

ProHealth Care/Waukesha Memorial Hospital Implements Reprocessing Program That Saves Cardiology More Than \$120,000 Per Year



Challenges

Waukesha Memorial Hospital in Waukesha, WI is a ProHealth facility with one EP Lab doing 332 EP procedures per year (2017). As most other hospitals in the United States, Waukesha and the ProHealth system were always looking for ways to reduce costs while maintaining high quality care. When the health system worked to create better transparency into supply and staff costs, it became clear that reducing supply costs needed to be the focus. The health system set a goal of saving \$2 Million in 2017.

At the same time a cardiology service line was developed to create transparency and reduce costs while setting a high bar for quality of care and patient satisfaction in the cardiology area.

Solution

Prior to 2017, Waukesha had never reprocessed their single-use cardiology devices. The service line focus meant that the facility had a venue to introduce reprocessing as a possible pathway to cost savings. After careful consideration, Waukesha and the cardiology service line decided to partner with Innovative Health. Selection criteria included Innovative Health's focus on the cardiology area and their novel approach to reprocessing. Innovative Health specializes in EP reprocessing solutions, and performed savings assessment and is responsible for in-servicing and ongoing program support.

Innovative Health's dedicated program management approach meant that implementation included several in-services and education about collection and shipping of used devices to the reprocessor. The program emphasizes the relationship between collection compliance and the ability to buy back as many devices as possible. After program launch, the reprocessors have continued to be onsite frequently to support the facility's effort to maximize savings through reprocessing. Products were added to the program one by one to allow for collection and buy-back routines to settle and create minimum disturbance to the staff.

It has been essential for us both that the implementation of the program was seamless and that we ended up building a reprocessing culture here. For the program to be successful, everybody needs to understand what difference it makes and how they are a part of it.

- Jason Blaeser, EP Cath Lab Coordinator

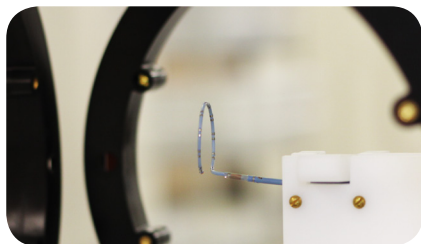
Results

The reprocessing program at Waukesha began to produce significant savings results right away. The EP lab has a combined \$600 annual spend on EP devices, and they are looking at saving \$120,000 in 2017 from reprocessing, equivalent to a 20% reduction in EP device spend. With the recent addition of the Inquiry Steerable catheter, monthly savings are tracking at \$20,000.

Innovative Health is a clinically competent and operationally impressive partner in our reprocessing program. Reprocessing is new to us, but the fundamentals are clear: I use devices that are safe and functional – and as a facility, we reduce costs while improving quality. That alone makes this a successful program.

- Dr. Vicken Vorperian, MD - EP Physician

Thanks to available supply from the reprocessors, the facility is able to utilize mostly reprocessed AcuNav™ catheters, saving the facility \$1,250 per EP procedure on this device alone. The reprocessors along with program champions at the hospital are not expecting savings to stabilize. Instead, the team is deliberately working towards continuous savings increases as new products get introduced from the reprocessors. This is made possible by an industry-only commitment to ongoing R&D activities so the portfolio of reprocessable devices continues to expand.



The Key

Several factors have contributed to the success of the reprocessing program at Waukesha.

- The facility uses St. Jude's 3D mapping platform, which makes device utilization flexible and allows the facility to control their supply costs
- Ongoing, regular savings reviews and active monitoring of collections
- The alignment of staff at the facility with the program
- Reprocessor's focus on achieving ongoing 510(k) clearances in EP
- Ongoing onsite visits from reprocessor

Reprocessing is a very effective method in reducing operating expenses, particularly for more expensive devices. Since the quality of the reprocessed device has been demonstrated and the physicians are supportive this is truly a win-win.

- Rick Meier, VP Materials ProHealth Care

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