The SWRWCF supports advanced wound care for the cost-effective management of wounds. The identification of innovative new wound care products that may speed healing and/or reduce dressing change frequency and reduce costs are an important aspect of this. The SWRWCF recognizes that wound care specialists often are aware of the new products at the time that they are launched.

The following procedure will be followed when a wound care specialist/clinician or organizational procurement team wishes to trial new products. In the spirit of partnering to share evaluation information, participating members of the SWRWCF may wish to participate in the evaluation process.

The SWRWCF group will select the appropriate participants. Extra time spent for visiting nurses to document the evaluation of new products is not reimbursable by the SWCCAC.

The process may include the following:
1. A particular product that is either a unique innovative product or one that would provide improved outcomes, over a similar product is identified.
2. The SWRWCF Clinical Lead is informed of the request to trial the product.
3. The Clinical Lead would approach the territory manager for that company, and asks for literature re: clinical trials, published literature that is more than case studies. This information would go to the Product Selection Committee who will meet quarterly.
4. The ability of an organization to contemplate participating will be dependent on current contracts.
5. TO DO – the committee will look at criteria to decide – e.g. innovation, timing re: RFPs, what it would replace or be comparable
   - If the decision is made to trial and evaluate a product, the Clinical Lead or designate contacts the Company sales rep to discuss sampling and evaluation. The expectation is that there will be samples at no charge provided in order to do the trial. A minimum number of twenty clients are given the opportunity to use the product during the evaluation period.
   - If the product is NOT approved for trial, the SWRWCF Clinical lead will contact the person who initiated the request and provide the rationale as to why the request was denied.
6. The sales rep will be asked to complete the “SWRWCF New Product Request Form” (Page 3).
7. For SWCCAC trials, the sales rep contacts the contracted suppliers of Medical Supplies in SWCCAC and establishes a price. The rep fills out the rest of the New Product Request Form.
   For Hospitals, the in-house wound care specialist would work with the Product Procurement team who would follow the processes of each participating facility (e.g. purchase orders even for free products)
8. The completed New Product Request Form and any product information are returned to SWRWCF Clinical lead who would forward it to committee/working group checks the information being provided for accuracy.

If a decision is made to trial the product, the following steps would be followed:
9. The Clinical Lead and working group would develop the procedure for the trial – who how, when how to use it etc. using the “Description and Procedure for trialling new products” form template.
10. The New Product Request form and any literature is forwarded to:
   - SWCCAC Wound Care Steering Committee, and
   - In hospital, this information would go to the Clinical Nurse Educator or identified leas of the selected units.
11. Conference calls will be arranged to review the implementation process with the participants and rep.
12. If needed, the Industry sales representative would provide the visiting nursing agency/clinical nurse educators/ wound care resource/specialist inservice opportunities to teach the use of the product.
13. The “Description and Procedure for trialling new products” (filled out with this product’s information), the evaluation form and product samples are left in the client’s home chart/on the unit as determined by each institution for access by others.
Upon completion of the evaluation period for each client/patient:

14. The following actions should occur:
   - The community nurse is responsible for completing the form and returning it to the agency nurse manager, who compiles this information and forwards it to SWRWCF Clinical Lead.
   - The hospital unit educator will determine the process of retrieving the completed evaluations and forwarding them to the
   - Once an electronic wound care database is obtained, this information could conceivably be gathered using that technology.

15. Once the evaluation forms are received, the material is reviewed by the clinical lead. Using the Likert scale contained within the evaluation form, the sum total of the evaluation points is determined and divided by the total number of evaluation forms received.
   - If the consensus score is between 4 and 5, the Product Procurement sub-committee could make the recommendation to consider the product as an addition to the existing formularies/catalogues where existing contracts do not prevent that from occurring.
   - If the consensus score is between 3 and 4, it would be possible to request the item as an exceptional use item until the time of the next quarterly meeting, again depending on existing contractual agreements.
   - When new products are approved, each organization will follow its own internal process to implement.

Replacement of Existing Products requested by the Industry Representative
In addition to the above process, there are times when a company updates a project to a different formulation. If it differs significantly from the product that is currently on tender, a similar request process will be followed, using the form “REQUEST TO REPLACE PRODUCT” (Page 4).
South West Regional Wound Care Toolkit
Request for Trial of New Products

Person Requesting Trial: Date:

Organization:

1. Product Name: Product Classification

2. Company Name: Contact Person & email and phone

3. Product description/function

4. Criteria to use the product

   How does the product differ from products currently available through CCAC/ or hospital formulary and what are the expected benefits of this product?

5. Product size required Code or Product No.

6. Cost per unit: (exact cost to be determined by each facility)

   Who are your distributors?
   □ Sold individually □ by case

7. Is product readily available through the medical supplier? □ Yes □ No

8. How many samples are available from the company in order to evaluate this product?

   If samples are not available, could cost-sharing or a lowered acquisition price be possible?

   Is the company willing to trial the product in both acute care and CCAC settings? □ Yes □ No

9. Current articles and product information must be provided, plus a sample (if possible)

   □ Included □ To follow

   Are videos available to teach product application? □ Yes □ No

10. Length of time suggested for product evaluation (minimum of 4 weeks)?

11. If this product is a wound care dressing, will it result in a decrease in dressing change frequency?

   □ Yes □ No

   If yes, what will the changes be: from to visits per week

   If this is a skin care or continence product, will it result in improved outcomes?

   If it is an Ostomy product, will it result in increased wear time?

   If the company will not provide enough product as samples to cover client needs during the evaluation phase, a request for to the individual organization to provide the product must be submitted and approved before the evaluation period begins.

Approved by: Date:
Person Requesting Replacement:

Date: Agency: Contact information:

1. Product Name: Product Classification:

2. Company: Contact Person:

3. Product description/function:

4. Product that will be replaced (removed from CCAC catalogue/hospital formulary):

5. How does the product differ from the product currently available, and what are the expected benefits of changing to this product?

6. Cost of product currently on tender: $ / unit
   Cost of product that will replace this: $ / unit

   Product size required Code or Product No.
   ☐ Sold individually ☐ by case

7. Will the nursing service providers require inservice education in addition to educational material about the new product? ☐ Yes ☐ No
   Comments:

8. Will use of the product result in a decrease in visiting nursing frequency? ☐ Yes ☐ No
   If yes, what will the changes be: from to visits per week

Please note: If the CCAC nursing service providers require in-service education about how to use the new product, they require a 3 month turn-around time to schedule the education.

Approved by: Date: