qualitative detection of 2019-nCoV. The test will be designed for use on any of its 23,000 GeneXpert® Systems placed worldwide and is expected to deliver point-of-care results in about 30 minutes.

Pharmaceutical Supply Impact:

COVID-19 and Potential 340B Impact

There has been a [Public Health Emergency](#) in place regarding COVID-19 since January 27, 2020. Once a Public Health Emergency has been declared, Health Resources & Services Administration (HRSA) may elect to provide exceptions to 340B policy. In past Public Health Emergencies, HRSA posts a notice on its [website](#) to communicate exceptions. Typically, HRSA has permitted immediate enrollment to accommodate temporary care locations. While HRSA has not yet posted any exceptions related to COVID-19, HRSA is monitoring the situation, and best practice for 340B hospitals is to continue to prioritize patient care and document exceptions to 340B standard operating procedure. Health systems have shared that the two highest priority issues have been extending 340B for use on patients in temporary (unregistered) locations, as well as creating procedures and documentation to accommodate an abbreviated medical record for patients.

While HRSA has not provided any guidance specific to disruptions in treatment due to COVID-19, please refer to the HRSA website or contact the Apexus Answers Call Center at 888.340.BPVP (888-340-2787) or via email at apexusanswers@340Bpvp.com.

Supplier Survey and Allocations

The Pharmacy Solutions sourcing team is currently surveying suppliers for active pharmaceutical ingredients (API) and manufacturing locations. The survey was provided to contracted product suppliers of Vizient identified [Essential Medications](#) review, as well as products impacted by the India embargo. The survey will conclude at the end of this week, and this information will be aggregated and used to continue to monitor product access for our members.

As we announced last week, we took initial steps to implement protective allocation for Novaplus-labeled products that are included in the Vizient [Essential Medications](#) review. We are now pursuing to implement allocations for all Essential Medications, both contracted and non-contracted, universally with each Vizient authorized distributor.

Our pharmacy analytics team is also accelerating the building and expansion of our data intelligence model. We currently capture data on product status down to the NDC level and we continue to bring in data that will allow us to provide real-time drug status updates to our Vizient membership.

Finally, this week, the team added a pharmacy-specific tab on the [Vizient Disaster Preparedness](#) website. We are consolidating our distributor and manufacturer updates on this tab. We have also added an in-depth article, [The Effect of COVID-19 PPE Supply Shortages on USP Compliance: Recommendations for Management](#), written by Katrina Harper, one of Vizient's leading experts on USP compliance, that provides guidelines and best practices for member pharmacy teams.

Clinical Impact:

We have formed a Disaster Response Advisory Committee, consisting of chief medical officers, chief nursing officers, supply chain and pharmacy leaders and infectious disease experts who provide us real-time feedback on issues providers are facing, share emerging practices and identify areas where they need help. We meet with this group weekly.

We are gathering daily and weekly updates from providers related to strategies, operations and practices as they evolve to support COVID-19 patients. These include emerging practices on care protocols, PPE conservation, testing protocols, quarantine emerging practices and visitor policies. Below are emerging practices identified during our discussions that members should be using immediately. We will continue to publish emerging practices on the [Vizient Disaster Preparedness](#) web page routinely:

- Centralize access to PPE and specifically N95 masks to prevent theft and over-utilization.

- Establish drive-by testing and triage of patients who are not seriously ill to prevent unnecessary exposure within the hospital.
- Implement N95 conservation by adapting practice based on CMS guidance of March 10, [Guidance for Use of Certain Industrial Respirators by Health Care Personnel](#). This document addresses acceptable temporary alternatives and practices when the current supply of respirators cannot meet the demand.
- Restrict and screen visitors at the point of entry to the hospital. Screening may include checking for recent international travel, upper respiratory symptoms or a history of recent exposure to a person with a known COVID-19 infection. It may also include temperature screening.
- Identify alternate sites of care in the event of a surge such as tents in parking lots, warehouses, empty malls and convention centers.
- Restrict staff travel to reduce exposure and prepare for surge.
- Consider how quarantined staff or staff who must work remotely to care for children impacted by school closures can support the mission virtually: telephone triage, taking patient admitting information via telephone and providing discharge instructions via telephone.
- Assess IT capability and capacity now. As more staff are quarantined or experience school closures, the need for staff to work remotely will rise. This will have significant bandwidth and security considerations. Staff may need to use their personal computers if an organization exhausts its laptop computer supply if new stock from China is constrained.
- Begin to plan for case cancellation in the event of surge. Evaluate and prioritize how elective procedures and cases will be cancelled in the event of supply, personnel or capacity shortages.
- Conduct daily huddles and leadership rounds to enhance communication and allay anxiety.

Educational Web Offerings:

Vizient continues to host webinars featuring both clinical and supply experts to provide their perspectives on the evolving situation and proposed treatment plans for the Coronavirus (COVID-19) as well as best practices to mitigate the spread of the disease. We invite you to register for our current webinar offerings below.

Date/Time	Presenters	Agenda
March 18 11:30 am – 1 pm CT	<p>Lifespan/ Miriam Hospital</p> <ul style="list-style-type: none"> • Dr. G. Dean Roye, M.D., FACS Senior Vice President, Medical Affairs and Chief Medical Officer • Dr. Maria Ducharme, DNP, RN Senior Vice President Patient Care Services and Chief Nursing Officer <p>University of Chicago</p> <ul style="list-style-type: none"> • Dr. Tom Spiegel ED Medical Director <p>Vizient</p>	<p>Register:</p> <p>Title: Vizient COVID-19 Series: Managing the Initial Impact</p> <p>Experts from Miriam Hospital (Lifespan) and University of Chicago Medicine will describe the initial impact of the outbreak in their facilities.</p>

	<ul style="list-style-type: none"> • Julie Cerese, PhD, RN Sr. VP, Solutions Delivery and Performance Management • Dan Kistner, PharmD Group SVP, Pharmacy Solutions • Cathy Denning Group SVP, Sourcing Operations, Analytics & COE 	
March 25 11:30 am – 1 pm CT	<p>Nebraska Medicine</p> <p>Vizient</p> <ul style="list-style-type: none"> • Dan Kistner, PharmD Group SVP, Pharmacy Solutions • Cathy Denning Group SVP, Sourcing Operations, Analytics & COE 	<p>Register:</p> <p>Title: Coming soon</p> <p>This session will focus on experiences and learnings from the recent quarantine and isolation missions for COVID-19. Additional detail will include pandemic planning and efforts to establish helpful modeling scenarios and how Nebraska has structured their pandemic work group teams.</p>

Previous webinars

Thanks to those who attended or registered for Vizient's March 11 webinar: **Novel Coronavirus (COVID-19) Clinical and Supply Update**. Please refer to the following items to access resources mentioned during the call.

- To access the recording and learn more about Vizient's response to COVID-19, please visit the [Disaster Preparedness web page](#).
- To access the UW Medicine COVID-19 resources, [click here](#). Please be aware you must use Chrome to access this page.

Other archived webinars:

- Feb. 5, 2020: [Vizient Novel Coronavirus What Hospitals Need to Know](#)
- March 4, 2020: CriticalPoint conducted a webinar, COVID-19: Downstream Implications for Sterile Compounding, to provide considerations for compounding PPE alternatives and conservation strategies in the event of a supply shortage.

Participate in our COVID-19 Leading Practices Assessment Survey

This assessment survey is meant to gain insights into COVID-19 issues such as preparedness, what challenges health care organizations are currently facing and what innovative policies, processes or practices are out there. We encourage you to take a few short minutes to complete the survey. Feel free to share within your organization also.

Link: [COVID-19 Leading Practices Assessment](#)

For the most up-to-date COVID-19 updates, please visit the [Vizient Disaster Preparedness](#) web page. We encourage you to continue to carefully manage your PPE utilization. Feel free to [reach out](#) to our dedicated task force with your questions. And we will continue to keep you apprised of developments as learn them on our Preparedness website.

Best,

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