



October 2024

Dear Valued BD BACTEC™ Blood Culture System Users,

We continue to make strong progress in increasing BD BACTEC™ blood culture media availability. A key contributor to this progress is the temporary reintroduction of BD BACTEC™ Lytic Anaerobic Media in glass, which will supplement our ability to improve overall supply of other BD BACTEC™ media in plastic. Through this introduction, we have seen allocations exceed 100% of weekly demand (normalized versus elevated demand in times of crisis). Allocation above 100% of historic demand contributes to increasing inventory health in distribution warehouses around the country. This represents a meaningful step forward that will help improve access to testing. It will take additional time to replenish distribution inventory to normal levels based on transportation timelines and current levels of inventory. It is important to understand that reaching this level of supply requires U.S. customers to use BD BACTEC™ Lytic Anaerobic glass vials (442265). With your partnership in adopting glass vials, we will realize improvement in supply recovery.

As the BD BACTEC™ portfolio returns to health, we are encouraging our distribution partners to evaluate aged customer orders (greater than 30 days) to ensure current open orders are still reflective of need. In instances where there may be an excess of open orders, BD is encouraging cancellation of aged orders. In the instance your distribution partner utilizes a First in First Out allocation strategy, customized reporting will be reviewed to ensure your allocation is not impacted. By cancelling aged orders and assessing large backorders, this enables distribution partners to serve your current demand, provides line of sight to rebuilding healthy inventory levels, and allows increased allocation to your institution sooner. While each of our distribution partners are approaching this differently based upon the unique needs of their customers, BD remains committed to collaborating with distribution partners to ensure adequate supply and equitable access to critical testing.

Should you have any questions or concerns, please contact your BD Account Executive or Distribution Account Executive.

Thank you for your continued trust and partnership as we navigate this challenge while ensuring that patient care remains our top priority.

Sincerely,

A handwritten signature in black ink that reads "Chris Beddard".

Chris Beddard
VP, Global Platform Leader, Microbiology
BD Life Sciences – Diagnostic Solutions