



# A Disposable Dilator Cost Analysis

— Developed by Jim Collins, BS, RN, CNOR at Cleveland Clinic —



In 2023, Cleveland Clinic adopted CleanGuide™ Disposable OTW Esophageal Dilators. Jim Collins, BS, RN, CNOR, outlined a full analysis based on 2022 data, to examine cost differential compared to reusable dilators.

Through this exercise, he documented that switching to CleanGuide™ has **saved Cleveland Clinic over \$6,500 per year.**

**Could switching to CleanGuide™ reduce spend in your facility too?**

**Find out by using this [Cost Analysis Case Study](#).**





### Criteria relevant for this exercise:

- Cost analysis was based on Cleveland Clinic's main campus usage only
- Reprocessing using Deco\* was not applicable to this scenario
- Annual usage was estimated at 1200 dilators

## SECTION A: SUPPLY COSTS

Item	Estimated Cost	Annual Usage	Annual Total
Brush	\$1.00	1,200	\$1,200.00
Wipe/Sponge	\$0.12	1,200	\$144.00
Manual Clean Syringe	\$0.19	1,200	\$228.00
Cleaning Adaptor	\$1.00	1,200	\$1,200.00
Detergent (Gal)**	\$18.00	52	\$936.00
Disinfectant**	\$36.00	52	\$1,872.00
HLD Syringe	\$0.19	1,200	\$228.00
MEC Test Strip	\$0.35	1,200	\$420.00
Wrap	\$0.25	1,200	\$300.00
Container Liner**	\$3.68	2,400	\$8,832.00
Container Wipe	\$0.12	1,200	\$144.00
Rinsing Syringe	\$0.19	1,200	\$228.00
Sterile Rinse Water**	\$1.50	10,800	\$16,200.00
Processing Stickers	\$0.50	1,200	\$600.00
Air Hose Wipe	\$0.12	1,200	\$144.00
Drying Wipe	\$0.50	1,200	\$600.00
<b>Annual Supply Costs</b>			<b>\$33,276.00</b>

\* Deco refers to the process of preparing the dilators to be shipped out to another facility for sterilization

\*\* Assumptions made based on actual usage:

- Detergent usage based on four ounces per gallon of water
- Disinfectant usage based on one gallon per week just for dilators
- Liners include two per dilator (one to take from procedure room, one to take from HLD to storage)
- Sterile Rinse Water includes 18 liters of water per dilator

## SECTION B: LABOR COSTS

Estimated Dilator Reprocessing Time	
Decontamination (Mins)	5
HLD (Mins)	5
Rinse/Wrap/Storage (Mins)	5
<b>Total Minutes Per Dilator</b>	<b>15</b>
Estimated Labor Costs	
Employee Wage/Hour	\$25.00
Labor Cost/Dilator	\$6.25
<b>Annual Labor Cost</b>	<b>\$7,500</b>

## SECTION C: PPE COSTS

Item	Estimated Cost	Annual Usage	Annual Total
PPE	\$0.10	1200	\$120.00
Hair Cover	\$0.05	1200	\$60.00
Beard Cover	\$2.00	1200	\$2,400.00
Gown Deco	\$2.00	1200	\$2,400.00
Gown Clean	\$0.10	1200	\$120.00
Gloves DECO	\$0.10	1200	\$120.00
Gloves HLD	\$0.10	1200	\$120.00
Gloves RINSE	\$0.10	1200	\$120.00
<b>Annual PPE Costs</b>			<b>\$5,340.00</b>

## TOTAL COSTS

Cost of Reusable Dilator Set*	\$29,058
Total Supply Costs (Section A)	\$33,276
Total Labor Costs (Section B)	\$7,500
Total PPE Costs (Section C)	\$5,340
<b>TOTAL</b>	<b>\$75,174</b>
Estimated Dilator Use Annually	1200
<b>Cost to Reprocess Per Dilator</b>	<b>\$62.65</b>

\* Estimated annual cost of CONMED's reusable American Dilators

## COST DIFFERENTIAL

Estimated Disposable Pricing	\$50/Dilator	\$60/Dilator	\$65/Dilator
Annual Disposable Cost	\$60,000	\$72,000	\$78,000

Reusable + Reprocessing Cost	\$75,174	\$75,174	\$75,174
Differential	\$14,174	\$3,174	\$2,826

*Reprocessing numbers exclude the cost of sterilization capital equipment and associated repair costs*

**Reprocessing with Deco?** This can add additional PPE costs for reusable dilators.

Reusable + Reprocessing w/Deco	\$81,456	\$81,456	\$81,456
Differential	\$21,456	\$9,456	\$3,456

*Exact CleanGuide™ Disposable OTW Esophageal Dilator pricing varies based on local agreements and group pricing. Contact your local CONMED Representative to obtain pricing for your facility.*

**In addition to potential cost savings, customers who switch to CleanGuide™ Disposable Esophageal Dilators:**

- ✔ Eliminate reprocessing time
- ✔ Improve product traceability
- ✔ Reduce risk of infection
- ✔ Increase workflow efficiency
- ✔ Eliminate repair costs
- ✔ Improve product traceability
- ✔ Reduce waste through recycling
- ✔ Ensure patient-ready product at all times

**Ready to see how CleanGuide™ can impact your facility?**

Connect with your local CONMED Representative to learn more.





11311 Concept Blvd.  
Largo, Florida 33773

Toll Free: 1-866-4CONMED  
International: 727-214-3000

**[www.CONMED.com](http://www.CONMED.com)**

[customerexperience@CONMED.com](mailto:customerexperience@CONMED.com)  
[internationalorders@CONMED.com](mailto:internationalorders@CONMED.com)

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