



Vizient ET Tubes National Contract & Vizient Reserve Update

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Holly Lockwood – Product Manager



ET Tube Contract Overview

INTERNAL USE ONLY

NEW: Vizient ET Tubes Overview

MS1497

Effective Date:
Jan. 1, 2026

Multi Award with
Medtronic &
Teleflex

Tier 1: Access
Tier 2: \$25K OR AMC
Tier 3: \$100K
Tier 4: \$200K
Tier 5: \$300K

3% Admin Fees
3% Novaplus Fees
1% ISP Rebates
5% Quick Start Rebates*

& Vizient Reserve

358 SKUs • 25 ALS:
Parker, SunMed, Microcuff,
Nasos, Stylets, Intubaid

*Acute Care Customers - \$25k min

*Non-Acute Customers - \$10k min

Vizient Novaplus

Novaplus is the Vizient private label brand that delivers the best financial value and quality on the products and services Vizient clients use most often.

- One supplier per contract category
- Incentivized sales team
- Additional sales and marketing support

“STRATEGIC PROGRAM ALIGNMENT”

Vizient Reserve + Novaplus + IMPACT

Endotracheal Tubes Contract Details



	Vizient Endotracheal Tubes		
	MS1497 Standard Benefits	Vizient Reserve Benefits	
		80% Compliance	90% Compliance
Admin Fees	3%	3%	3%
novaplus+ Fees*	3%	3%	3%
IMPACT Rebates	—	—	1%
Maintenance Rebates	—	2%	2%
Growth Rebate	5%**	—	4%***
TOTAL Enhancements	11%	8%	13%

*SunMed ET Tubes Only

**National Tier 2 – Tier 5 activation. Paid on Growth \$. Exclude from VR Rebates

***Paid on Growth \$ Only



ET Tube Strategy for Vizient Customers

INTERNAL USE ONLY

Strategy

AirLife has a complete endotracheal tube portfolio to meet your customer's every need.

- **Lead with SunMed[®] Standard ET Tubes**
 - Recently updated to improved bull-nose tip and tube printing
 - Very comparable quality to Shiley (AKA Medtronic/Covidien/Mallinckrodt)
 - Priced competitively!
- Put the whole package together
 - SunMed[®] for everyday use
 - Parker Flex-Tip[®] for improved quality
 - Microcuff[®] for pediatrics
- Best financial value per Vizient RFP



AirLife ET Tube Overview

INTERNAL USE ONLY

Endotracheal Tube Products



SunMed® Standard

- Basic tube to offer a cost-friendly option with reliable quality
- Newly improved **bull-nose tip** and **product printing**
- Infant, pediatric, adult sizes



Parker Flex-Tip®

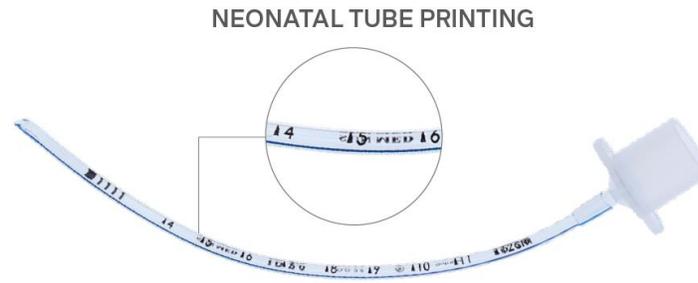
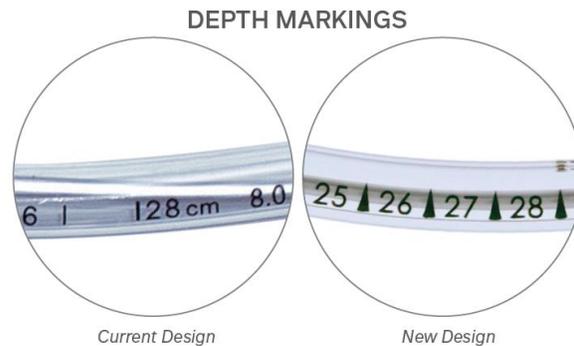
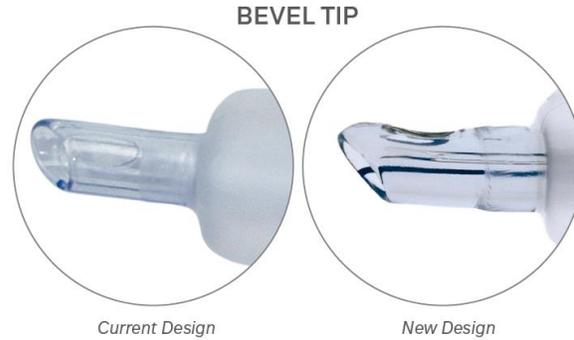
- Patented tip design to help avoid airway collisions and provide a smooth intubation
- Broad variety of tube & cuff styles
- Infant, pediatric, adult sizes



Microcuff®

- Patented 10-micron thin PU cuff to create a superior seal and reduce micro-aspiration
- Pediatric focused design
- Ped Oral/Nasal
Ped Oral Curved
Adult Oral/Nasal

SunMed ET Tube Design Updates



The standard bevel cut tip has been updated to a bull-nose tip to improve patient safety.

Per ISO 5361:2023 the depth markings have been updated to show deeper measurements and are now shown every 1 cm.

Neonatal sized tubes have drastically improved printing with lower depth markings.



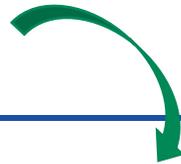
Conversion Planning

INTERNAL USE ONLY

Inventory Planning

SunMed **Bull-Nose** ET Tubes will be fully available in **February 2026**.
Sample stock for trails is available now.

Bull-Nose Tip



PHX RESTRICTED

Does NOT show as FG inventory

Water shipment 1 – Arrived 11/24

Water shipment 2 – Arrived 12/15

Air shipment 1 - ETA 12/27

Air shipment 2 – ETA ~1/15

Air shipment 3 – ETA ~1/25

Air shipment 4 – ETA February

Current SunMed ETT

Parker ETT

Microcuff ETT

PHX FG

LVL FG

Contact Holly, Commercial Support Specialist, and Customer Service for trail samples from PHX RS

Inventory Planning

Forecast promptly, early and with great detail!

Sales Force Process:

1. Make sure to select VIZIENT RESERVE as your Item Class and ENDOTRACHEAL TUBES as your Item Sub Class
2. Attach list of product codes EARLY in the process
Important: Bring visibility to low-running codes for forecasting

Example



Opportunity

Coastal Comm / VIZIENT RESERVE/ ETT

+ Follow

Add C

Opportunity Information

Opportunity Owner	Blair Hobgood
Opportunity Name	Coastal Comm / VIZIENT RESERVE/ ETT
Item Class	VIZIENT RESERVE
Item Sub Class	Endotracheal Tubes
Type	New Business
Account Name	PARENT - 981686 - Coastal Community Health
SFID	P981686
Account Primary GPO	Vizient
Channel Partner	Owens & Minor

Follow-Up Date	12/16/2025
Close Date	3/31/2026
Stage	4 - Presented Proposal
Reason Lost	
Probability (%)	50%
Amount	
Estimated Annual Spend	USD 200,000.00
Initiative	Vizient Reserve
Top 10 Opportunity	<input type="checkbox"/>
Vizient Impact Program	<input type="checkbox"/>
Premier ETT Opp	<input type="checkbox"/>

Implementation Tips

When managing a conversion:

- Treat as a **rolling change**
 - Does NOT require a full swap out. Let current product trickle out.
 - Can convert one department at a time.
 - ETTs are used in every area of the hospital.
- Lead with SunMed ETT since it is closest to their current product.
- In-service the Flex-Tip! Clarify how the tip works and improves intubation.

Helpful tips:

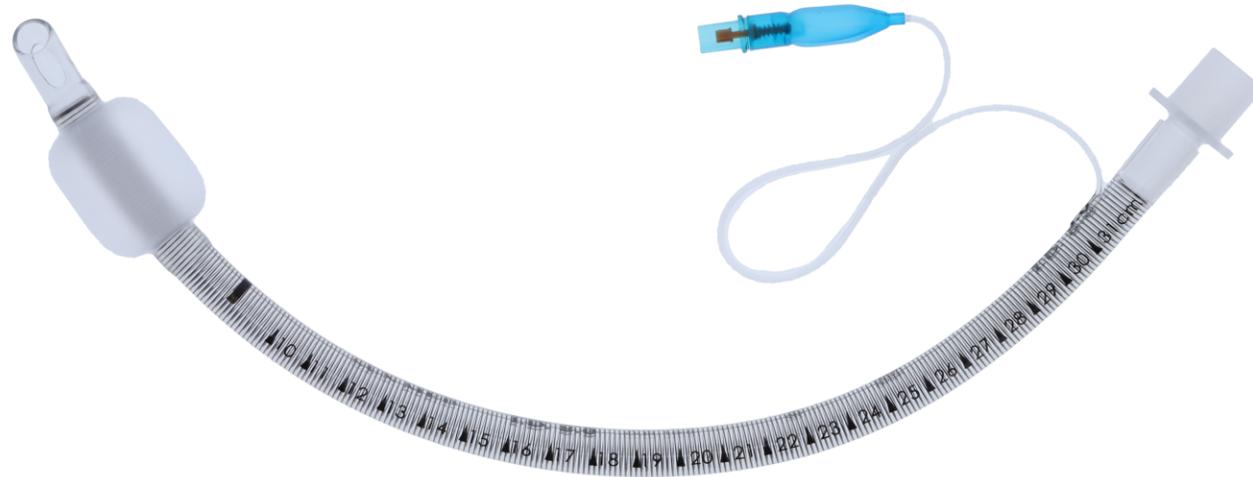
- Hit teaching hospitals first.
- Push for full portfolio ETT conversions, not just specialty ETTs.



New Resources

INTERNAL USE ONLY

Samples



NEW SunMed Bull-Nose sample



Shipped out in January!

Follow Up

Email package following this call

- Training recording and slide deck
- SunMed ET Tube Bull-Nose product comparison sheet
- ETT website link
- In-service guide
- Competitor comparison sheet
- Vizient Reserve brochure
- NEW SunMed ETT sample

Email questions to Holly or Derrick as needed



Thank you! Questions?

INTERNAL USE ONLY



Appendix

INTERNAL USE ONLY



Competitor Comparisons

INTERNAL USE ONLY

Shiley™ Competitor Comparison

Medtronic

Medtronic (Shiley™) holds about 65% of the endotracheal tube market **and will be used by majority of Vizient members.**

- Shiley is the standard for everyday use, standard intubation ETT.
- Shiley's TaperGuard cuff is their unique feature claiming:
 - Enhanced lung protection
 - Decreased incident of sore throat
 - Reduced pressure on the tracheal wall

While the TaperGuard can be beneficial, our standard cuff tubes are close to equivalent.



Shiley =
Covidien =
Mallinckrodt =
Medtronic

Description	Qty per box	Size (mm) and CFN																		Parker Cross	SunMed Cross
		Pediatric									Adult										
		2.0	2.5	3.0	3.5	4.0	4.5	5.0	5.5	6.0	6.5	7.0	7.5	8.0	8.5	9.0	9.5	10.0			
Subglottic Suction																					
Shiley evac oral ETT with TaperGuard cuff, Murphy eye	10											FT	FT	FT	FT	FT	FT			H-SFTWVC	No Cross
Shiley evac oral ETT with TaperGuard cuff, Murphy eye, and pre-loaded stylet	10																			No Cross	No Cross
Shiley Seal Guard evac oral/nasal ETT with TaperGuard cuff, Murphy eye	10											FT	FT	FT	FT	FT	FT			H-SFTVPU	No Cross
Basic Cuffed																					
Shiley oral/nasal ETT with TaperGuard cuff, Murphy eye, and pre-loaded stylet	10			SM	SM	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	SM	SM	H-PFST	1-7343-
Shiley oral/nasal ETT with TaperGuard cuff, Murphy eye	10		SM	SM	SM	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	SM	SM	H-PFHV	1-7333-
Shiley Seal Guard oral/nasal ETT with TaperGuard cuff, Murphy eye																				H-PTCY	No Cross
Shiley Hi-Lo oral/nasal ETT, intermediate, cuffed, Murphy eye	10			FT	FT	FT	FT	FT	FT	FT			H-PFLP	No Cross							
Shiley, Hi-Lo oral/nasal ETT, cuffed, hooded Murphy tip, Murphy eye	10		SM	SM	SM	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	SM	SM	H-PFHV	1-7333-
Basic Cuffless																					
Shiley oral/nasal ETT, cuffless, Murphy eye	10	SM	FT	FT	FT	FT	FT	FT	FT			H-PFUO	1-7330-								
RAE cuffed and cuffless																					
Shiley oral RAE ETT with TaperGuard cuff, Murphy eye	10					FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT			H-PFOC	1-7321-
Shiley oral RAE ETT with Hi-Lo cuff, Murphy eye	10					FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT			H-PFOC	1-7321-
Shiley nasal RAE ETT with TaperGuard cuff, Murphy eye	10					FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT			H-PFNC	1-7323-
Specialty cuffed and cuffless																					
Shiley oral/nasal reinforced ETT cuffed, Murphy eye	5			SM	SM	SM	SM	FT	FT	FT	FT	FT	FT	FT	FT	FT	FT	SM		H-PFRC	1-7363-
Shiley oral/nasal reinforced ETT cuffless, Magill tip	5			FT	FT	FT	FT	FT												H-PFRU	No Cross
Shiley laser oral ETT, Dual -cuffed, Murphy eye	5																			No Cross	No Cross
Shiley laser ETT, cuffless, Magill Tip	5																			No Cross	No Cross
Shiley microlaryngeal oral/nasal ETT, cuffed, Murphy eye	10					FT		FT		FT										H-PMLT	No Cross

AirLife has equivalent offerings to Shiley **plus more.**

- The UPDATED Bull-Nose SunMed ET Tube is very similar to Shiley.
 - Lead with this product.
- Flex-Tip
 - High quality tube plus Flex-Tip benefits
- MICROCUFF* 10-Micron Thin Polyurethane Cuff
 - Premium product for pediatrics

Our Endotracheal Tube Strategy

AirLife has a **FULL** line of endotracheal tubes

- Economy SunMed
- Parker Flex-Tip
- PU thin cuff (Microcuff) for pediatrics
- Subglottic suction
- Endobronchial
- Nasos and stylets



Talk Track

“AirLife now has the largest and most complete endotracheal tube offering in today’s market. We include premium Parker Flex-Tip ETT’s, premium pediatric MICROCUFF thin cuff ETT’s, and economy SunMed ETT’s. In addition, subglottic suction, double lumen (endobronchial), nasos and stylets. We cover nearly every size and configuration required by caregivers in any setting.”*



Parker Flex-Tip[®] In-Service

INTERNAL USE ONLY

Parker Flex-Tip[®]

The Flex-Tip[®] ETT has a great quality tube and cuff and is comparable to Shiley's ETT. The Flex-Tip feature is an added benefit, but often needs to be explained well to the customer to prevent misconceptions on how it works.

Highlights:

- Flex-Tip feature
- Soft tube and quality cuff
- Extensive styles and sizes
- Subglottic suction (Trach-Vac)

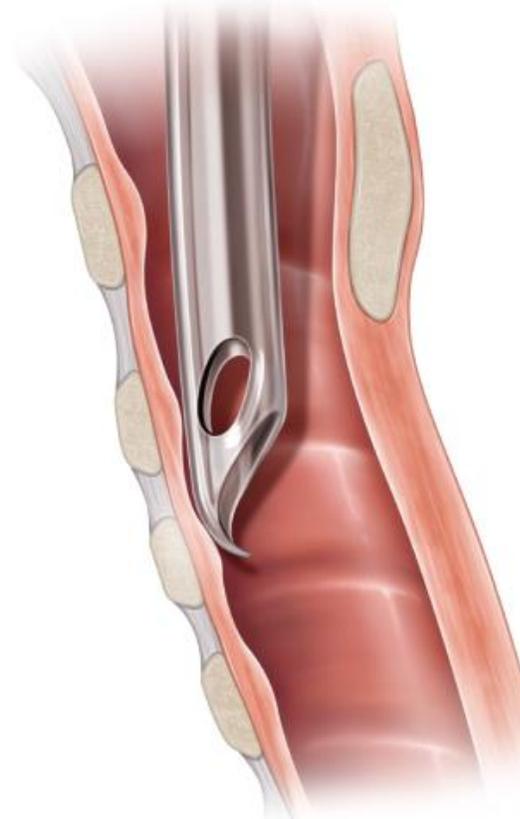


Parker Flex-Tip®

A unique, patented design that helps avoid airway collisions, providing a smooth and easy intubation.

Highlights:

- Atraumatic Flex-Tip® reduces the incidence of airway collision
- Soft, flexible, rounded tips glide through airway anatomy
- Centered tip prevents trauma to the airway
- Tip closely hugs intubation guides, introducers, and stylets



FLEX-TIP®
Endotracheal Tube Tip

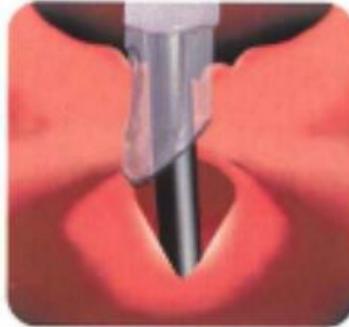


STANDARD
Endotracheal Tube Tip

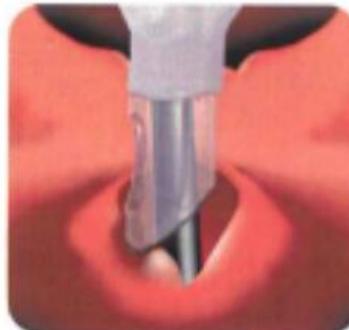


Flex-Tip[®] Centered Tip

STANDARD ENDOTRACHEAL TUBE



Side-beveled edge of standard ET tube approaching glottic opening. Overhangs right vocal cord.



Side beveled edge of standard ET tube striking and hanging up on right vocal cord.

FLEX-TIP[®] ENDOTRACHEAL TUBE



Centered, tapered tip of ET tube approaching glottic opening in midline.



Centered, tapered tip of ET tube entering glottis in middle and gently spreading cords apart. No striking or hanging up on the cords.

Flex-Tip[®] Demo

Flex-Tip



Standard Tip



Flex-Tip® “Hugs” Intubation Guide & Bronchoscope

Parker Flex-Tip
ET Tube



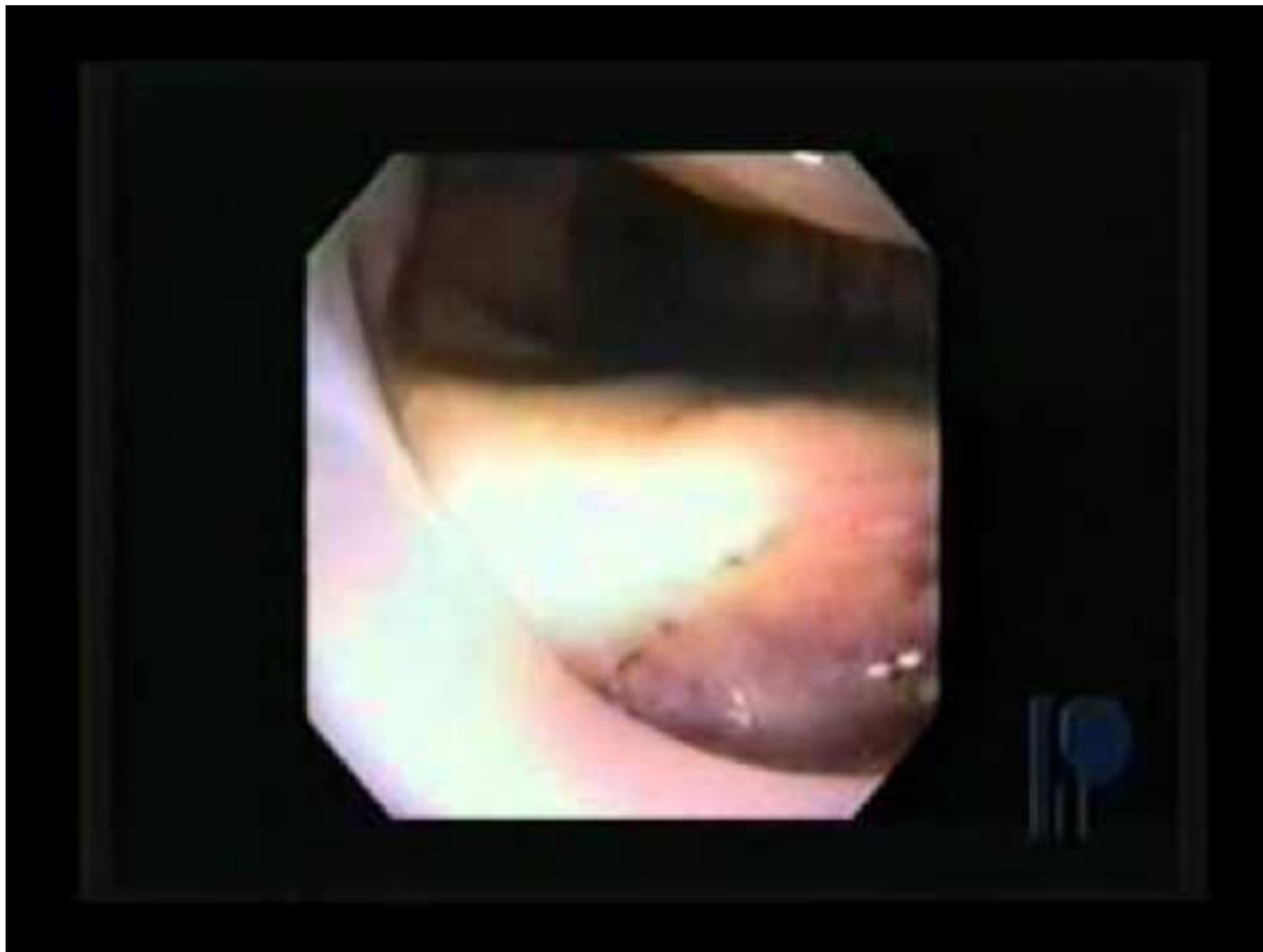
Flex-Tip eliminates
gap between tip of
tube and introducer

Standard
ET Tube



Conventional tips
allow for catching on
vocal cords and tissue
upon introduction

Flex-Tip® Sliding Through the Vocal Cords





Endotracheal Tube Comparison



Nasotracheal Tube Comparison

Styles of Endotracheal Tubes



High-Volume, Low-Pressure Cuff (H-PFHV-)



Preloaded Stylet (H-PFST-)



Low Profile Cuff (H-PFLP-)



Uncuffed (H-PFUO-)



Preformed (RAE) Nasal Cuffed (H-PFNC-)



Preformed (RAE) Nasal Uncuffed (H-PFNU-)



Preformed (RAE) Oral Cuffed (H-PFOC-)



Preformed (RAE) Oral Uncuffed (H-PFOU-)



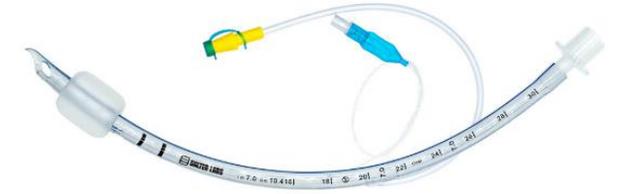
Microlaryngeal (H-PMLT-)



Reinforced Cuffed (H-PFRC-)



Reinforced Uncuffed (H-PFRU-)



Trach-Vac Subglottic Suction (H-SFTVVC-, H-SFTPU)



PU Thin-Cuff, DEHP-Free No Murphy Eye (H-PTCL-)



Easy-Curve, Articulating Tube (H-PFEC-)

Trach-Vac (Subglottic Suction Tube)

- **Call Point:** ICU, where patients require mechanical ventilation for longer than 24-48 hours.
- Subglottic suction tubes have a built-in suction line with evacuation port positioned above the cuff.
- When you change out the Parker Trach-Vac for the Shiley Evac, do NOT change protocol. Trach-Vac is used the same way.

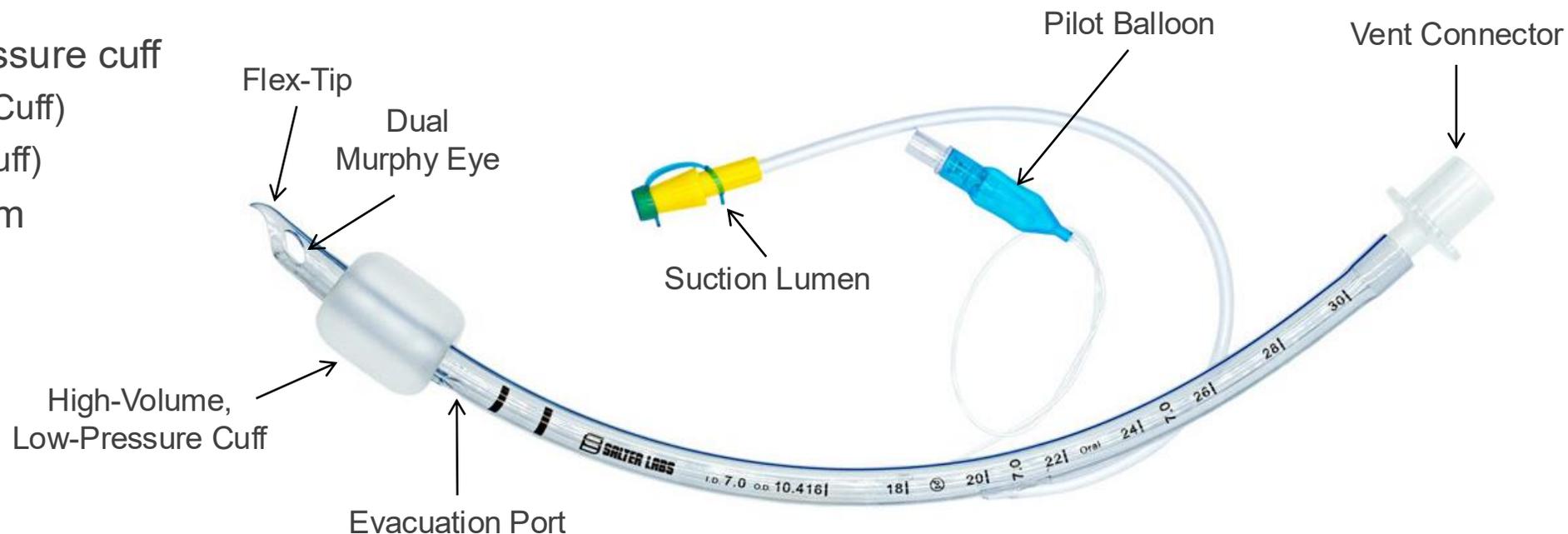
High volume/low pressure cuff

H-PFTVVC (PVC Cuff)

H-PFTVPU (PU Cuff)

Sizes 6.0mm – 9.0mm

10 units per box



Competitor Subglottic Suction Products

Most competitors use the same brand names for standard tubes and evacuation tubes.

- Shiley Taperguard & Taperguard Evac
- Shiley Sealguard & Sealguard Evac (Polyurethane Cuff)



INTUBATION

Shiley™ Evac Oral Endotracheal Tubes with TaperGuard™ Cuff

[ORDER INFORMATION >](#)

[CONTACT US](#)

[PRODUCT SUPPORT >](#)



INTUBATION

Shiley™ Evac Oral Tracheal Tube, SealGuard™, Murphy Eye

[ORDER INFORMATION >](#)

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Microcuff[®] In-Service

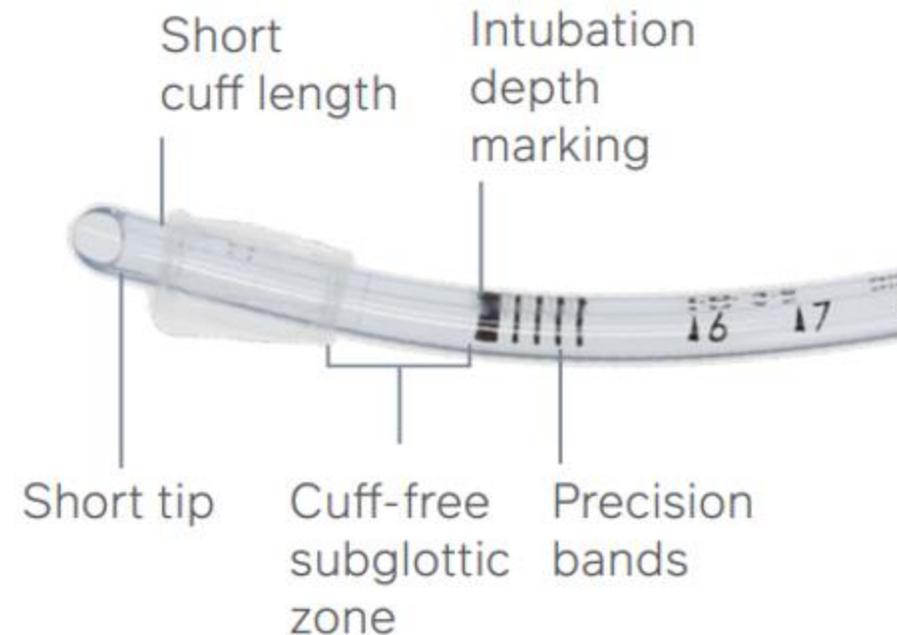
INTERNAL USE ONLY

What is Microcuff®?

- The market leader in pediatric endotracheal tubes
- Advanced, patented 10-micron thin polyurethane cuff
- Seals at ultra-low pressure

Styles include:

- Pediatric Magill
- Pediatric Oral Curved
- Adult Magill



A cuffed ETT designed and clinically proven by anesthesiologists for the special needs of children.

Microcuff® Styles



Pediatric Magill Style
Sizes 3.0 – 7.0

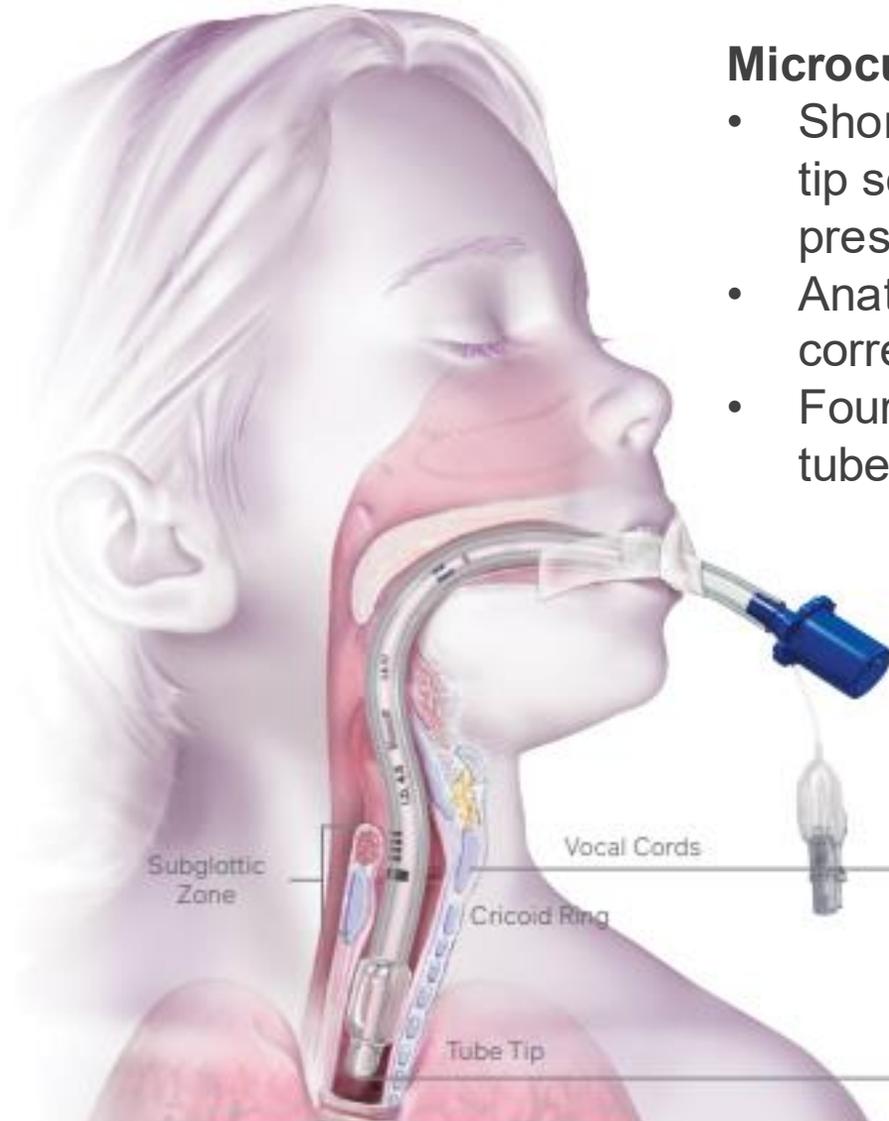


Pediatric Oral Curved Style
Sizes 3.0 – 7.0



Adult Murphy Style
Sizes 5.0 – 10.0

Microcuff® Designed For the Pediatric Airway

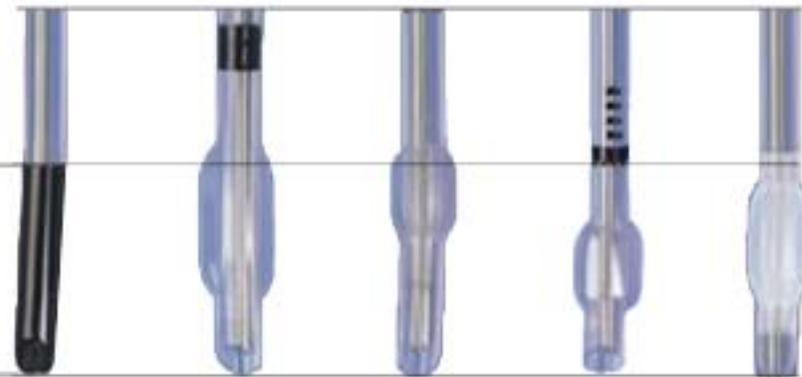


Microcuff® tube is designed for the pediatric airway.

- Short, cylindrical cuff placed near the tracheal tube tip secures cuff placement in the trachea, not in the pressure-sensitive larynx
- Anatomically based intubation depth mark results in correct placement and a cuff-free subglottic zone
- Four precision bands to facilitate and confirm optimal tube placement

"The intubation depth marks of the Microcuff pediatric tracheal tube allowed the safe placement of a cuffed tracheal tube in children from a wide age range"

– Weiss, et al. BrJ Anaesthesia 2005

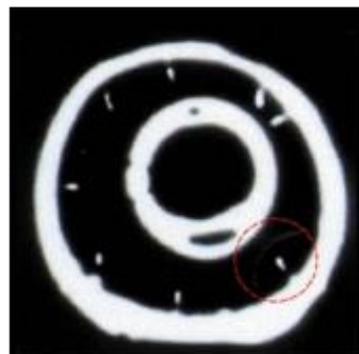
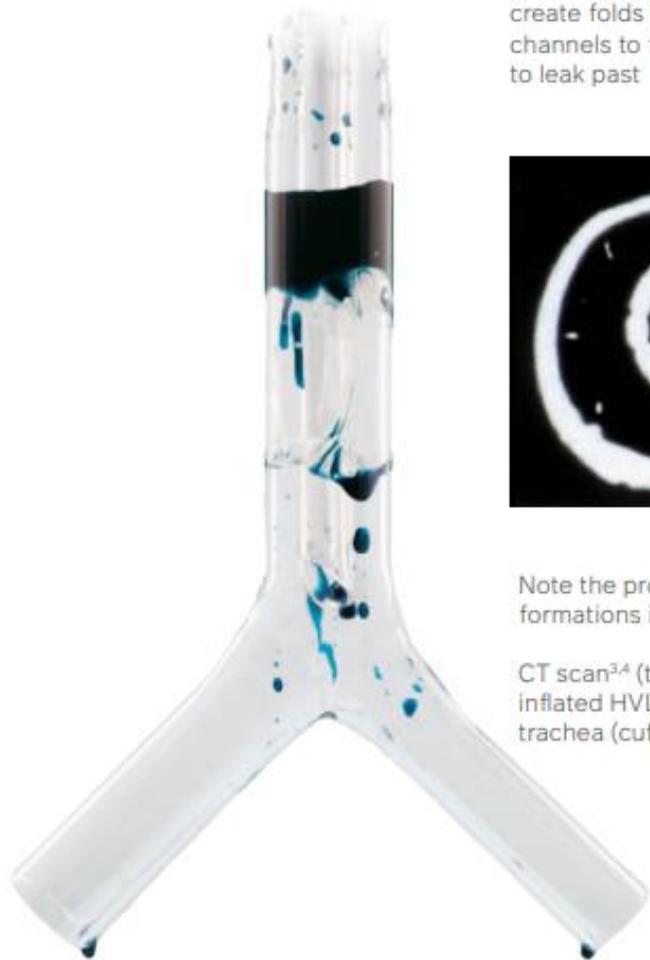


Microcuff

See the Difference

CONVENTIONAL ENDOTRACHEAL TUBE

Conventional HVLP PVC cuffs create folds when inflated, causing channels to form and allowing fluid to leak past

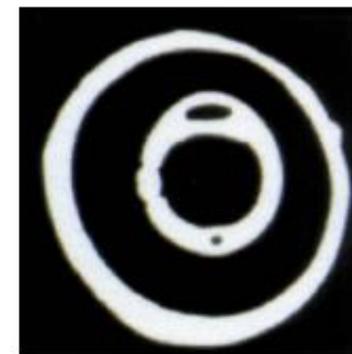


Note the prominent channel formations in the PVC cuff

CT scan^{3,4} (transversal) of an inflated HVLP-cuff in excised animal trachea (cuff-pressure: 20 cm H₂O)

MICROCUFF® ENDOTRACHEAL TUBE

Note the absence of visible channel openings in the Microcuff tube CT scan^{3,4} (transversal) of an inflated Microcuff Tube in excised animal trachea (cuff pressure: 20 cm H₂O)



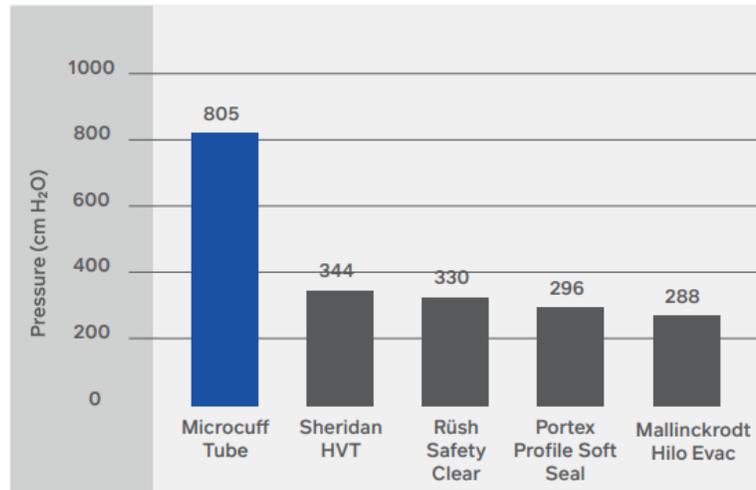
The Microcuff tube has advanced microthin polyurethane cuff material that allows the channels to "self seal," reducing the possibility of leakage

Thin Yet Strong Cuff

Polyurethane can be made thinner and still maintain its strength.⁴

- Polyurethane (10 microns) cuff membranes are substantially thinner than conventional PVC cuffs (50–80 microns)⁴
- Puncture strength of Microcuff tube is almost double compared to conventional cuffs⁴
- Burst pressure of Microcuff tube is more than double compared to conventional cuffs⁴

Cuff Burst Pressure⁴



4. Data on file. Roswell, GA, KCWW.



Depth Markers to Assist Tube Placement

Four precision bars to facilitate and confirm optimal tube placement



Thick Black Line – Vocal Cord Marker

4x Precision Bars Distal to the Cord Marker



Ref: Dullenkopf et al. Appropriate placement of intubation depth marks in a new cuffed pediatric tracheal tube. BJA 2005