



Cost Concerns? Things to Consider

Is adding your service expensive?

There is NO capital investment to start our service in your facility.

How much staff time and effort is necessary to add your service?

NONE! ReNu Medical handles every aspect to insure a successful reprocessing program from staff education to pick up and delivery of the devices.

How much money could our institution expect to save by reprocessing single use medical devices?

You can expect at least a 30-75% savings over the cost of purchasing a new OEM device. If you are currently utilizing a sterilizing company to reprocess non-critical and semi critical devices, ReNu Medical can save your hospital twice as much (100%). ReNu Medical reprocesses single use medical devices for considerably less than the original acquisition cost. Savings per facility can range from thousands of dollars to even millions per year. Additional savings are realized through decreased waste disposal costs, inventory reduction, and reduced freight premiums.

Should my facility charge full price for a reprocessed single use medical device?

Yes. The Centers for Medicare and Medicaid Services (CMS) agrees with the FDA that since a reprocessed device is "substantially equivalent" to a new device, Medicare will pay for devices used in outpatient procedure. For inpatient services, Medicare and most insurance companies use a patient diagnosis payment system; a fixed reimbursement according to the patient diagnosis. Hospitals then utilize "best practices" within that reimbursement- including approved reprocessed medical devices.

Does ReNu Medical provide a warranty for their reprocessed devices?

ReNu Medical functionally tests 100% of all devices prior to returning them to the facility. This extraordinary level of quality assurance is your guarantee all devices returned to the hospital are visually, functionally, and substantially equivalent to a new device.

What is the implementation process?

ReNu Medical representatives meet with your facility to in-service and set up device collection locations within the hospital. The facility can begin collecting devices immediately. ReNu Medical handles all the details; from pick up to delivery.

Do you offer free trials?

Yes. We offer a two-week trial within defined parameters. ReNu provides all the collection containers for devices to be shipped to our laboratory. Call customer service for details.



How does your product quality and value compare to other reprocessors?

ReNu Medical is classified as a test quality laboratory as certified by the Washington State Department of Labor. Our highest priority is patient safety and product quality. We strive to provide the highest quality product while maintaining the strictest quality standards at a competitive price. We invite your infection control personnel, risk management or other clinical experts to tour our laboratory and see our quality first hand.

Is there any staff time required for collecting devices?

There is no counting, sorting, cleaning or packaging. It is as simple as throwing devices into a ReNu Medical collection container conveniently located where the devices are normally discarded.

What is ReNu Medical's pass/fail rate of reprocessed devices?

Maximizing the return rate of medical devices to the hospital is strength at ReNu Medical. Our process utilizes specific pre-cleaning protocols and an industry leading automated washing; prior to HLD assuring the highest return rates. ReNu Medical averages a 90% return of medical devices.

Should I utilize two separate vendors (reprocessors) for a reprocessing program to be successful?

According to the CDC, APIC, AORN, High-Level Disinfection is the appropriate and recommended method for reprocessing non-critical and semi-critical (non-invasive) devices. Further, utilizing the appropriate method for these devices provides a safe non-toxic method to save twice as much as sterilizers.

Does ReNu Medical provide reprocessing services nationally?

Yes. ReNu Medical currently services hospitals nationwide.