

2023 HEALTHTRUST UNIVERSITY CONFERENCE

PLAYING TO WIN

*ALIGNED FOR SUCCESS
OPTIMIZING OUTCOMES*

**Utilizing Available Resources,
Evidence & Data to Support
Value Analysis**

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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 methods to analyze data and clinical evidence to determine the value in new product requests.
2. Identify available resources to augment value analysis investigations.
3. Recognize the impact sourcing strategies have on value analysis initiatives.



HealthTrust Value Analysis Boot Camp

A High Level Overview

HealthTrust Value Analysis Boot Camp

- A highly interactive and educational program for professionals transitioning to Value Analysis.
- Goal: Enhance participant knowledge and foundational skills in order to support success.
- Led by seasoned value analysis professionals who share best practices, professional wisdom and lessons learned.

HealthTrust Value Analysis Boot Camp

- 9 IDNs represented
- Break-out groups
- Networking opportunity
- Participant comments
 - “Great job, enjoyed networking with other members”
 - “Learned the need to have a Charter and updated vendor policies”
 - “Appreciate learning the extent of the value of the HT resources that I haven’t been taking advantage of (HT Workplan, Advisor, Huddle)”



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Determining Value in New Product Requests

Audience Poll Question: # 1 of 2

Do you currently meet regularly with senior leadership to present and discuss information around new product requests? *(Select one)*

- A. Yes
- B. No
- C. Not sure

Determining Value in New Product Requests

What Do We Need to Know?

- Is there evidence to support improved clinical outcomes?
- What are physician experts saying about the new product?
- What is the learning curve to adopt the new product?
- What is the overall cost impact?

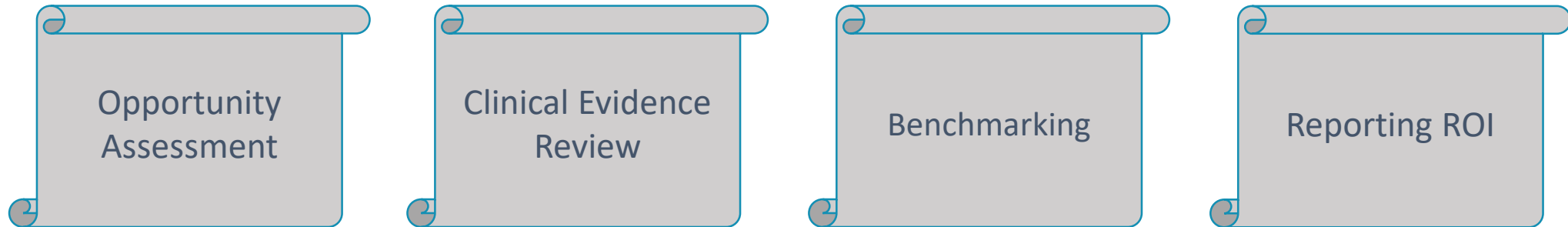


Example of Cost Analysis

Cost of current product	\$8,000
Cost of new product	\$10,000
Difference in cost	(\$2,000)
12-month usage of current product	30 uses
Overall cost impact	(\$60,000)

Getting the Answers

Sourcing Strategies



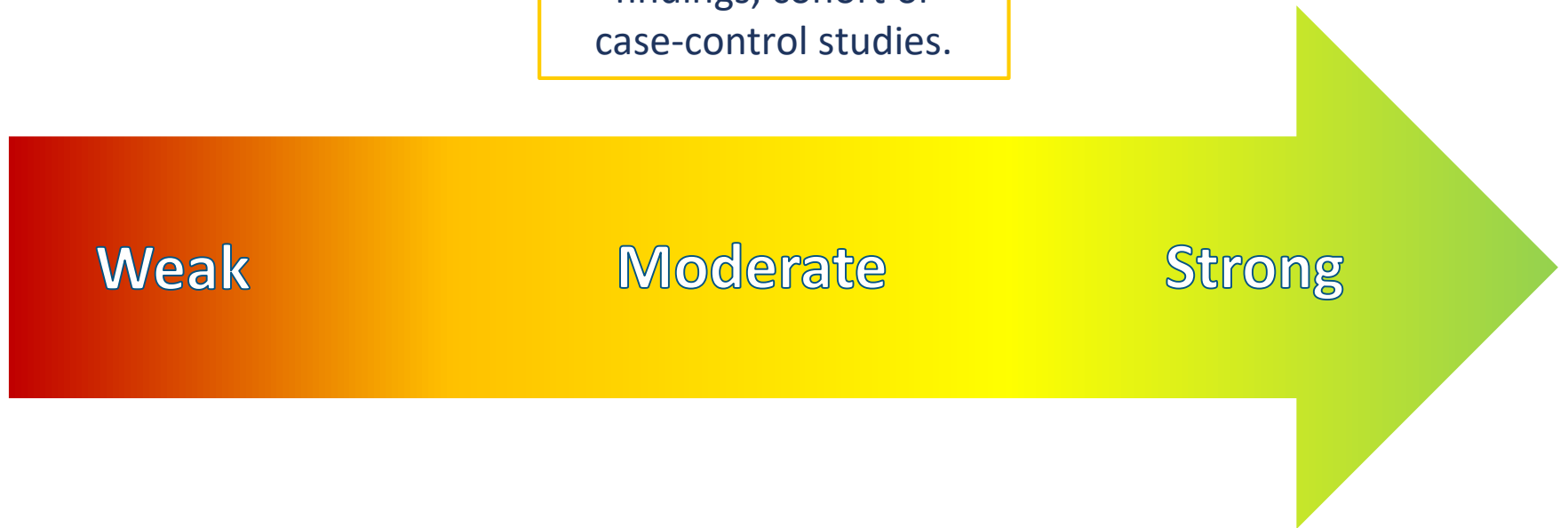
Source: HealthTrust. A value analysis toolkit. *The Source*. 2018. Accessed 4.26.2022. <https://healthtrustpg.com/thesource/cqo/value-analysis/a-value-analysis-toolkit/>

Quality of Evidence

Opinions of respected authorities, based on clinical experience, descriptive studies or reports from vendors or expert committees.

Lesser quality randomized control trials, control trials without randomization, clinical studies with inconsistent findings, cohort or case-control studies.

Evidence from at least one properly designed randomized control trial, systemic review/ meta-analysis of high-quality studies.



Clinical Data Sources

- Direct Data Capture (DDC)
 - Medical records
 - Laboratory reports
 - ECG print-outs
 - X-ray/MRI results
- Paper Case Report Forms (CRFs)
- Electronic Case Report Forms (eCRFs)
- Hybrid



Source: <https://toolbox.eupati.eu/resources/data-collection-in-clinical-trials/>, <https://www.clinskill.com/clinical-data-collection-methods/>

Clinical Study Considerations

- Bias from vendors and/or physicians or clinicians
- Where to find clinical studies
 - ClinicalTrials.gov
 - Company platforms or internal accessible sites
- When exploring or reviewing evidence-based material
 - Sample size of study
 - Time since study was published (more recent data preferred)
 - Who published the study
- Sample of commonly used terms
 - Clinical trial, informed consent, conflict of interest, randomization, quality control, masking/blinding

Determining Value in New Product Requests

Components to Consider



Clinical

- Physician experience
- Best practices
- Published studies
- White papers
- Quality reports



Quality

- Recalls
- FDA MAUDE data base (Manufacturer and User Facility Device Experience)
- Medical Device Reports





Financial






- Product costs
- Analysis
- Contract issues/conflicts
- Reimbursement

Source: HealthTrust. A value analysis toolkit. *The Source*. 2018. Accessed 4.26.2022. <https://healthtrustpg.com/thesource/cqo/value-analysis/a-value-analysis-toolkit/>

Example: Mitral Valve Product Comparison

Product Attributes	<p style="text-align: center;">Mitral Valve A</p> 	<p style="text-align: center;">Mitral Valve B</p> 
Mechanism	Features a low profile, saddle shape & asymmetrical design that were developed to facilitate proper positioning and optimize blood flow.	Saddle shaped sewing cuffs mimics the native mitral annulus, handles pressure of the mitral position, lowest profile does not obstruct blood flow through the left ventricular outflow tract. Bovine pericardial tissue leaflets designed to last under the stressful pressures associated with the MV operation.
Indications	Indicated for use as a Mitral Heart Valve Replacement	Indicated for use as a Mitral Heart Valve Replacement
Clinical Studies		Insufficient evidence, lack of evidence comparing Mitral Valve A to Mitral Valve B
Cost Impact	Current Valve in Use	\$5M Annual Cost Increase Based on 100% conversion away from current valve
Contract Status	Contracted	Non-Contracted
Cost Each	\$8,000/Each	\$10,000/Each
Medicare Reimbursement Considerations (i.e. DRG, CPT, Pass-Through)		No additional reimbursement (same as Mitral Valve A)

Example: Product Comparison Best Practice – Surgical Mitral Valves

Product Attributes	Mitral Valve A	Mitral Valve B	Mitral Valve C	Mitral Valve D	Mitral Valve E
					
Pricing Color Code					
Mechanism	A fabricated porcine valve fitted to a flexible acetal homopolymer stent covered in polyester fabric. Xenograft tissue undergoes a sodium dodecyl sulfate surfactant (T6) treatment intended to remove phospholipids and mitigate calcification.	A porcine valve mounted onto a cloth-covered flexible stent surrounded by a scalloped suture ring. Valve undergoes an amino acid treatment intended to mitigate calcification and is preserved in glutaraldehyde.	A tissue-based valve with an anti-calcification treatment technology. Mitral Valve C is constructed of 3 separate porcine leaflets intended to optimize leaflet coaptation and features the Flex system.	Bovine pericardial valve that features a low profile, saddle shape, and asymmetrical design that were developed to facilitate proper positioning and optimize blood flow.	Saddle shaped sewing cuffs mimics the native mitral annulus, handles pressure of the mitral position, lowest profile does not obstruct blood flow through the left ventricular outflow tract. Bovine pericardial tissue leaflets designed to last under the stressful pressures associated with the MV operation.
Discussion					Mitral Valve E (anti-calcification) designed for Younger Patient Population.
Indications	Replacement of malfunctioning native or prosthetic mitral heart valve	Patients who require replacement of their native or prosthetic aortic and mitral valves	Surgical Mitral Heart Valve Replacement	Mitral Heart Valve Replacement	Mitral Heart Valve Replacement
Clinical Studies	However, when comparing other mitral valves, it is noted that “ surgical implantation technique and current sizing strategies together are a greater determinant of postop hemodynamic performance than valve type, brand, or design.”		Mitral Valve C compared to Mitral Valve D is limited to invitro hemodynamic studies, Bovine pericardial stented heterografts have improved hemodynamics compared to porcine valves.		Insufficient evidence, lack of evidence comparing Mitral Valve E to Mitral Valve D.

Favorable
 Slight Increase
 Premium
 Significant Premium

Other Areas to Apply the Value Analysis Process

- Product standardization opportunities
- Cost savings opportunities
- Product discontinuations
- Clinical practice requirement changes



Audience Poll Question: #2 of 2

What information is most valuable when using clinical evidence reviews to help with decision-making between products? *(Select one)*

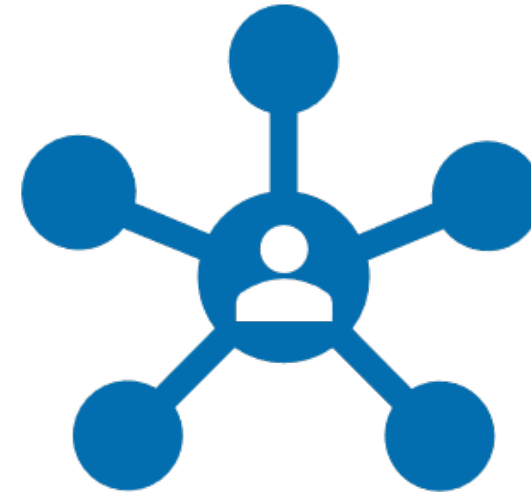
- A. Is there evidence to support improved clinical outcomes?
- B. What are physician experts saying about the new product?
- C. What is the learning curve to adopt the new product?
- D. What is the overall cost impact?
- E. All of the above.

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HealthTrust Available Resources

HealthTrust Available Resources

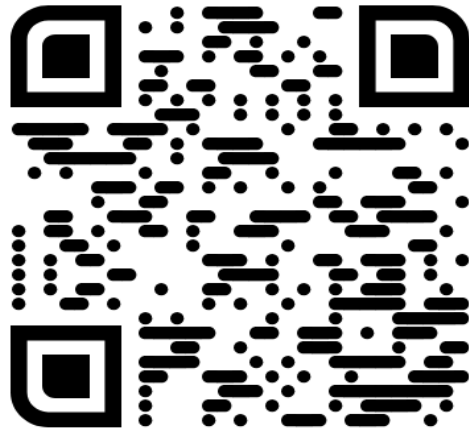
- Member Portal
- Contract Work Plan
- Huddle
- Clinical Knowledge Insights



HealthTrust Clinical Resources

Member Portal & Contract Work Plan

Provides a summary of all contracts currently supported by HT and information that will help the end user understand important contract details. This information is updated periodically to ensure that any contract changes are up to date.



<https://members.healthtrustpg.com/>

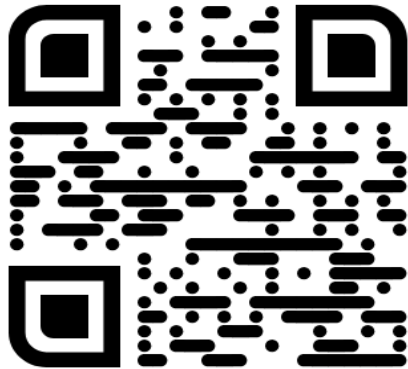
Contract Reports

- Contract List - All
- Contract Change Report
- Contract Conversions
- Contract Extension Report
- Contract Work Plan**
- Letters of Commitment (LOCs)
- Supply Expense Report - Inflation Guide
- S2 Eligible Contracts
- Standardization Incentive Program (SIPs)

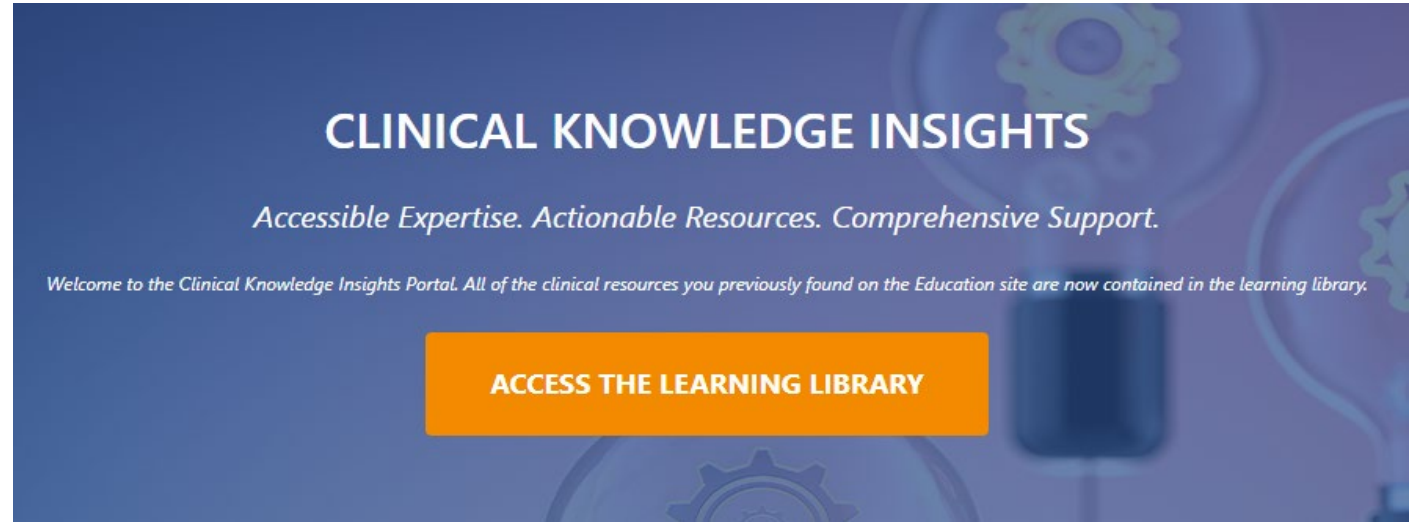
HealthTrust Clinical Resources

Clinical Knowledge Insights

Supporting members with clinical evidence, physician/clinical insights, conversion resources and an on-demand clinical request service.



<http://www.hpginsights.com/>

A blue banner with a background of faint gears and a lightbulb. The text is centered and reads: "CLINICAL KNOWLEDGE INSIGHTS" in large white letters, followed by the tagline "Accessible Expertise. Actionable Resources. Comprehensive Support." in a smaller white font. Below that is a smaller line of text: "Welcome to the Clinical Knowledge Insights Portal. All of the clinical resources you previously found on the Education site are now contained in the learning library." At the bottom center is an orange button with the text "ACCESS THE LEARNING LIBRARY" in white capital letters.

CLINICAL KNOWLEDGE INSIGHTS

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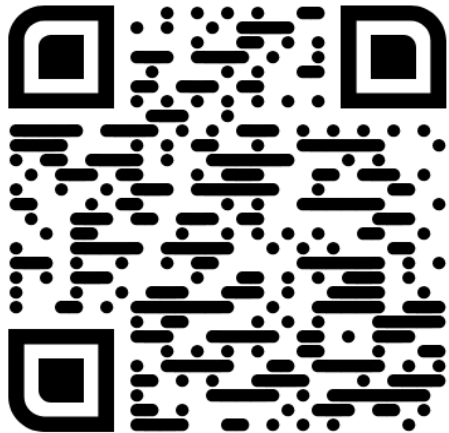
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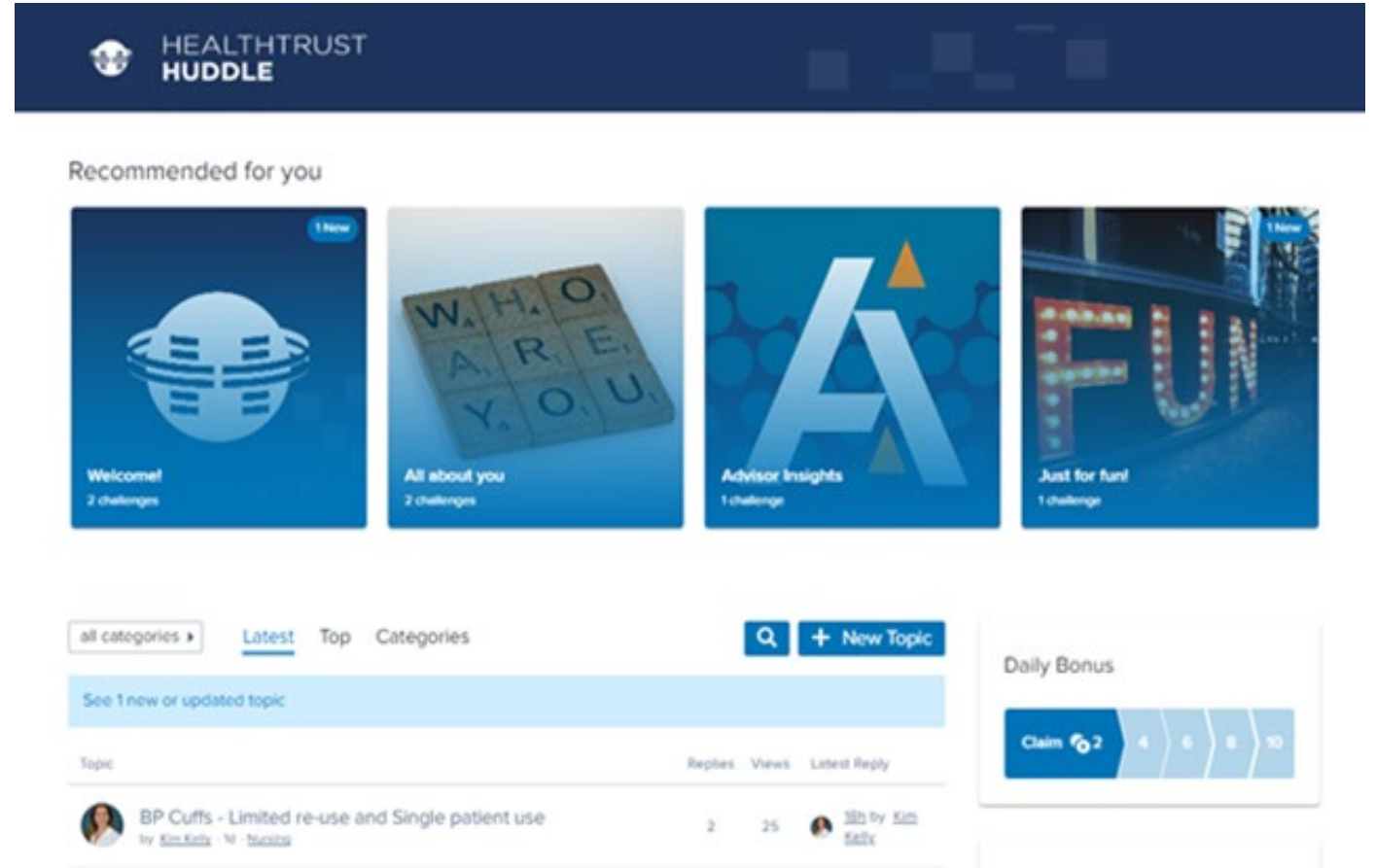
HealthTrust Clinical Resources

HealthTrust Huddle/HT Advisor

Connecting members with peers and experts across the membership to solve problems and share knowledge.



<https://huddle.healthtrustpg.com/>



The screenshot shows the HealthTrust Huddle website interface. At the top, there is a dark blue header with the "HEALTHTRUST HUDDLE" logo. Below the header, a section titled "Recommended for you" features four challenge cards: "Welcome!" (2 challenges), "All about you" (2 challenges), "Advisor Insights" (1 challenge), and "Just for fun!" (1 challenge). Below these cards is a navigation bar with "all categories", "Latest", "Top", and "Categories" tabs, along with a search icon and a "+ New Topic" button. A blue banner indicates "See 1 new or updated topic". Below this, a topic listing is visible, including "BP Cuffs - Limited re-use and Single patient use" by Kim Kelly, with 2 replies and 25 views. On the right side, there is a "Daily Bonus" section with a "Claim" button and a progress indicator showing 2 out of 10 items.

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Thank you...

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