



IU Health Getting Strong Results from Dedicated Electrophysiology (EP) Reprocessing Partner



Challenges

Indiana University Health (IU Health) has 17 hospitals, 5 of which have one or more Electrophysiology (EP) Labs. IU Health has utilized reprocessed single-use devices for several years, but since savings have stagnated, they decided to work with new and more progressive reprocessing partners. In 2013, IU Health started working with Medline on OR reprocessed devices, but continued working with their legacy reprocessing partner for the EP Lab. At IU Health, they recognized the advantage of working with a specialized EP reprocessing partner rather than a reprocessing “generalist”.

The need to increase reprocessing savings drove this decision to change reprocessing partners, and a goal was set to save \$500,000 or more annually from an efficient EP reprocessing program.

Solution

Dennis Mullins, Senior VP of Supply Chain identified Innovative Health as a reprocessing partner specializing in EP and Cardiology devices, and a plan for implementing their reprocessing program was created. Key decision-makers from IU Health’s largest facility, Methodist, visited Innovative Health’s facility in Scottsdale, Arizona to learn about how the reprocessor cleaned and tested devices. During their on-site visit, they had the opportunity to view the production floor and get a close-up look at the details. Impressed with the clinical and technical proficiency of the reprocessor, the team moved quickly to implement the program.

The implementation was made easier because staff was already accustomed to reprocessing, and at each of the five facilities with EP Labs, customized collection systems were installed, staff was re-trained for new packaging and collection systems, and new expectations were set in terms of regular savings reviews and onsite service. Innovative Health takes pride in working closely with hospital staff to ensure savings are maximized.

We haven’t been used to the level of attention Innovative Health pays to us and our reprocessing program. It really helps us that they are here to encourage program compliance and that we are presented with program results on a regular basis. The conversion to Innovative Health was really simple.

- Dennis Mullins, Senior VP of Supply Chain

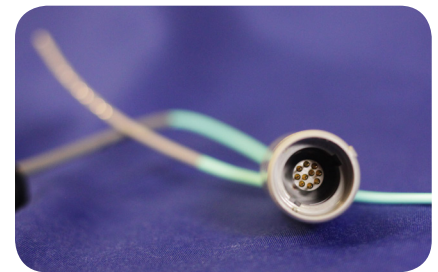
Results

Before long, the short implementation of Innovative Health's EP reprocessing program started paying off in the form of increased savings. Innovative Health identified an estimated \$1.6M in annual reprocessable spend and provided a savings guarantee to IU Health in early 2017 for a system-wide savings number of \$700K annually, a number that would go up if IU Health were to include more devices in the program. The savings guarantee increased the annual savings by more than \$200K per year when compared with the former reprocessor. In February 2018, IU Health is exceeding projected savings.

Innovative Health's focus on the EP and Cardiology space is making them a much stronger partner than broader reproprocessors. Their dedication to a continued FDA clearance program as well as their deep clinical and operational knowledge is taking us a big step forward in reprocessing.

- Dennis Mullins, Senior VP of Supply Chain

While the reprocessing program is a success, leaders at IU Health are aware that reprocessing success is gradual and takes work. Constant attention to program compliance and the inclusion of more devices in the program will help drive the program further.



The Key

Several factors have contributed to the success of the reprocessing program at IU Health:

- The existence of a healthy “reprocessing culture” – clinician support and dedication to driving savings
- Ongoing, regular savings reviews and active monitoring of collections
- An EP specific program – designed for the EP Lab
- Reprocessor's focus on achieving ongoing 510(k) clearances in EP
- Ongoing onsite visits from reprocessor, focused on managing and growing the program in order to maximize savings

ART0035 Rev. 1