

Smart Pumps

The smart pump marketplace has been a hotbed of growth this year. Facilities with smart pumps are now in the majority, pharmacy involvement in purchasing and implementation has grown even higher, and planned adoptions are also on the rise.

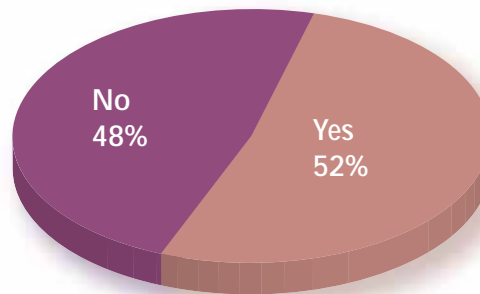
Despite the facts that most smart pump users build their own libraries, don't yet have wireless data transfer capabilities, and haven't linked their smart pumps to their BCMA systems, user satisfaction with smart pumps is very high.

Smart pumps ranked fifth among all pharmacy automation solutions in user satisfaction.

For more information on smart pump vendors, circle reader service number 922 or visit www.findit.pppmag.com.



Smart Pump Adoption



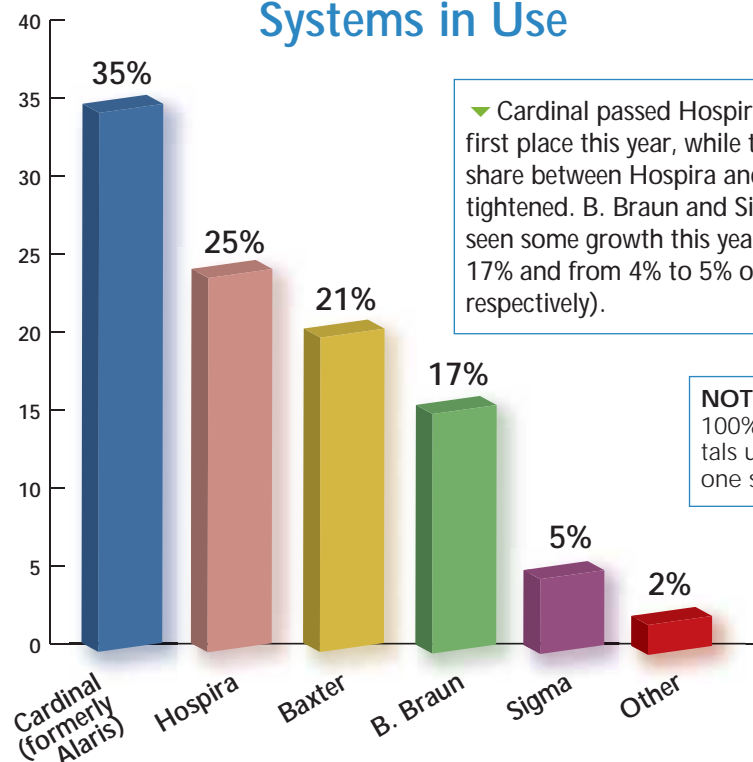
Smart pump adoption continues to increase; facilities with smart pumps are now in the majority at 52%, up from 43% in 2007.

Level of Satisfaction



An overwhelming majority (96%) of smart pump users are satisfied with their systems, an even further improvement over last year's impressive 94% satisfaction rating.

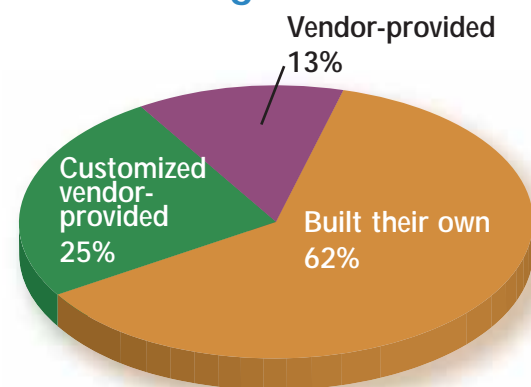
Systems in Use



Cardinal passed Hospira to move into first place this year, while the gap in market share between Hospira and Baxter has tightened. B. Braun and Sigma have also seen some growth this year (from 13% to 17% and from 4% to 5% of market share, respectively).

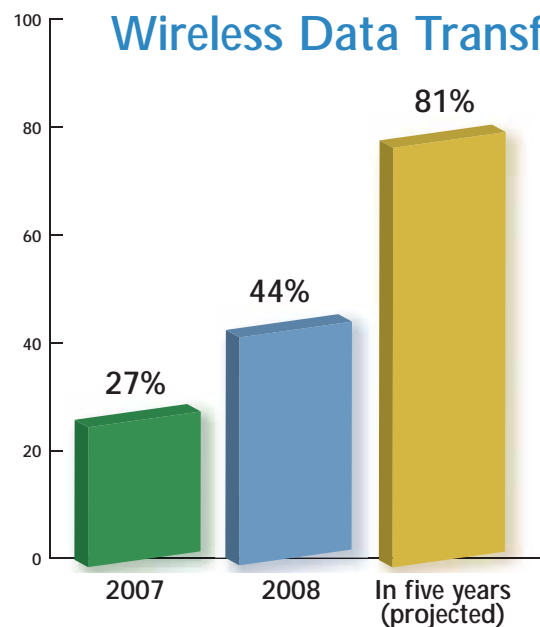
NOTE: Totals exceed 100% as some hospitals use more than one system.

Drug Libraries



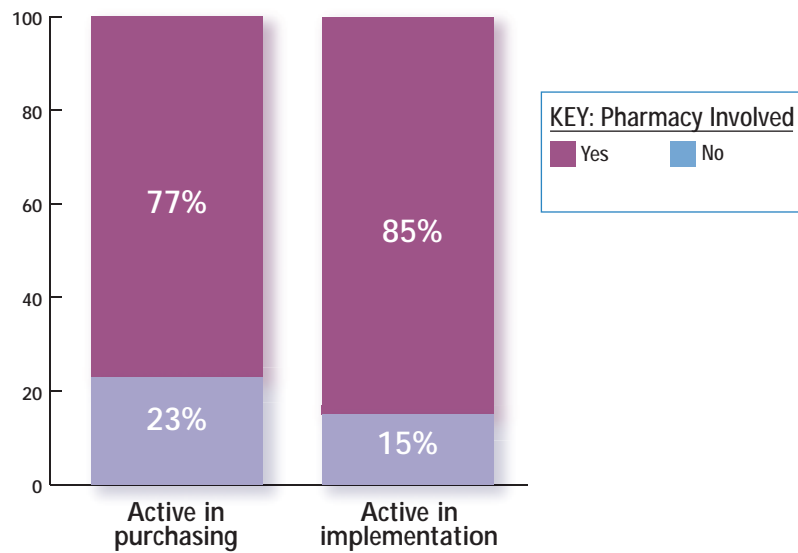
The trend toward building your own drug libraries continues with 62% of smart pump users taking this approach, up from 50% in 2007. Customizing vendor-provided libraries is the second most popular choice at 25%, while just 13% report using the "canned" vendor libraries.

Wireless Data Transfer in Place



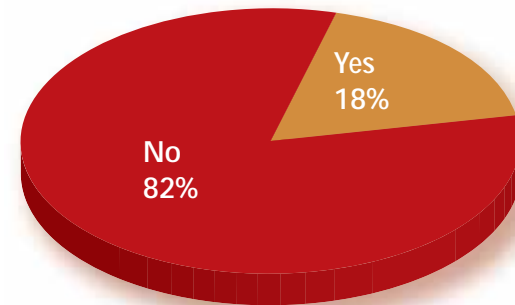
There has been impressive growth this year in the number of facilities using wireless connections to transfer data to and from their smart pumps and this approach is predicted to continue increasing over the next five years at a rapid clip. Satisfaction rates with data collection methods are significantly higher for those who do so wirelessly (89%) versus those without the wireless option (47%).

Pharmacy's Role in Purchasing and Implementing Smart Pumps



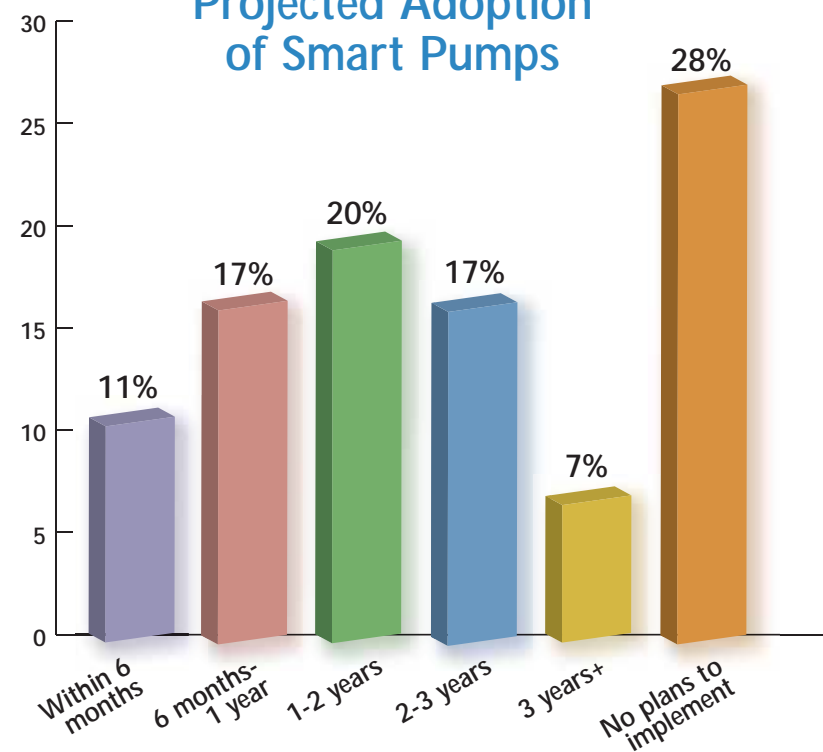
▲ **Just as actual and planned** smart pump implementations have grown, so has pharmacy's involvement in both purchasing and implementing these systems. The vast majority (77%) reports that pharmacy is active in the purchasing decision for their smart pumps, and an even greater majority (85%) reports that pharmacy is active in the implementation process.

Smart Pumps Linked to BCMA Systems



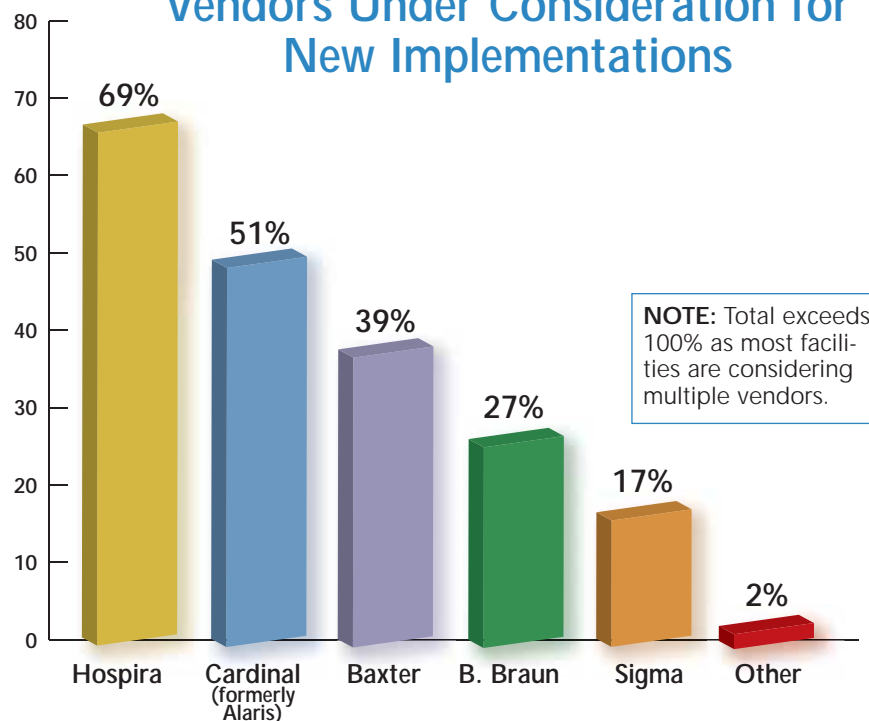
▲ **While still a distinct minority**, the number of facilities linking their smart pumps to their BCMA systems grew to 18% this year from 12% in 2007.

Projected Adoption of Smart Pumps



▲ **As 72% of those currently** without smart pumps plan to implement them within the foreseeable future, the purchasing activity in this marketplace is expected to continue increasing.

Vendors Under Consideration for New Implementations



◀ **Respondents indicate that** they are evaluating systems from a variety of smart pump vendors.