

HemaClear Return on Investment Comparison - USA - April 2018

Starting Point: the all-in-one HemaClear replaces exsanguination by elevation & Esmarch, webril, stockinette and one sterile disposable pneumatic cuff. Assumption: reprocessing a non-disposable cuff (cleaning, sterilization & packaging) equals the price of the sterile disposable pneumatic cuff.

	HemaClear Unit Price	Versus	Webril	plus Stockinette	plus Esmark	plus Pneumatic Cuff	equals Total Unit Price*
Small	\$35.00		\$2.69	\$0.48	\$11.54	\$41.00	\$55.71
Medium	\$38.00		\$2.69	\$0.48	\$11.78	\$42.60	\$57.55
Large & Extra Large	\$49.00		\$2.69	\$0.48	\$13.70	\$48.50	\$65.37
Forearm	\$18.50		\$2.69	\$0.48	\$11.78	\$41.00	\$55.95
Ankle	\$27.00		\$2.69	\$0.48	\$11.54	\$42.60	\$57.31

* Pneumatic tourniquet pricing does not include capital cost of pump, or biomedical service costs.

Value Points for HemaClear.

1. Significantly less pain, resulting in earlier rehabilitation, less length of stay - see reference.
2. Superior exsanguination, up to 95% for HemaClear versus up to 70% for Esmark - see reference.
3. Sterile disposable unit.
4. Less application time, simple to apply.
5. Lower cost of goods.

Notes.

1. All pricing are by the unit.
2. Pricing source for HemaClear: 2018 US Pricing Order Form
3. Pricing source for other products: Medic Supply, www.medexsupply.com, April, 2018
4. To the best of my knowledge, the pricing is accurate to April 30, 2018. L. Murdock

