



INNOVATIVE HEALTH

Central Maine Medical Center



Central Maine Medical Center is a 250-bed hospital in Lewiston, Maine with a busy electrophysiology (EP) lab. The hospital is a Premier member, a part of the Yankee Alliance purchasing network and has been using reprocessed EP devices for several years. While success with single-use device reprocessing has been limited in the past, today, Central Maine is on track to save hundreds of thousands of dollars in 2020 using reprocessed EP devices.

Challenges

Central Maine has had a reprocessing program in the EP lab for years, but there have been challenges. The reprocessing company that Central Maine worked with did not offer many of the devices that Central Maine used in their EP lab, and problems with the quality of the reprocessed devices had created resistance among the physicians, who, naturally, were unwilling to use devices that might fail during a procedure. As a result, savings from the program were lower than they would have been, had the reprocessing program included all devices that could be reprocessed. The program was, in other words, in place, but it had not been optimized.

Patrick Delaney, head of the single use reprocessing program at Central Maine, went to the annual Yankee Alliance meeting in 2019 and saw the results another Yankee Alliance member, Southcoast Health, had achieved with their reprocessing program. This inspired him to actively address challenges in Central Maine's reprocessing program. He contacted a representative from Southcoast Health's reprocessing partner, Innovative Health, and started the process of revitalizing the program. Innovative Health was brought in as the new reprocessing partner at Central Maine.

Solution

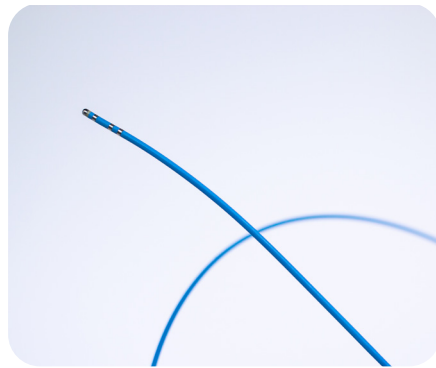
From the beginning, it was clear that Central Maine could increase reprocessing savings significantly. Innovative Health presented a proposal for guaranteed annual savings of almost \$500,000, which was far above any amount saved at Central Maine in the past.

After the decision was made, the transition to Innovative Health took only 1 week. Patrick made changes to the internal auto-ordering system, to ensure that purchase and use of reprocessed catheters was prioritized over the purchase and use of new catheters. Collection system, in-servicing and instructions were replaced, and the new program put in place.

With the old reprocessing vendor, we still had to buy a lot of devices from the original manufacturer, so we didn't save much. With Innovative Health we maximize the use of reprocessed catheters and we can now reprocess more devices. As a result, our savings have gone up significantly. Changing the internal auto-ordering system was the easiest project I have done in 5 years here – everything was supplied to me from Innovative Health in a format that worked for me. 10 weeks after the implementation I had not heard a sound about the new program, which tells me it worked seamlessly.

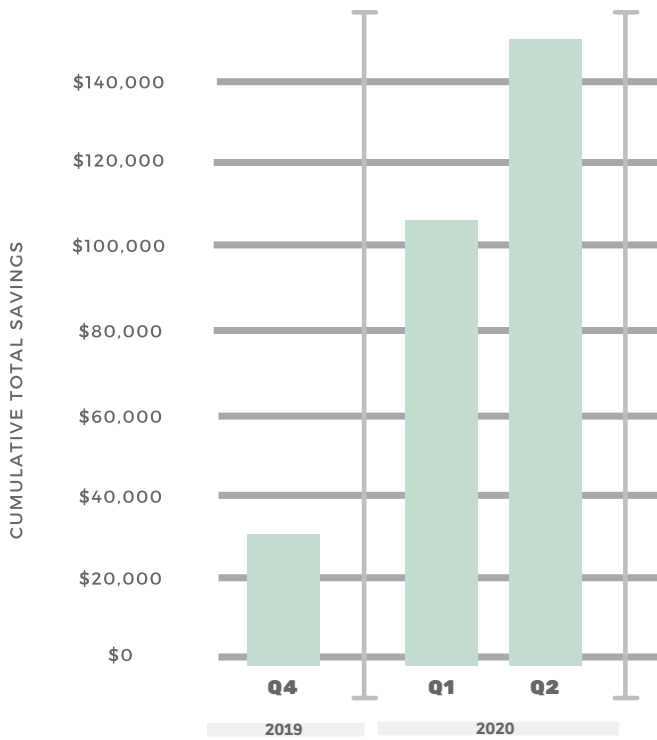
- Patrick Delaney, Senior Buyer, Central Maine Medical Center

Autumn Grimm, RT(R), Manager, Cardiovascular Invasive Services, and Patrick Delaney also addressed the concerns of the clinicians by having a clinical engineer from Innovative Health fly in and discuss quality, safety, cleaning and testing methods of the reprocessed devices. Dr. Mark Kolasa, head of cardiovascular services at Central Maine was reassured by the new clearances and novel focus of the Innovative Health engineer. Clinicians and physicians at Central Maine have been great supporters of the revitalized program since.



Results

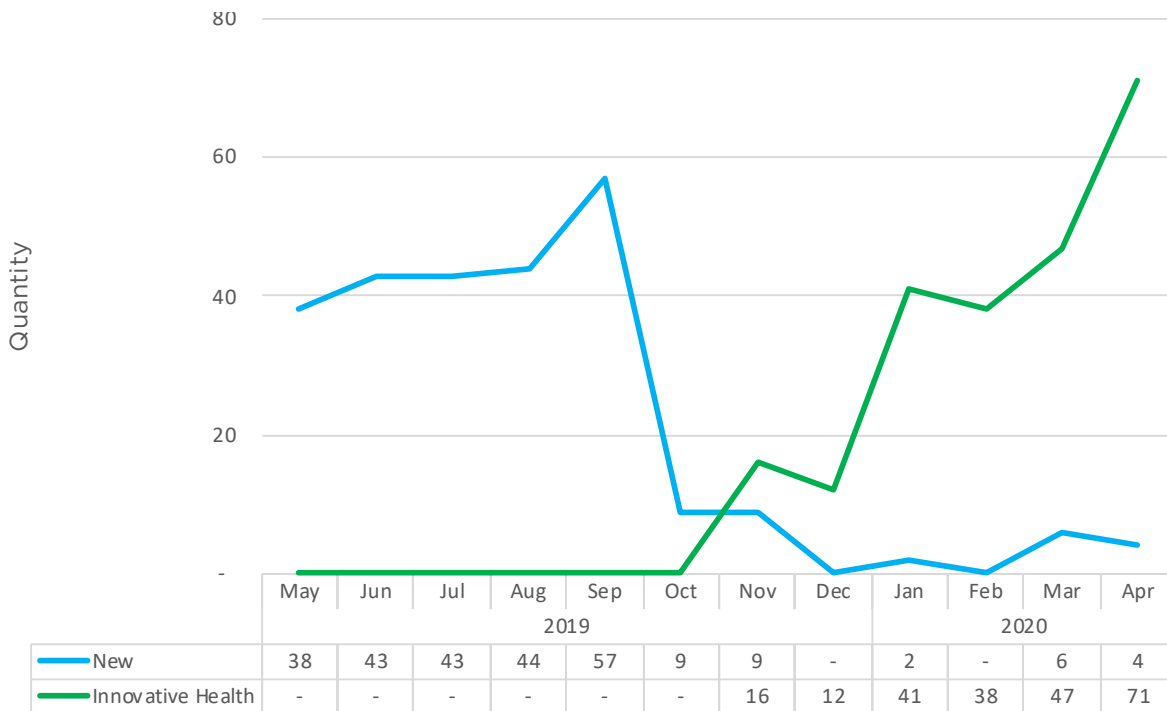
During the first 2 months, Central Maine saved more than \$50,000, and as savings ramp up and new products are introduced to the program, the hospital is well positioned to reach its savings goal. The COVID-19 pandemic halted elective procedures for a while, but savings are still maximized based on procedural volume. In fact, Innovative Health involved all levels of supply chain and 91.5% of all devices that can be reprocessed are provided by Innovative Health, which has resulted in a substantial reduction in costs. The automated ordering system ensures that savings are maximized. Annualized savings are more than twice the amount saved prior to Innovative Health.



The next steps will be to introduce more devices into the reprocessing program to drive higher savings: The St. Jude Swartz introducer sheath, the Medtronic Achieve mapping catheter, and the Marinr diagnostic EP catheter. Gradual introduction of devices ensures that everybody is comfortable with the performance and savings continue to grow. At the same time, Innovative Health is expecting 3 new clearances from FDA over the next few months, which will allow Central Maine to start using new categories of reprocessed catheters and further drive savings.

Central Maine's insistence on optimizing reprocessing savings, Autumn Grimm's leadership, and Patrick's diligent use of his Yankee Alliance connections have made the program a success, both in terms of savings results, in terms of seamless shift in purchasing and collection practices, and in terms of physician support.

Innovative Health vs New Available Device Usage May 2019 to April 2020



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