



Supporting the growing the long-term care market

Delivering IV medications effectively in long term care settings

Overview

The long-term care patients often have complex clinical conditions. They may require up to a dozen of prescription medications per day and frequently changing medication therapy needs. The long term care pharmacies are uniquely qualified to meet these needs by providing services such as: 24/7 courier delivery; dispensing oral and IV medications; patient-specific medication packaging; medication safety reviews; emergency on-site medication supplies; and various technology applications such as integration with electronic medical records and electronic ordering applications.

COVID impact

The pandemic has accelerated the trend of patient care migration from acute care hospitals to post-acute care settings. Prior to the pandemic, this trend was primarily driven by regulators and payors to expand the availability of post-acute care choices for patients. During the pandemic, the COVID patients overwhelmed available hospital capacity and Center of Medicare and Medicaid Services (CMS) supported more care to be provided in the home, and to avoid crowded institutional care. The impact of COVID led to an increase in annual home care patients.

The future of long-term care

The U.S. aging population of seniors 65 or older will rise from 56



60%

of the aging population of senior 65 and older currently resides in long-term care facilities.

[1]

1. Bureau, U. S. C. (2021, October 8). 65 and older population grows rapidly as baby boomers age. Census.gov. Retrieved from <https://www.census.gov/newsroom/press-releases/2020/65-older-population-grows.html>

million in 2020 (16.9% of total population) to 74 million in 2030 (21% of total population). ^[2] HHS estimates that 7 out of 10 seniors who reach age 65 will need long-term care. They predict 24 million Americans may need long-term care by 2030. ^[3]

The long-term facilities must ready to meet these upcoming changes. It's no wonder that the capital investment in post-acute, LTC facilities and home care is increasing as evidenced by acquisitions, consolidations, and hospital investment in these care settings to participate more broadly in the full continuum of care from acute care to home care.

The challenges of LTC facilities

High staff turnover

Clinical staff annual turnover has always been high in nursing and LTC facilities but rose to record levels in 2021 (need source). This implicates constant training of new employees, especially for infusion pump programming where patient safety is involved.

Transporting medications from off-site pharmacies

Unlike hospitals, in a typical nursing facility or LTC facility, it is not economically practical to have an on-site pharmacy. The LTC pharmacy couriers typically drive to each facility 2-3 times per day plus emergency deliveries as needed around the clock. For IV medications, an infusion pump is delivered along with them. In this environment, an infusion pump is in motion, and is exposed to potential physical damage. Damaged pumps are rendered "out of service", and are sent for repairs. This can affect pump fleet utilization rate, operational efficiency, and the ability to serve patients.

Obsolescence

Technology is always evolving with more advanced and safer features that better serve patients. Committing to a fleet of infusion pumps that may go obsolete anytime soon can be a costly investment.

4.1%

Increase in the U.S. population of senior 65 or older from 2020 to 2030. ^[2]

70%

of senior who reach 65 years old are predicted to require long-term care by 2030. ^[4]

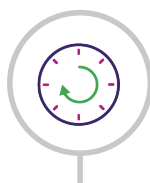
The desired qualities in infusion systems for long-term care facilities



Ease of use



Durability



Reliability

2. U.S. Department of Health & Human Services. (2022, May 4). Projected future growth of older population. ACL Administration for Community Living. Retrieved from <https://acl.gov/aging-and-disability-in-america/data-and-research/projected-future-growth-older-population>

3. Nye, E., & Blanco, M. (2021, April 5). Long-term services and supports for older Americans: Risks and financing research brief. ASPE. Retrieved from <https://aspe.hhs.gov/reports/long-term-services-supports-older-americans-risks-financing-research-brief-0>

4. U.S. Department of Health & Human Services. (2022, February 18). How much care will you need? How Much Care Will You Need? | ACL Administration for Community Living. Retrieved from <https://acl.gov/ltc/basic-needs/how-much-care-will-you-need>

Ease of use

The high clinical staff turnover in LTC and skilled nursing facilities means regular new hire training that requires simplicity of design and ease of use in infusion pumps.

Product distributed by Intuvie—namely the Z-800F—is an easy-to-use large-volume infusion system that is designed to support productive clinical workflow. Its intuitive programming and easy-to-load IV sets allow your team to start an infusion in a few steps. This enables newly hired staff to administer these infusions safely and with confidence after short easy-to-understand training.

It is specifically to be used in post-acute settings without all the complexity and higher cost associated with pumps designed for acute care hospitals.

Durability

The Z-800F infusion pump was designed to withstand the rugged physical challenge of constant transport by LTC pharmacies. The aluminum casing, metal door and hinges, and high impact drive train provide the durability and reliability that helps reduce pump downtime and repairs.

This allows for high pump fleet availability and utilization. Optimizing pump fleet operational efficiency goals help to serve patients more effectively.

Adaptability

The Z-800F is designed to technologically evolve with upgradeable software. This software platform allows introducing new features, based on customer feedback, to address changing therapy needs or regulatory requirements.



Products distributed by Intuvie can be found in many long-term care settings.

Intuvie is a leading distributor of infusion systems and accessories in alternate care settings. We provide products that are designed with a single objective in mind—to simplify the infusion experience for both patients and clinicians. Our product portfolio addresses many facets of infusion therapy delivered at clinics and at home.

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SG-PS-LC-0407-1