



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
Annual Supply Costs			\$33,276.00

* 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
Total Minutes Per Dilator	15
Estimated Labor Costs	
Employee Wage/Hour	\$25.00
Labor Cost/Dilator	\$6.25
Annual Labor Cost	\$7,500

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
Annual PPE Costs			\$5,340.00

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
TOTAL	\$75,174
Estimated Dilator Use Annually	1200
Cost to Reprocess Per Dilator	\$62.65

* 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
- ✔ Alleviates demand on staff
- ✔ 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.





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