

IMD and NEW TECHNOLOGY TRACKING

As referenced in HPG P&P018

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HEALTHTRUST DEVICE WATCH
A Contracting Perspective From National Agreements

Device Watch is dedicated to keeping you informed of the latest technology developments in our industry and how they will effect our future contract negotiations. Here you will find a list of products currently under review by the HealthTrust National Agreements team. As we explore the possibility of contracting this item, we will keep you informed by communicating our progress here. If we have determined that this item will not be pursued at this time, we will also note our conclusion and findings.

- **Device Watch New Technology Tracking Report**

Should you have a product that you would like for our team to investigate, please contact us at:

- Orthopedic Devices:
Melanie McMeekan
615.344.3048
melanie.mcmeekan@healthtrustpg.com
- Cardiovascular Devices:
Jay Rae
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IMD and NEW TECHNOLOGY TRACKING


As referenced in HPG P&P018

Microsoft Excel - new_products_tracking_sheet.xls [Read-Only]

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10/6/2006

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1	SCRUBS Link	Last Date Updated	Scope of addition	Company	Product	Product No	Contract Affected	Upcharge for Tier 1	Upcharge for Tier 2	Upcharge for Tier 3	Comments	Conclusion
2	Submission Details	10/06/2006	National	Abbott	Tornus	82380-01-0182381-01-01	000957					Product added to He...
3	Submission Details			SJM	Angio Seal VIP							
4	Submission Details	09/15/2006	National	Biotronik	Cylos pacemaker - Single chamber	34981W356053	000832	\$ 700.00	\$ 700.00	\$ 700.00	This request is a \$700 premium over their previous device	Healthtrust has re addition of this pr
5	Submission Details	10/06/2006	National	Biotronik	Cylos pacemaker -Dual chamber	356808/356057/349799	000832	\$ 700.00	\$ 700.00	\$ 700.00	This request is a \$700 premium over their previous device	Healthtrust has re addition of this pr
6	Submission Details	09/15/2006	National	Biotronik	Setrox leads	350973/350974/350975	000832				Not yet determined	
7	Submission Details	09/15/2006	National	Biotronik	Linax leads	350053/350054/350055/350056	000832				Not yet determined	
8	Submission Details	09/15/2006	National	DePuy	Ceramic Insert	1599-63-048 and 1599-64-052 through -062	000622	\$1,550	\$1,550	\$1,550	Premium is not justified. Communication sent on 1/20/06 not to allow item to be charged at anything higher than the \$710 which has been established as financially justifiable.	
9	Submission Details	09/15/2006	National	Medtronic	Virtuoso VR	D154Wc	000651	\$ 500.00	\$ 750.00	\$ 1,000.00	Price premium over current Entrust device national agreement pricing	
10	Submission Details	09/15/2006	National	Medtronic	Virtuoso DR	D154AwG	000651	\$ 500.00	\$ 750.00	\$ 1,000.00	Price premium over current Entrust device national agreement pricing	
11	Submission Details	09/15/2006	National	Medtronic	Concerto	C154DwK	000936	\$ -	\$ 250.00	\$ 500.00	Price premium over current Sentry device national agreement pricing	Medtronic has ag the product to the agreement at no u the existing Insign
12	Submission Details	10/06/2006	National	SJM	Victory single chamber pacer	5610	000628				Product rejected for addition to national agreement due to premium pricing request and lack of significant clinical outcome data	Healthtrust has re addition of this pr
13	Submission Details	10/06/2006	National	SJM	Victory dual chamber pacer	5810	000628	\$ 250.00	\$ 200.00	\$ 200.00	Product rejected for addition to national agreement due to premium pricing request and lack of significant clinical outcome data	Healthtrust has re addition of this pr
	Submission Details	10/06/2006	National	SJM	Victory	5816	000628	\$ 250.00	\$ 200.00	\$ 200.00	Product rejected for addition to national agreement due to	Healthtrust has re

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