

2023 HEALTHTRUST UNIVERSITY CONFERENCE

PLAYING // TO WIN

ALIGNED FOR SUCCESS

OPTIMIZING OUTCOMES

Lowering Costs & Improving Nurse Satisfaction in the OR

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July 16, 2023



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Meet the Presenters



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Disclosures

- The presenters have no real or perceived conflicts of interest related to this presentation

Note: This program may contain the mention of suppliers, brands, products, services or drugs presented in a case study or comparative format using evidence-based research. Such examples are intended for educational and informational purposes and should not be perceived as an endorsement of any particular supplier, brand, product, service or drug.

Learning Objectives

At the end of this session, participants should be able to:

1. Recall steps for accurate preference card evaluation.
2. Recognize concepts for comparing supply costs between surgeons.
3. Identify critical data to obtain for use with surgeon engagement on preference card changes.

Discussion Point #1 | Rationale for Preference Card Optimization & Standardization

How inaccurate preference cards impact the OR environment and cost of care

1. Increases the risk of wasted products
2. Contributes to poor charge capture
3. Loses charges due to open and unused products
4. Compromises sterile environment from increased room traffic
5. Wastes staff time picking and restocking supplies based on poorly maintained preference cards
6. Decreased staff and physician satisfaction

1. PNC Healthcare, GHX quantitative study (9 August 2011)
2. Panahi P et al, Clinical Orthopedics and Related Research (2012; 470: 2690-2694)
3. Preference Card Management CE Course, Cardinal Healthcare (2010)
4. Photos: HealthTrust royalty-free library via GettyImages

Waste

- Expired Supplies
- Lost Charges
- Uncaptured charges



OR Environment

- Increased door openings – 23% related to supply runs

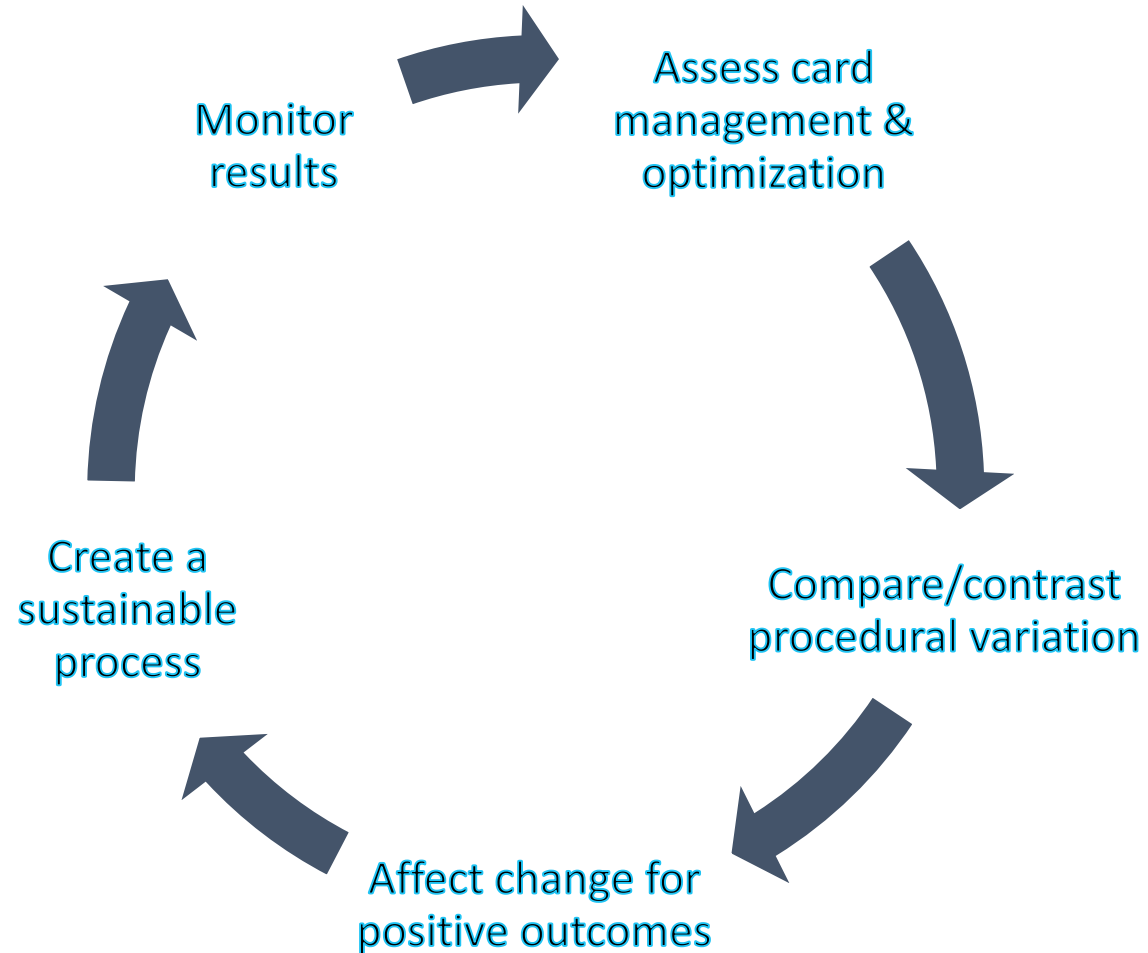


Efficiency

- Picking cases
- Restocking unused supplies

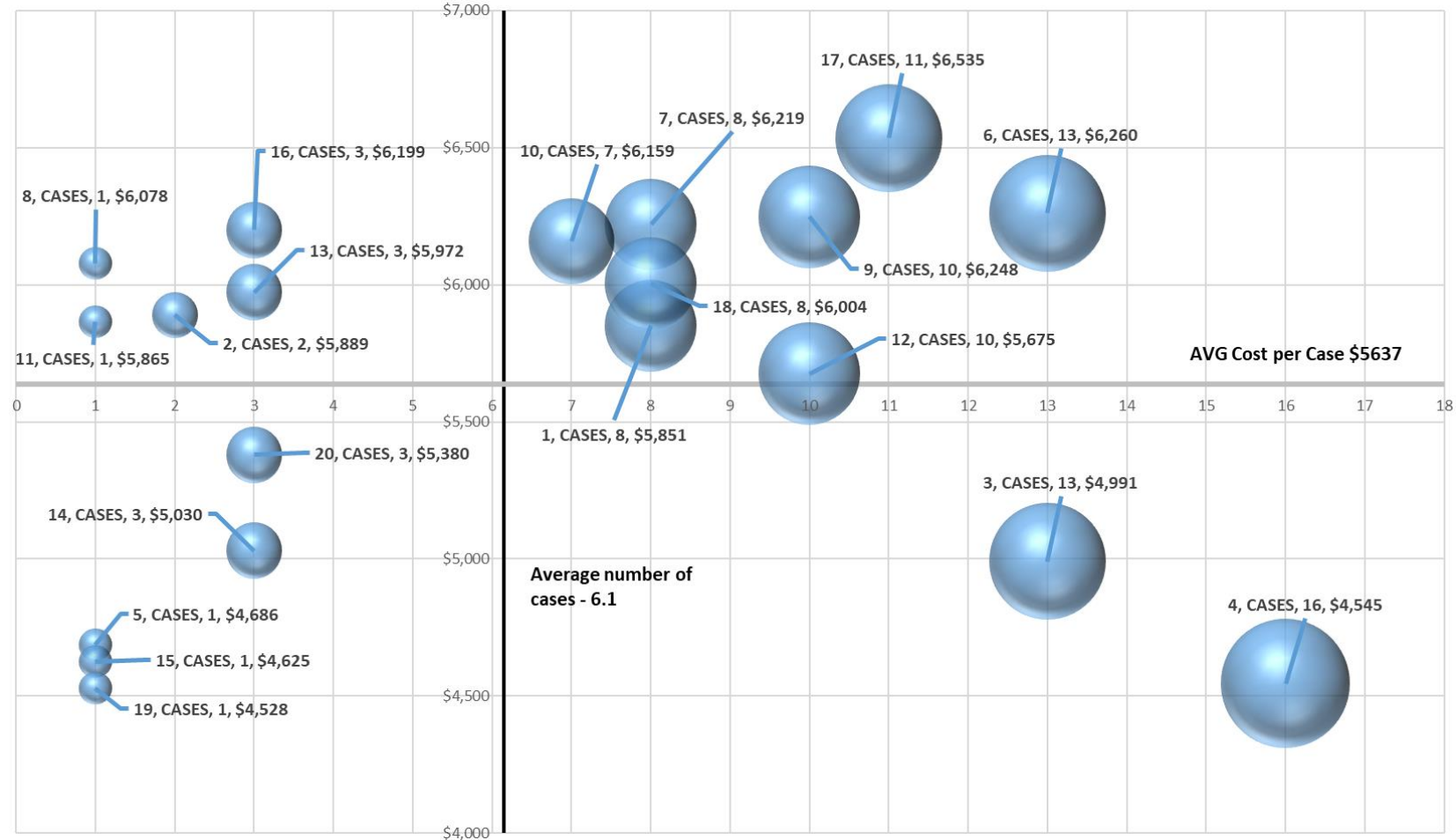


Discussion Point #2: Characteristics of Preference Card Optimization & Standardization



Robotic Total Knee Arthroplasty CPT 27447

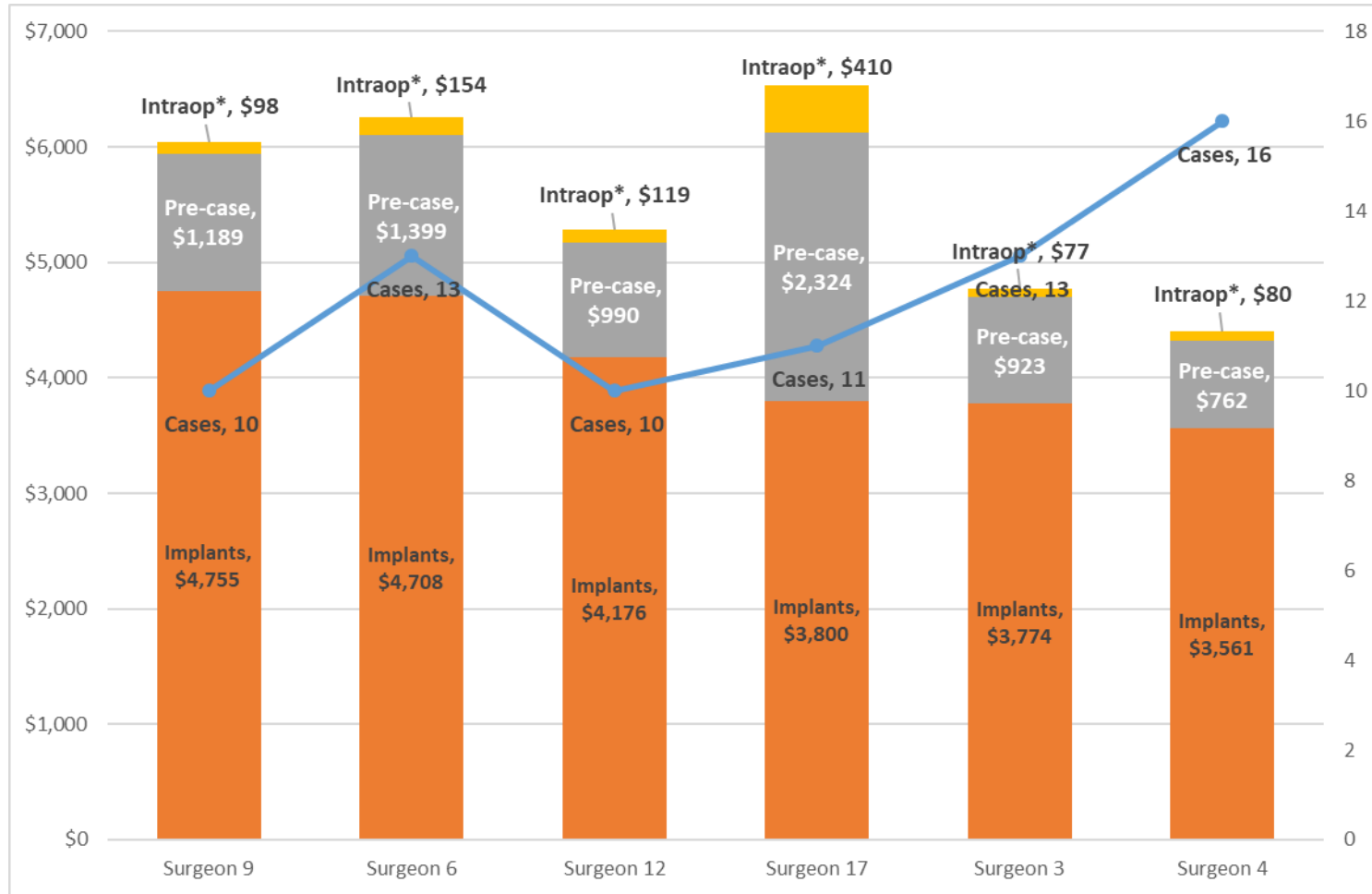
Analysis Output Sample



Source: Steward Health Preference Card Initiative. Please do not reprint without permission.

Robotic Total Knee Arthroplasty CPT 27447

Analysis Output Sample



* Intraop and Pre-Case supplies is estimated for the sample, Total costs and Implants is actual

Source: Steward Health Preference Card Initiative. Please do not reprint without permission.

Robotic Total Knee Arthroplasty CPT 27447

Analysis Output Sample

Category	Surgeon 3	Surgeon 4	Surgeon 6	Surgeon 9	Surgeon 17	Surgeon 12
⊕ Advanced Energy, RF Saline		\$27			\$433	
⊕ Biosurgical Hemostatic Agents					\$354	
⊕ Bone Cement	\$52	\$251			\$367	\$88
⊕ Burrs, Bits and Blades					\$178	
⊕ Guide Pin, Orthopedic	\$238	\$29	\$181	\$313	\$816	\$325
⊕ Implants, Large Joint	\$3,957	\$3,653	\$4,708	\$4,841	\$3,800	\$4,294
⊕ Internal Fixation			\$25		\$0	
⊕ Irrigation					\$27	
⊕ Negative Pressure Wound Therapy		\$24	\$469			
⊕ OR Floor Fluid Safety Products						\$69
⊕ OR Space Suit					\$146	
⊕ Other	\$18	\$36	\$149	\$82	\$260	\$142
⊕ Robotic Accessories	\$507	\$368	\$612	\$774	\$151	\$368
⊕ Suture, Barbed		\$17	\$98	\$2	\$2	
⊕ Wound Care, Advanced	\$2		\$18	\$30		
Grand Total	\$4,774	\$4,404	\$6,260	\$6,042	\$6,535	\$5,286

Source: Steward Health Preference Card Initiative. Please do not reprint without permission.

Robotic Total Knee Arthroplasty CPT 27447

Analysis Output Sample

Category	Surgeon 3		Surgeon 4		Surgeon 6		Surgeon 9		Surgeon 17		Surgeon 12	
	Cases	13	16	13	10	11	10	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case	
	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case	Percent of Cases utilized	Volume Per Case
Advanced Energy, RF Saline	0%		6%	1.0					100%	1.0		
Biosurgical Hemostatic Agents	0%								64%	2.0		
Bone Cement	92%	1.0	94%	1.6					91%	2.2	100%	1.1
Burrs, Bits and Blades	0%								100%	4.0		
Guide Pin, Orthopedic	100%	2.2	25%	1.5	100%	2.0	100%	2.0	100%	2.5	100%	2.0
Internal Fixation	0%				8%	1.0			9%	0.0		
Irrigation	0%								100%	1.0		
Negative Pressure Wound Therapy	0%		6%	1.0	100%	2.0						
OR Floor Fluid Safety Products	0%										100%	1.0
OR Space Suit	0%								100%	6.2		
Other	100%	1.2	94%	4.3	100%	3.1	100%	1.0	100%	29.3	100%	3.4
Robotic Accessories	100%	5.8	100%	5.0	100%	3.8	100%	5.2	27%	2.3	100%	4.8
Suture, Barbed	0%		94%	1.0	100%	4.0	10%	1.0	18%	1.0		
Wound Care, Advanced	8%	1.0			92%	1.0	100%	1.0				

Source: Steward Health Preference Card Initiative. Please do not reprint without permission.

Discussion Topic #3: Preference Card Management – Accountability

Steward Health System Level



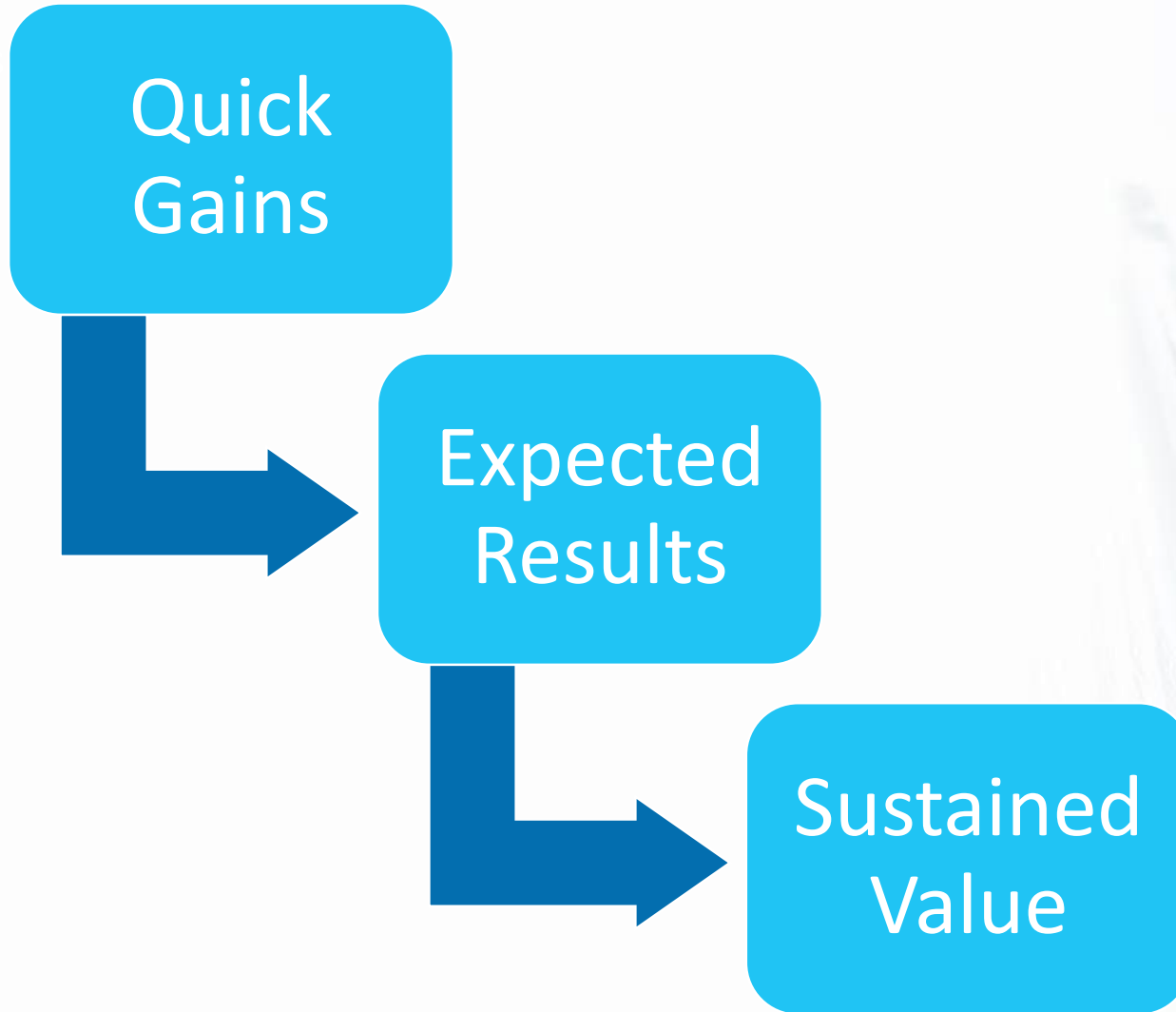
Discussion Topic #4: Preference Card Management – Responsibility

Steward Health Facility Level



Discussion Point #5 – Managing Expectations

End Result

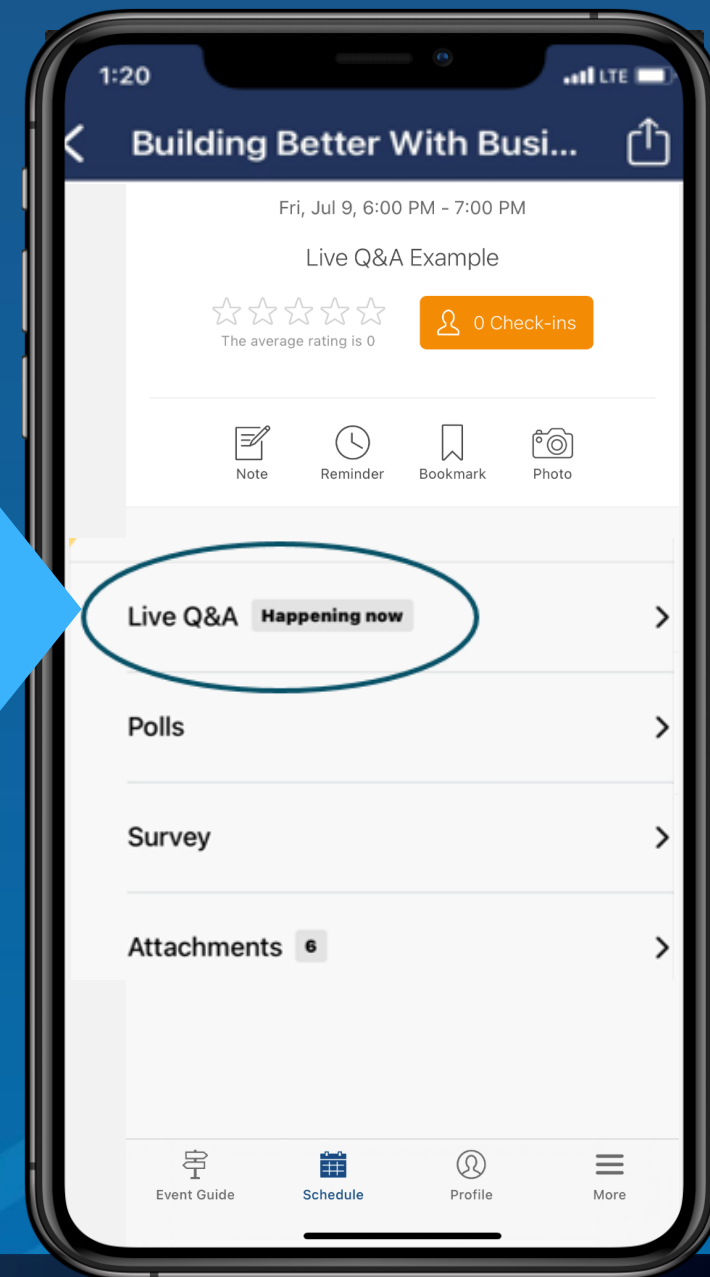




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- › Select session name
- › Click on “Live Q&A,” then “Ask a Question”
- › Type your question & hit “Submit”
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Thank you...

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