



INNOVATIVE HEALTH

Charlton Memorial Hospital benefits from switching to new reprocessing partner with more new FDA clearances



Charlton Memorial Hospital in Fall River, Massachusetts has two busy electrophysiology (EP) labs, where electrophysiologists treat heart rhythm patients. A lot of the “single-use” labeled devices used every year can be reprocessed, and Charlton Memorial has been using reprocessed catheters in the EP lab for years.

In early 2018, Lita Lighty, Nurse Manager of EP Lab, started looking for ways to boost the program and increase savings. Early discussions with Innovative Health, a medical device reprocessing company focused exclusively in cardiology, increased the interest in converting to a different reprocessing partner: Innovative Health was able to offer Charlton a guarantee that savings would grow by more than 25% in the first year. Additionally, Innovative Health’s aggressive research and development program was likely to bring more savings to the table, as the company received additional FDA clearances.

Innovative Health made it easy for us to switch from our old reprocessing partner. Their expertise in collecting, protecting and re-supplying used EP devices has increased our savings from day one of the new program. These savings are important for our hospital. They offer catheters that other reprocessors don’t, and that has made a lot of difference.

- Lita Lighty, Nurse Manager of EP Lab at Southcoast Health Charlton Memorial Hospital

After signing with Innovative Health as the new Charlton Memorial reprocessing partner, the conversion was quick and easy. Since staff was used to thinking in terms of collection and re-use of devices, the only effort was the replacement of a collection system and re-training of staff. Innovative Health's collection system has been optimized for rapid conversion, collection efficiency and device protection. After beginning the program in April, 2018, Charlton Memorial saved \$40,000 the first month of the partnership.

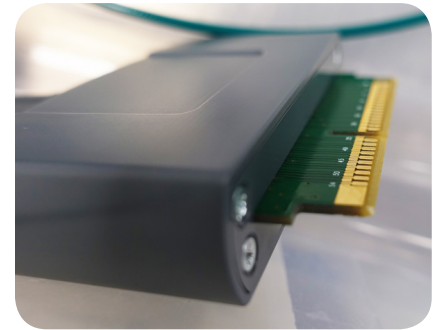
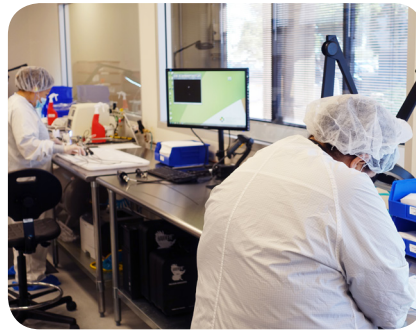
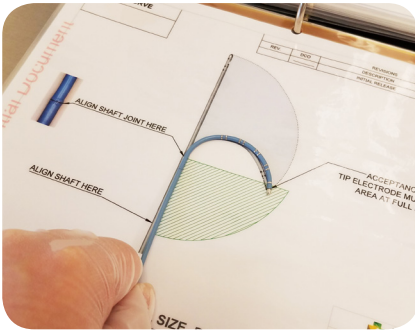
There are 3 Electrophysiologists working in the Charlton EP lab. They are very busy, as Charlton does at least 4 studies or ablations per day. The physicians are supportive of the program and happy for the savings that are achieved. Reprocessing is a part of the EP lab's culture.

I am very impressed with the training and the efficient and frequent communication with Innovative Health staff. They respond quickly, and they are here very frequently. That makes it easier for us and our results better.

- Lita Lighty, Nurse Manager of EP Lab at Southcoast Health Charlton Memorial Hospital

In May, Innovative Health received clearance to reprocess the ViewFlex Xtra Diagnostic Ultrasound catheter from Abbott/St. Jude, a device that is used frequently in the Charlton Memorial EP lab. With device costs almost 40% less than original for each catheter reprocessed, savings began to grow more rapidly, and after 4 months, savings exceeded \$200,000, with more than half coming from the ViewFlex catheter. The EP lab also use a large amount of Livewire catheters that are reprocessed with Innovative Health.

Southcoast Health Charlton Memorial is on track to exceed their substantial savings goal!



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Please contact your local Innovative Health representative or our corporate offices.

877.400.3740
www.innovative-health.com
info@innovative-health.com