INNOVATIVE HEALTH

Frontiers in Medical Device Reprocessing

Innovative Health March 2026 Newsletter

Healthcare Monopolies

Every healthcare service line is dominated by a small number of technology suppliers. In orthopedics, it is Stryker, J&J's DePuy Synthes, Zimmer Biomet, Medtronic, and Smith+Nephew[1]. In cardiology, it is J&J Medtech, Abbott, Boston Scientific, Medtronic, Edwards Lifesciences[2]. The monopolistic nature of medtech markets carries deep, yet rarely discussed consequences for clinical practice, pricing, innovation, and patient care. Greater scrutiny of these dynamics — through research, policy evaluation, and industry self-reflection — would support a more competitive, innovative, and patient-centered medtech ecosystem.

[1] Source for largest orthopedic companies (link) [2] Source for largest cardiology companies (link)

Innovative Health at HIRC Academy

Innovative Health was at HIRC (Healthcare Industry Resilience Collaborative) Academy March 22–23 in Carlsbad, a members-only forum for healthcare supply chain leaders. Innovative Health presented about "Partnership in Practice: From Standards to Industry Behavior" as part of the forum focused on turning healthcare resiliency strategy into measurable action. We are grateful for our partners in HIRC and our role in helping move resiliency from standards into real industry practice across the HIRC community.

Innovative Health Co-Authors Toolkit and Renews with CHARME

CHARME is an initiative convening 40 health systems, medical device and equipment suppliers, distributors, GPOs, and industry experts and stakeholders to define, implement, and champion best practices to reduce emissions from the MedTech supply chain. In June 2026, CHARME will begin a second 2-year phase to deepen and expand work within circularity, resource stewardship, renewable energy, and transportation and logistics. Innovative Health has been an active member in CHARME, and we are looking forward to the second phase! In the first phase, Innovative Health co-authored the CHARME Toolkit "Expanding single-use device reprocessing in healthcare - A Toolkit for Healthcare Leaders".

Biosense Webster's first compliance report

In March, Biosense Webster released its first compliance report pursuant to section 5 of the August injunction that prohibited the company from engaging in certain anti-reprocessing activities. The report describes how Biosense Webster informed their employees, their customers, and their prospective customers of the injunction. In September, 2,483 emails were sent to employees, 2,381 FedEx notices were sent to EP labs, and Biosense Webster's 137 territory managers sent a total of 2,459 emails to physicians. Moreover, Biosense Webster's quote system now automatically includes a copy of the injunction with a quote for a CARTO machine. Biosense Webster has adopted a policy of providing clinical support at no additional cost for CARTO 3 procedures, regardless of whether a third-party reprocessed catheter is used. Finally, since the injunction, Biosense Webster has launched two new versions of the CARTO 3 software, one in August and one in January, and neither of these included technology intentionally designed to prevent reprocessing.

Healthcare winners and losers

2025 was not a good year for healthcare providers. Prices keep going up and reimbursement less so. As a result, insurance companies make more money, healthcare technology companies make more money, and pharmaceutical companies make more money. Only the provider and patients lose: The average hospital in the US in August last year had a 1% operating margin. Hospital closures have reached record levels. Every day, another hospital announces mass layoffs. And guess who loses when the hospital loses: The patient. The reality is that our healthcare system is about to break, with premiums driving patients out of access and costs driving hospitals out of business. Watch Innovative Health CEO Rick Ferreira talk about US healthcare in 2026 in this short video.

Awards and 2025 achievements

Between 2024 and 2025, the number of Innovative Health partner hospitals that saved more than $1M in cardiology reprocessing grew by 36%. The number of hospitals saving more than $500,000 grew by an astounding 42%. Also, last year, we grew the number of hospitals reprocessing with Innovative Health by 35% - and increased savings across all Innovative Health partner hospitals by 26%. And lastly, in 2025, Innovative Health helped US healthcare reduce its carbon emissions footprint by an additional 27,246 pounds CO2 over 2024. More than two dozen hospitals received Innovative Health's Reprocessing Award for Environmental and Financial Sustainability. The awards celebrate hospitals' reduction of carbon emissions and medical device costs.

50th clearance to Innovative Health

In January, Innovative Health, LLC announced that the company has received its 50th clearance from FDA to reprocess single-use medical devices used in electrophysiology and cardiology labs. That's 50 clearances in less than 10 years. This latest clearance is to reprocess the Agilis NxT Steerable Introducer, originally manufactured by Abbott, for two additional uses in the lab. Innovative Health is the only reprocessing company that is cleared to reprocess this market-leading introducer two (2) times. An increase in the number of times a device, such as the Agilis NxT Steerable Introducer, can be reused has a direct, positive financial impact in hospitals that utilize Innovative Health's reprocessing program. This 50th FDA clearance comes at a time when Innovative Health is greatly expanding its customer base and implementing novel, sustainable reprocessing technologies in its Scottsdale, Arizona reprocessing plant.

Recalls of Reprocessed EP Devices

March 6, 2026, the journal Cardiovascular Business published an article titled "FDA Shares Detail About Reprocessed Catheter Recall". The same journalist has previously shared the same news in a February 10, 2026, article titled "Reprocessed EP Catheters Recalled Due to Contamination Risk". Both articles are about a large number of recalls specifically by Medline Renewal, not about EP catheter reprocessing in general. The recalls are severe - the devices may contain residual material, which is very dangerous: The U.S. Food and Drug Administration (FDA) has categorized these as Class I recalls, which means using the devices is associated with a risk of serious injury or even death. Innovative Health is led by reprocessing executives who have been in the business of reprocessing since 1997. Since then, we have had zero Class

One recalls, zero warning letters. Medline's 7 Class One recalls on EP devices happened within 7 months. Single-use device reprocessing is a safe, FDA regulated practice, and there is no reason to believe that the recent large number of Medline recalls reflects a poor safety record of the reprocessing industry in general. This is a Medline problem, not a reprocessing problem. Innovative Health takes pride in our decades-long experience in the reprocessing industry and our impeccable safety record. Our quality system ensures that our products are safe, when they leave the reprocessing plant.

Legal System Targeting Monopolistic Behavior in Healthcare

In early February, a California federal jury ordered Medtronic to pay nearly $382 million to its competitor Applied Medical for antitrust violations. The jury found that the medical device giant illegally used its monopoly power to crush competition in the advanced bipolar vessel sealing device market. The Medtronic decision is similar to a recent $442 million jury decision against J&J's Biosense Webster. Both cases hinged on the fact that it is illegal to bundle your products and services with something nobody else can offer. These antitrust verdicts are more than headlines. They are practical signals for hospital leadership and supply chain teams to tighten contracting discipline, especially where discounts, rebates, or "portfolio pricing" are tied to purchasing commitments that limit real choice. Every major supplier agreement should be reviewed with a specific lens: Identify where access to pricing on one product line is conditioned on volume or exclusivity in another, where competitive products are effectively locked out, and where contract language makes switching costs punitive or operationally unrealistic.

Circular solutions

Single-use device reprocessing is a circular solution used in hospitals. It means that single-use labeled medical devices are captured after they have been used, sent to a reprocessing company, reprocessed, purchased by the hospital, and used a second time. Circular solutions are unique in that the user (the hospital) provides the raw material (the used device) to the manufacturer (the reprocessor). Collecting the used devices is therefore critical – without this collection, the hospital will not have access to any reprocessed devices. Also, the hospital will never be able to replace its use of new devices entirely with the use of reprocessed devices. This is because not all collected, used devices can be reprocessed. In a circular solution, the hospital always uses a combination of new and reprocessed devices. In this video, we explain the unique aspects of a circular solution in healthcare.

Innovative Health at HRS 2026

Innovative Health is participating at the 2026 Heart Rhythm Society conference in Chicago, April 23-26. We expect a lot of new product launches this year, introducing new devices with better functionality and the promise to improve patient care in electrophysiology. We also expect for the newest trend in electrophysiology – the use of pulsed field ablation – to be highlighted. Also, the potential for moving electrophysiology procedures from the hospital into the surgery center will be discussed. Innovative Health will introduce new products and continue to fight for the electrophysiologists right to use the newest technology available by responsibly re-using medical devices.

EP Ablation Procedures in the Surgery Center

Since the beginning of this year, it has been possible for electrophysiologists to conduct electrophysiology (ablation) procedures in the surgery center – and get CMS reimbursement for this. Almost all EP physicians are already used to using reprocessed single-use devices in the hospital-based EP lab. Cost savings realized through the use of reprocessed devices have benefited the lab or the hospital (but rarely the physician directly). In the physician-owned EP surgery center, the use of reprocessed single-use devices will assume strategic importance: The cost savings realized from such practices will be critical to the physician's ability to maximize his/her paycheck.