



Navigating change:

Best demonstrated practices for
ASCs and Surgical Hospitals



CardinalHealth

Essential to care™

Logistics
Product
Business
Patient



Welcome



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Welcome



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Objectives

1

Discuss how a clinical assessment can identify best demonstrated practices for navigating change

2

Describe how your pack program can drive product standardization and cost savings

3

Reveal the importance of fostering clinical and operational alignment

4

Explain the power of data analytics to improve performance and optimize the patient experience



About Cardinal Health

Recognized leader in healthcare supply chain transformation

- Top ranking for transforming the healthcare value chain to meet new challenges around costs, revenues and outcomes



Unparalleled understanding of healthcare value chain

- Supplier and leading manufacturer of med/surg products
- Leader in providing supply chain services with 40+ years experience

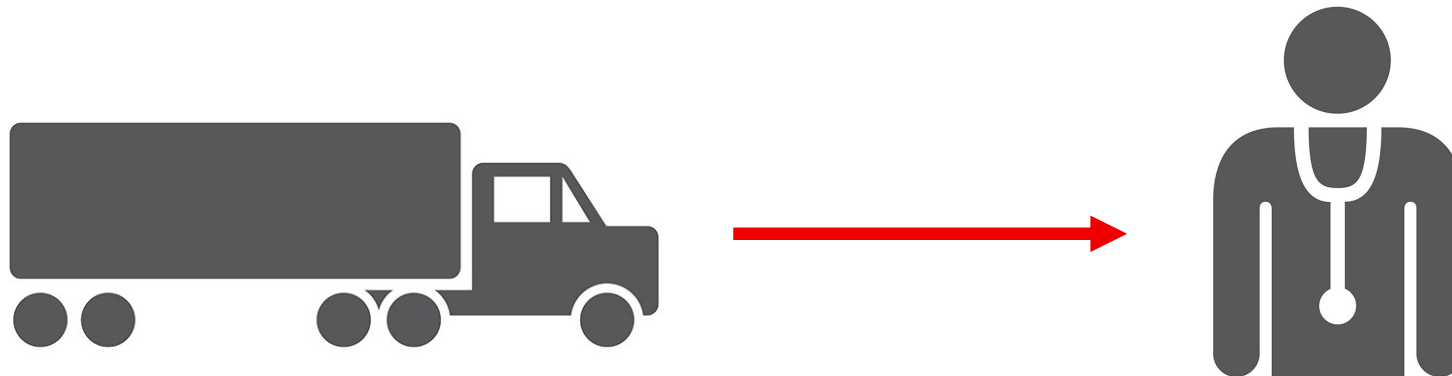
Leading med/surg distributor for ASCs and surgical hospitals

- Clinical team of perioperative nurses – averaging 20 years of OR and supply chain management experience – to help facilities cut waste and OR costs
- Built to meet your unique needs both now and in the future



The value of a clinical assessment

- Identify best demonstrated practices from “dock” to “doc”
- Help navigate change
- Target new ways to improve performance





Procedure pack matrix

PACK PROCEDURE MATRIX	ANNUAL VOLUMES	MONTHLY VOLUMES
CATARACT	2913	243
DENTAL	26	2
GENERAL SURGERY	126	11
GYNE	157	13
ORTHOPEDICS	243	20
OTOLARYNGOLOGY	370	31
PAIN MANAGEMENT	1641	137
PLASTICS/RECONSTRUCTIVE	264	22
UROLOGY	24	2
TOTAL	5764	481



How a clinical assessment works

1. Identify process improvements and safety standards

- Maximize efficiency of case pick process
- Evaluate safety standards compliance
- Assess gown protection levels
- Optimize draping practices



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2. Evaluate efficiency of current procedure supply

- Validate right pack for each procedure
- Determine supply chain impact on practice, throughput and costs
- Reveal level of returns to case pick area
- Seek supply consolidation opportunities for high-volume, supply-intense procedures



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3. Uncover new cost savings initiatives

- Identify waste in pack components
- Explore product standardization
- Review adding single-sterile items to packs
- Evaluate clinical practices to increase efficiency and savings

CORE: Clinical assessment in practice



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CORE goals

Open new surgical hospital
in just 90 days:

- **STEP ONE:** Develop a new procedure pack program
- **STEP TWO:** Perform a full clinical assessment
 - Review data and provide suggestions/recommendations
 - Establish criteria for measuring progress





CORE collaboration

- Perioperative nurse visit on-site to collaborate with CORE staff
- Nondisruptive review of:
 - Packs
 - Case pick process
 - Procedure set-up
 - Draping practices
- Add key learnings around nationwide best practices



CORE results

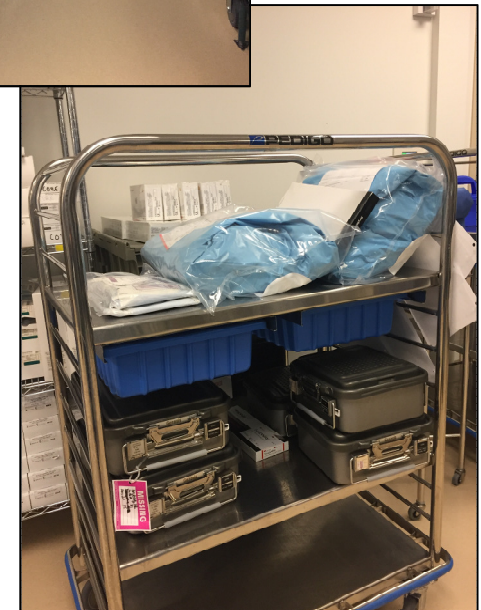
- Reduced SKU count
- Decreased bulk stock in storeroom
- Improved utilization, less waste
- Better charge capture with all-in-one packs
- Greater staff efficiency





CORE results

- Improved OR turnover time
- Better space utilization with just-in-time (JIT) inventory
- More time for patient care
- Cost savings





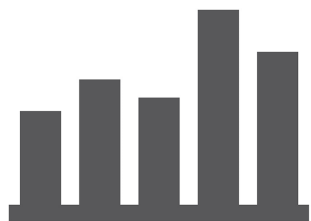
CORE best demonstrated practices



Strong pack program drives standardization and cost savings



Clinical and operational alignment helps ensure success



Data analytics to quantify progress and help facilitate improvement



#1: Strong pack program

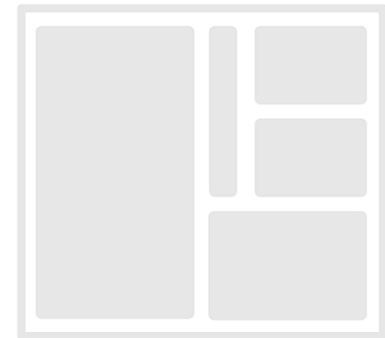
- Standardize packs based on clinical needs and access to competitive GPO contracts
- Identify and combine all supplies for each procedure in a single pack, from OR set-up to cleanup





#1: Strong pack program

- Reduce SKU count
- Support inventory reduction goals
- Minimize need for clinicians to leave OR to pull supplies
- Replace time-consuming processes for supplies
- Help surgeons make best use of their time





#2: Clinical and operational alignment

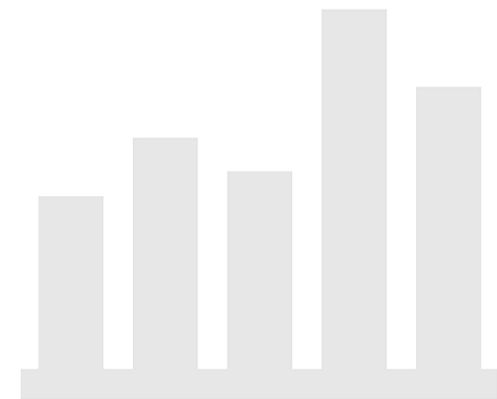
- OR and Materials Directors must have strong working relationship
- Essential to gain support from clinicians using packs
- **Key:** A fellow clinician performs clinical assessments
- New Products Review Program





#3: Data analytics

- Establish CORE data warehouse
- Develop customized dashboards:
 - Revenue Cycle
 - Physician
- Compare with industry benchmarks





CORE next steps

- Semi-annual business reviews
- Contract rebates
- New clinical assessment approximately every 18 months





CORE advice

- Be open to clinical assessment recommendations
- Give yourself permission to change
- Change affects everyone, but is worth the effort
- “Keep your feelings in a container!”





Your own clinical assessment

Learn how to:

- Convert waste into real savings
- Evaluate your current clinical practices to support:
 - Patient safety
 - Patient and clinician satisfaction
 - OR efficiency
- Optimize your pack program for your case mix
- Ultimately, use best demonstrated practices to take back more time for patient care

Q&A

Join the conversation by becoming a member of the
Ambulatory Surgery Center Excellence by Cardinal Health
group on LinkedIn.

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