



Growing A Single-Use Device Reprocessing Program at Allegheny Health Network: Focus on New Products and Service



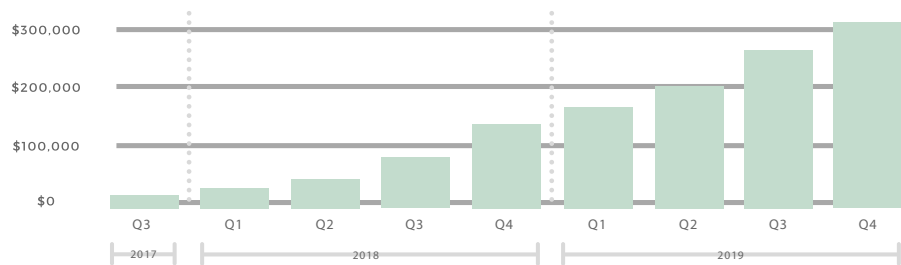
Allegheny Health Network (AHN) is a growing health system in western Pennsylvania with electrophysiology (EP) labs at 5 facilities. Single-use device reprocessing is not a new initiative for Allegheny Health Network, but in 2017, administration decided to change the system's EP reprocessing partner to S2S Global, a wholly owned subsidiary of Premier, Inc., to seek growth in savings. The system uses reprocessed EP catheters, steerable introducers, and intra-cardiac echocardiography (ICE) catheters.

*Since rolling out the S2S Global reprocessing program, the system has increased savings by hundreds of thousands of dollars and currently saves more than **\$800,000** per year from EP single-use device reprocessing.*

S2S Global partners with Innovative Health, a reprocessing company specialized in the cardiology space. Innovative Health reprocesses devices collected at the Allegheny Health Network and provides the hospitals with clinical and technical support. Innovative Health has received 32 clearances for EP devices since 2016 and has the fastest growing portfolio of EP device clearances in the country.

According to Todd Senard, Manager, Clinical Contracts - Strategic Sourcing for Allegheny Health Network, the engaged nature and constant presence of S2S Global and Innovative Health staff is key to his success with the reprocessing program. This includes regular savings reviews where he discusses savings results, new opportunities for growth and collection rates. But the real difference, according to Todd, is that even reprocessing staff collecting devices and managing the program on a daily basis are engaged and focused on the facilities' reprocessing results. The reprocessed EP devices are consistently and effectively integrated into S2S Global purchasing practices - S2S Global is a trusted supplier.

**\$312,404 in
cumulative
savings**



Jefferson Hospital is one of Allegheny's facilities with an EP lab. Prior to S2S Global and Innovative Health, the reprocessing program had all but died away. Today, the facility is saving more than \$200,000 per year. Samuel (Sam) Kish from Jefferson Hospital focuses on the difference between the two reprocessing programs he has experienced: *"We finally have an EP reprocessing that just cruises, with everybody supporting it, and as a result, our savings have grown tremendously. We had a reprocessing program where the support was not there. It started strong financially, then issues with quality started, especially with the high-end devices - and the issues were never fully addressed. The physicians were unhappy and stopped using all but a few low cost, low yield diagnostic catheters - we were not getting the bang for our buck."* (Sam Kish, Manager Cardiology Services)

Sam Kish finds that ultimately, having a successful EP reprocessing program is about much more than having a reprocessing contract: *"After we changed to S2S/Innovative Health, support has helped re-invigorate and bring the program to where it is today. Having a price list is not enough to reach high reprocessing savings. With our new reprocessing partner, our physicians have confidence in the quality of the devices."*

Confidence in quality is key, as is ongoing program support. Finally, our current reprocessing partner understands that the story of each facility is different. They took the time to learn how it operates - learning and listening to the customer and keying in on previous experiences needs to be part of it.

- Sam Kish, Manager, Cardiology Services, Jefferson Hospital

Program Challenges?

According to Todd Senard, thanks to the diligence of S2S Global and Innovative Health, there really have not been any challenges that have hindered the acceptance and growth of the program. Physicians are generally backing the program: *"More and more, they realize that the onus is on them to create savings. It is an advantage that Innovative Health insists on limiting the number of times a device is reprocessed,"* says Todd Senard.

Opportunities for growth

Todd Senard is especially excited about the many new product clearances from Innovative Health. This helps grow the total savings realized. The Allegheny Health Network's EP program spends a total of \$11 Million a year in disposables and catheters, and Todd is happy to see that number reduced through reprocessing. He is trying to take advantage of the new clearances by introducing new (reprocessed) devices to the physicians. For some devices, contracts are preventing the use of reprocessed devices, but when these contracts expire, Allegheny Health Network will start looking at reprocessing more AcuNavs™ and Pentarays®. It is important that utilization takes into consideration which devices can be reprocessed and which cannot. In addition, Todd is expecting to see more savings coming from Innovative Health's new product pipeline in the next quarters.

"As the Electrophysiology space continues to grow, S2S Global and Innovative Health have done a good job in helping us controlling new costs and enabling us to offset increasing costs and free money for new projects we wouldn't have been able to look at otherwise." (Todd Senard, Manager, Clinical Contracts - Strategic Sourcing for Allegheny Health)

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