

Miscannulation Impacts Your Costs, Outcomes, and Patient Satisfaction

For dialysis patients with fistulas, access assessments can be challenging. Fistulas can be deep, tortuous, or small, necessitating blind cannulations that can cause serious complications for patients and major disruptions for your care team's workflow.

PROBLEM	FREQUENCY	IMPACT
MISCANNULATION Needle misses the AVF/AVG	51% of patients within first week of dialysis ¹ ; ~6% of all treatments	Pain, bruising, additional staff support and supplies
CATHETER DEPENDENCE New insertion or delayed removal	41% of patients in the first 6 months ¹	Additional catheter use up to ~11 days ¹
MAJOR INFILTRATION Serious complications	5.2% of patients per year ²	97 catheter days and 2.4 procedures ²

EchoMap™: Cannulate with Confidence



EchoMap™ is an automated 3D ultrasound solution designed to help care teams visualize the AVF/AVG path and depth. Together, these images can provide the cannulator with a complete picture of the fistula or graft and empower more consistent cannulation. **No prior ultrasound or image interpretation experience is needed.**

Visualize curvature and depth changes

May reduce complications, improve cannulation success rates, and streamline workflows.

Identify a series of cannulation locations

Avoid area cannulation which may minimize aneurysm formation and increase AVF/AVG longevity.

Enhance patient satisfaction

Positive satisfaction ratings can improve QIP scores and attract more patients.

CAUTION: The EchoMap V2 is an investigational device and is not currently available for commercial use in the United States.

References

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- 2: Lee T, Barker J, Allon M. Needle Infiltration of Arteriovenous Fistulae in Hemodialysis: Risk Factors and Consequences. Am J Kidney Dis. 2006;47(6):1020-1026. doi:10.1053/j.ajkd.2006.02.181

Miscannulation Can Impact Your Bottom Line

Beyond the patient impact, cannulation complications cause direct and indirect financial consequences to your clinic.

Lost Revenue

Delayed or missed dialysis treatments

Labor Costs

Overtime wages from cannulation delays

Staffing and Workflow Friction

Burden associated with training, turnover, and patient-PCT preferences

Additional Catheter Utilization

CVC-based dialysis is more expensive per Tx due to additional supply cost (abx, tPA, heparin), extended Tx times, increased complications, and more RN support required

QIP Penalties Up to 2% of CMS Payments

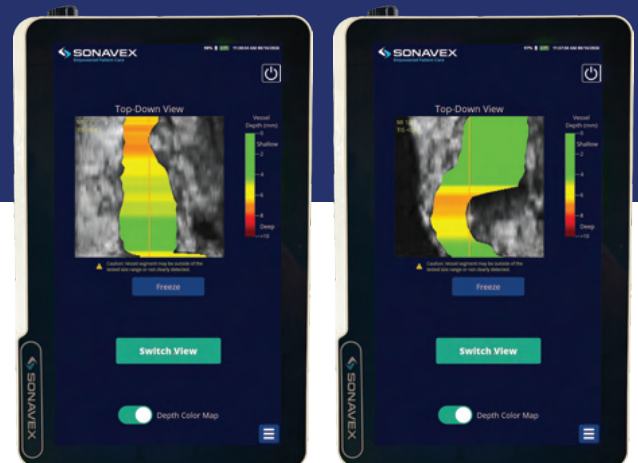
Based on factors like patient satisfaction and long-term catheter rate

Ultrasound technology has been proven to reduce catheter time, infection rates, and the number of failed cannulation attempts.^{3,4} Ultrasound assisted cannulation with EchoMap™ can help dialysis clinics avoid significant expenses.

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EchoMap™ can help take the complexity and cost out of cannulation



Contact us:

2835 O'Donnell St., Suite 200

Baltimore, MD 21224

contact@sonavex.com

www.sonavex.com

443-862-2024



References

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4: Ellingson KD, Palekar RS, Lucero CA, et al. Vascular access hemorrhages contribute to deaths among hemodialysis patients. Kidney Int. 2012;82(6):686-692. doi:10.1038/ki.2012.185