

NPWT standardization to single vendor

Negative-pressure wound therapy — single-vendor consolidation — WoundTech Pro · Wound Care · requested by Jenna Kowalski, NP, Nov 18, 2025

Approved with conditions

Feb 10, 2026

Standardization delivers material savings and training simplification with no clinical downside identified in evaluation. Total organizational value clearly positive.

CONDITIONS OF APPROVAL

- Unit pricing not to exceed proposal rates (CPI-indexed cap)
- Quarterly utilization and complication report to committee for first year

Committee record: 8 for · 1 against · 1 abstentions

PROBLEM ADDRESSED

Three NPWT vendors in-house: triple inventory, inconsistent training, premium rental pricing on two contracts, and avoidable dressing-change frequency on legacy systems.

EVIDENCE BASIS

- NPWT platform equivalence review
- Consolidated pricing proposal (vendor-supplied)
- Inventory & training burden analysis
- Health Canada licence

STANDARD REPLACED OR AUGMENTED

Mixed fleet across three NPWT vendors (rental + consumables).

VALUE PROFILE AT DECISION

Clinical impact	3/5 · w30%
Safety	2/5 · w25%
Financial materiality	4/5 · w20%
Workflow disruption	3/5 · w15%
Organizational risk	2/5 · w10%
Net annual impact: +\$83K/yr (assumptions on case file)	

VALUE CONTRACT

Frozen Feb 10, 2026 · reviews at 90 / 180 / 365 days · immutable

WE APPROVED THIS TECHNOLOGY EXPECTING	BASELINE	EXPECTED
Dressing changes per patient-week	4.2 /wk	max 3 /wk
Nursing minutes per change	12 min	max 10 min
Wound complication rate	3.1 %	max 3.1 %
Annual NPWT category spend	\$486,000	max \$403,000
Clinician adoption	0 %	min 80 %

VALUE REALIZATION TO DATE

90-day review — Value Realization Index 71% — Optimize (May 11, 2026)

METRIC	EXPECTED	ACTUAL
Dressing changes per patient-week	3 /wk	3.4 /wk
Nursing minutes per change	10 min	10.8 min
Wound complication rate	3.1 %	2.9 %
Annual NPWT category spend	\$403,000	\$452,000
Clinician adoption	80 %	71 %

Rosa Delgado
Chief Nursing Executive

Alan Chen
VP, Supply Chain & Facilities