These days, with financial penalties based on HAIs and hospital cleanliness, you can’t afford not to use disposables. And OnePatient lead wires from Curbell are a scalable, cost-effective, disposable solution.

Interchangeable design lets you balance cost vs. risk

- Use disposables on all patients, only within specific departments, or only on at-risk patients
- Disposable lead wires work with existing monitor cables, so you can choose to use a disposable or reusable based on individual patient need

Eliminate cross-contamination

- Reusable ECG lead wires are a known risk factor for HAIs
- Helps you comply with recommended standards from the CDC and others*

* Siegel, JD et al (20060). “Management of Multidrug-Resistant Organisms In Healthcare Settings,” Centers for Disease Control and Prevention, the Healthcare Infection Control Advisor Committee (HICAC), 574

Call 1-888-501-4021 today to learn more about Curbell’s OnePatient solution.

www.onepatientleadwires.com
Curbell is best known for our nurse call accessories but we supply a wide-range of patient monitoring accessories including a comprehensive line of both reusable and disposable ECG cables and lead wires,” says Theresa Hart, Product Manager. “We are most excited about our OnePatient® disposable ECG lead wires and the ability to address the risk associated with health care-associated infection with a flexible, financially viable approach.

“We are enthusiastic about the opportunity to partner with customers to establish a flexible and scalable ECG connectivity solution with the use of OnePatient disposable ECG lead wires,” she adds. “Utilizing OnePatient is a simple way to reduce the complex cross-contamination issue, and reduce the risk of HAIs including surgical site infections (SSIs). Although there are many causes of HAIs, the use of disposable ECG lead wires can eliminate one source or pathway of contamination.”

Numerous studies have demonstrated that reusable lead wires are contaminated with pathogens and are a potential path for infection. Since reusable ECG lead wires come into direct contact with a patient’s skin and are frequently in close proximity to incisions and catheters on the chest and abdomen, they are a potential source of cross contamination. Using disposable lead wires eliminates the potential for cross-contamination that has been associated with reusable lead wires, especially those that have not been properly cleaned between uses.

The use of OnePatient disposable ECG lead wires, instead of reusable lead wires, is one simple step health care providers can take that will make a big difference in reducing the risk of infection and improving the quality of patient care. OnePatient disposable ECG lead wires connect directly into existing cables of the most popular patient monitors on the market today, including Philips IntelliVue, GE Multilink, Nihon Kohden, and Spacelabs TruLink. This direct connect design eliminates the needs for adapters that are often lost or accidentally disposed of after use. Additionally, the direct connection enables seamless patient transfers and the ability to use one dedicated disposable ECG lead wires throughout a patient’s hospital stay. Medical professionals can select snap or pinch patient end connections. Also, the lead wires are fully shielded to reduce signal interference and they meet the ECG cable and lead wire requirements of ANSI/AAMI industry standards.

These disposable lead wires provide a simplified and non-disruptive clinical workflow. Because they work just like reusable lead wires, the transition is seamless for health care professionals. They save time without the need to clean and disinfect between patients. The color-coded patient end connections enable quick lead placement and secure patient end connections assist in preventing accidental disengagement.

“Curbell Inc. is a family-owned company with a 70-year history and an entrepreneurial spirit that guides our two core businesses – Curbell Plastics Inc. and Curbell Medical Products Inc.,” Don Gibson, VP of Marketing states.

Headquartered in Orchard Park, New York, Curbell has a national presence. Primary manufacturing for Curbell Medical is located in Orchard Park, New York. All sales, service and research and development are in the U.S., as well.
Curbell’s role in patient safety and patient satisfaction has been established with decades of experience in the medical field. The company began as a machine shop in the 1940s and is a leading medical device manufacturer that continues to stress quality, reliability and innovation. This dedication to high quality, innovative products is reflected in the work and attitudes of Curbell’s many employees.

The medical business was formed in the 1960s when Curbell began manufacturing remote control units for health care grade televisions. A sense of pride in helping patients and meeting customers’ needs is obvious at Curbell and serves as a guiding force of the family-owned operation.

“Curbell’s focus on customer needs and strategy of investing for the long term has led our organization’s growth into a leading medical device manufacturer,” Gibson shares.

The company has advanced from its humble beginnings to be a strong player in the medical device industry and a trusted source for health care connectivity solutions.

“Curbell enjoys a strong and growing market position in medical device accessories,” Gibson adds.

“Quality, reliability and product innovation are our primary advantages. Throughout Curbell’s history, we have built a reputation as the vendor of choice in product applications that enhance patient care and the patient experience,” Gibson explains. “We are committed to providing customers with high quality products that enhance the reliability and performance of compatible equipment. All of our products are backed by our ISO 13485 quality system and by our commitment to GMP (Good Manufacturing Practices).”

“Most widely known for nurse call pillow speakers, we provide a comprehensive portfolio of cost-effective connectivity solutions. Through the consistent delivery of value, service, performance and innovation, we have built a trusted brand, and trusted partnerships,” says Doug Rockwood, Executive VP of Sales and Customer Service.

Curbell’s core competency is health care connectivity accessories and integration.

“We understand that a device is only as strong as the connections, therefore we focus on accessories,” Rockwood states. “We care deeply about what happens between that piece of equipment and the patient. If there’s a loose connection, it doesn’t matter how good the device is. Our focus on accessories makes us uniquely positioned to meet the demands of patient monitoring accessories to improve the quality of care.”

Establishing a known and trusted brand in the health care field led Curbell to expand its offering, but not until after they met with health care providers to see what solutions were needed in the clinical setting. The Curbell approach is engineered to meet clinicians’ needs while also positively impacting the overall experience for patient and caregiver.

“We are committed to offering our customers device-differentiating value through innovation. We look for advances that make a difference, whether it is a locking patient end connection to reduce alarm fatigue, or improved ergonomics to enhance usability,” Gibson says. “We seek direct input from clinicians as to what their pains are. We collect this input in a formalized way through market research to understand what hospitals want from accessories and what Curbell can do to increase caregiver efficiency and patient safety and satisfaction. We like to say that Curbell ‘Connects the Technical and the Practical’, with the Technical meaning what is required for a device to perform as intended. The practical means what we add to make the device perform optimally given our understanding of not only the product application, but also the clinical work environment.”
Combining its knowledge of health care accessories, connectivity solutions and customer needs, Curbell expanded into the development and manufacturing of patient monitoring accessories. This expansion led to more innovation, specifically the OnePatient disposable ECG lead wires to simply address ways to improve patient safety without impacting clinical efficiencies. Healthcare-acquired infections (HAI) can have a significant patient safety, efficiency and financial impact on a hospital. OnePatient is a simple way to help reduce cross-contamination risks and enhance patient safety.

New enterprise resource planning software has boosted the already efficient and well-run Curbell supply chain helping the company remain a crucial partner in the delivery of health care.

“Recently we implemented SAP operating system. Our emphasis on strong supply chain management includes dedication to quality through ISO processes and procedures, and is backed by SAP technology,” Abdul Sarac, Curbell’s President explains. “We work to ensure that replacement cables and lead wires are in stock when our customers need them, thanks to Curbell’s procurement and logistic strengths.”

“We understand that our success is dependent on our customers’ success,” Sarac adds. “Focused on customer service, we stay close to customers and address demand fluctuations with proven, flexible systems. Our software and technology allow us to manage demand and quickly respond to changing customer requirements and expectations, ensuring a reliable supply of product.”

“Through continuous improvement and compliance with our quality management systems, including our ISO 13485 quality system and GMP (Good Manufacturing Practices); we deliver product quality, reliability, patient safety, and customer peace of mind that our products will meet their demanding performance and reliability expectations,” Sarac continues. “ECG accessories are one of the few products in the connectivity chain that actually touch the patient, and nurses touch lead wires every day, making them one of the most-used parts of the system – and, in turn, an area most subject to clinician scrutiny. Clinicians rely on Curbell to create and deliver reliable connectivity accessories that meet the critical and complex needs of patient monitoring.”

Sarac points out that everybody at Curbell strives to meet the high expectations the company and its many customers have for every product. Every employee understands that the accessories they produce are life-sustaining and even life-saving devices. “Our people make the difference. We choose employees who thrive in a culture of innovation and demonstrate our core values of integrity, respect and learning,” he says. “We understand that it is our employees’ talents and collective contributions that are the key to our continued strength and success.”

“What is most important is the way that we do business leveraging our corporate values: Integrity, Learning and Respect,” Sarac says. “They guide how we operate; and are the foundation that characterizes our relationships, both internal and external.”

Decades of experience in the medical industry means Curbell is prepared for the future thanks to forward-thinking employees at every level of the organization. Innovation, from within the company and collaboration with external partnerships fuels the company as it prepares for the future.

“We see innovation on our horizon. And we recognize that innovation doesn’t happen in a vacuum within the walls of R&D labs,” Gibson says. “Therefore, we work with external partners to accelerate innovation. We go beyond obtaining Voice of Customer (VOC) in hospital and focus group environments. We take a multi-faceted approach to keep pace with the rapid changes in the market. We collaborate with universities, inventors, insurers, other manufacturers, and patients to elevate idea generation and development. They are major new market drivers reforming the way that health care is delivered and financed, and this approach helps us keep pace with market dynamics.”

For more information, visit Curbell Medical at www.curbellmedical.com.