

ECHO-ENDOSCOPY : FOR A SOURCING AS SHARP AS A NEEDLE



M.A. BILDAN¹, O. CHAUVEL¹, J.P. FARMACHIDI², J.L. PONS¹, L. NICOLAS¹.

¹HOSPITAL VICTOR DUPOUY, PHARMACY DEPARTMENT, ARGENTEUIL, FRANCE.

²HOSPITAL VICTOR DUPOUY, GASTROINTESTINAL ENDOSCOPY DEPARTMENT, ARGENTEUIL, FRANCE.



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BACKGROUND

In April 2018, the acquisition of two echo-endoscopes enabled the deployment of a new activity within our hospital.

Echo-endoscopy is an act of exploration combining ultrasound with endoscopy, which allows, using specific needles, the realization of sampling and therapeutic drainages.



PURPOSE : The comparison of the different market-available needles

MATERIAL & METHODS

Three providers (A, B, C), previously selected in a regional framework agreement, were solicited for new quotations and specimens.

Technical sheet was designed evaluating :

1. Quality of packaging and labeling, composition of the kit
2. Characteristics of the needles (dimensions, materials, fenestrated or not, echogenicity, penetration, graduation accuracy, grip, diameter compatibility with the working channel)
3. Quality of the samples obtained (evaluated by the gastro-intestinal endoscopist)

80% The scores of each supplier were calculated with a weighting of 80% for the quality and 20% for the price.

RESULTS

- The analysis of the new offers : C was not selected because of its higher quotation without any particular technical advantage. Subsequently, 3 specimens from A and B were evaluated on 6 patients.
- 4 criteria differentiated needles A and B :

| | A | B | C |
|----------------------|--|--|---------------|
| New offers | Same reference allowing the 3 functions : 3 sizes. | Separate needle references for diagnostic and for therapeutic drainage | Not selected. |
| Quality of packaging | --- | +++ | X |
| Echogenicity | --- | +++ | |
| Sampling quality | --- | +++ | |
| Penetration | +++ | --- | |
| Final marks | 16/20 | 16,56/20 | 16,19/20 |

- The responsible gastroenterologist, aiming to use this technique mainly for diagnosis, therefore chose the needles of supplier B.

CONCLUSION

The difference in the quality of the samples may be linked to needle B fenestration which allows to obtain a larger core at the expense of a weakening of the needle and a decrease in the capacity of penetration.

Thanks to a tight partnership with the medical team during these tests, pharmaceutical involvement helped to optimize the sourcing of a new product and the deployment of a new activity.