

Case Study: Clinical & Procurement Tackle Wound Care

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Educational Objectives



Learning Objective 1

- Describe how operations, clinical, and procurement teams can work together to develop a thoughtful formulary with a case study on Wound Care



Learning Objective 2

- Explain how to partner with supply and manufacturing vendors to create CE learning opportunities for clinical team members



Learning Objective 3

- Describe a patient-centered wound care program

Getting To
Know You

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Do you currently work with a Procurement Department?

Y/N

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Who orders your medical supplies?

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Do you have a formulary for medical supplies?

Yes/No/?

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Do you have any input on your medical supplies
formulary?

Y/N/?

Patients should be the center!

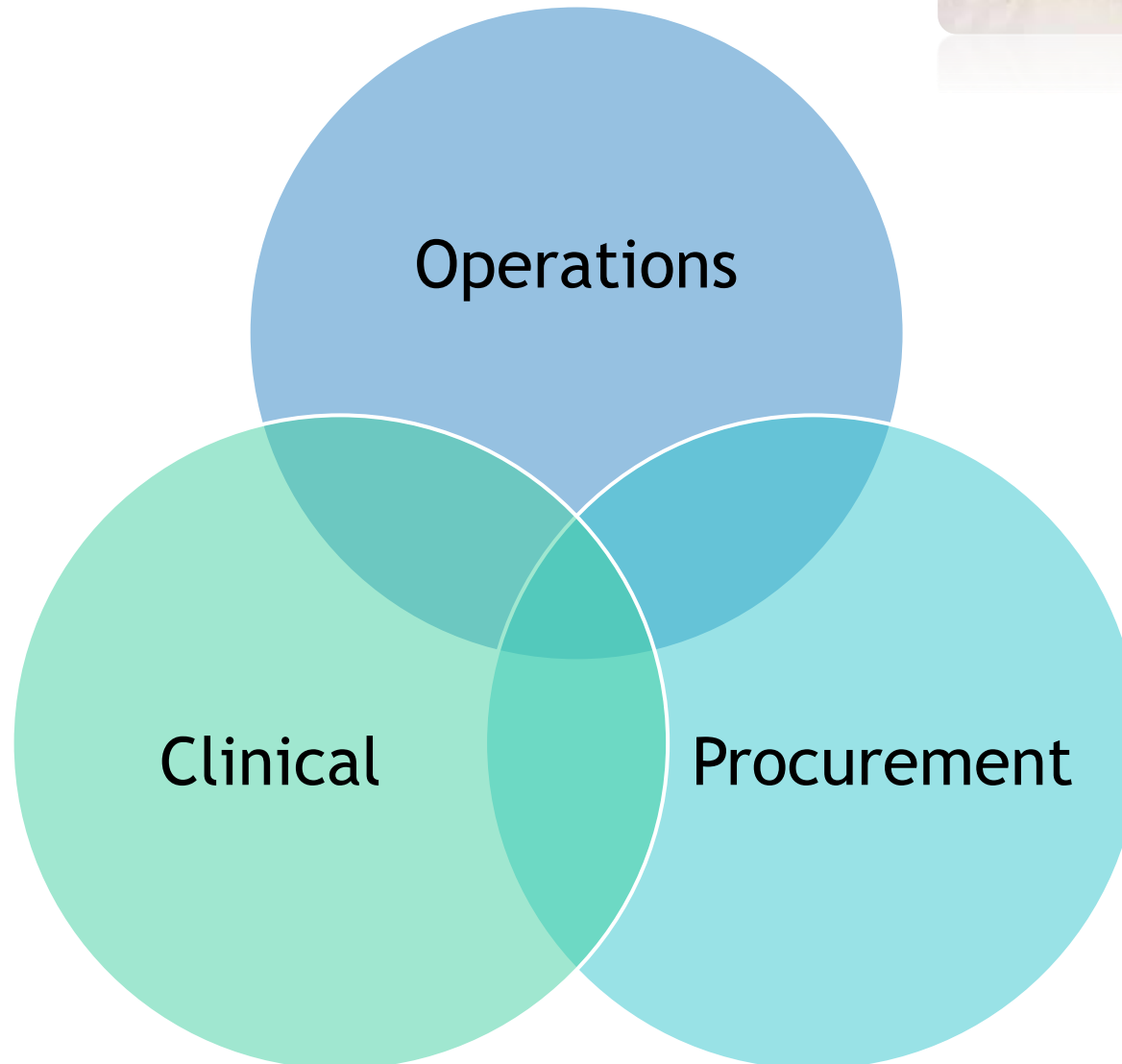




Working Together

Operations, Clinical, Procurement

Partnership to meet mutual



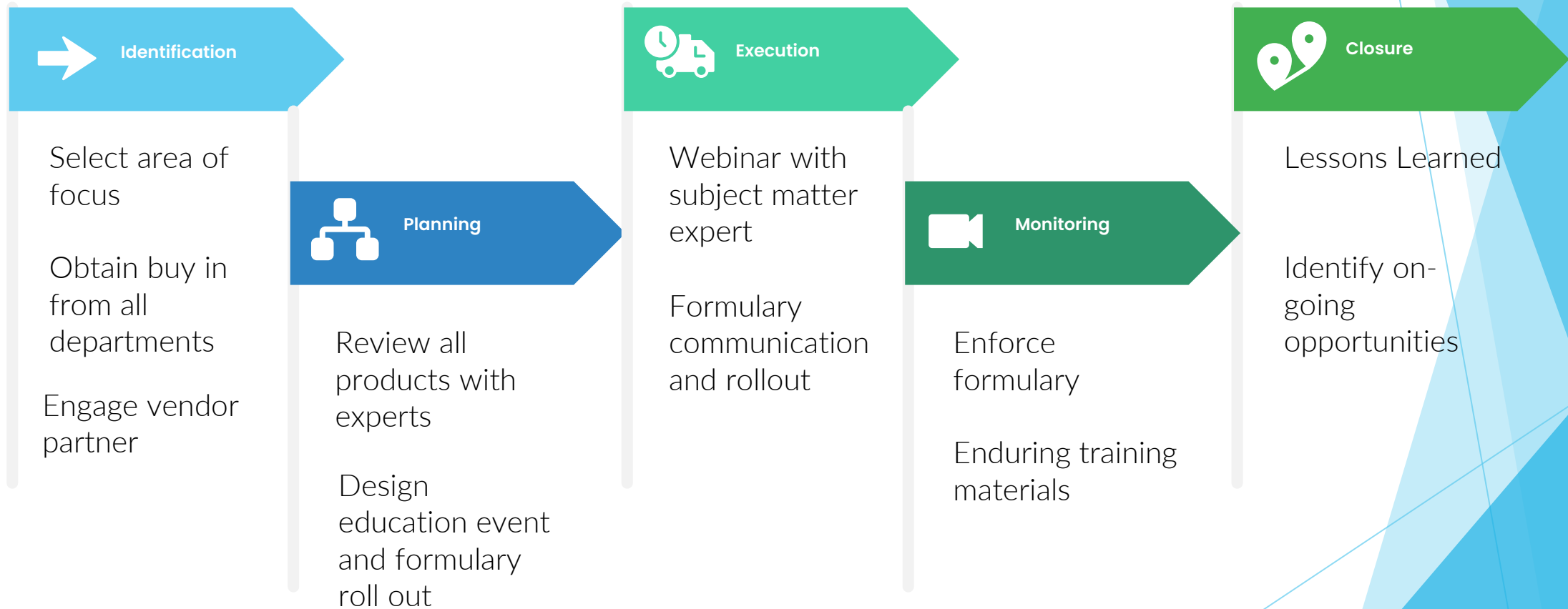
Potential Impact of Wound Care Formulary

- ▶ Reduction of Waste
- ▶ Increased efficiency for nurses
- ▶ Improve safety / quality
- ▶ Standardizes clinical practice
- ▶ Potential for cost savings
- ▶ Reduction of time by nurses coordinating/ordering unique supplies
- ▶ Address supply issues
- ▶ Decision-making process organizational and transparent to vendor

Barriers for Clinical Involvement

- ▶ Considered low priority
- ▶ Resistance to change
 - ▶ Organizational culture/structure
 - ▶ Personalities
 - ▶ Decision making / Perceived reduction in control
 - ▶ Clinical preference
 - ▶ Aversion to risk
 - ▶ Aversion to complex governance processes

Project Steps



What is wound care?
Why is it so confusing?



Band-Aids



Wound Vac

New Products come out all the time



Step 1: Identification: Why Start with Wound Care ?

Product dense category with many manufacturers:

- Over 7,000 unique products
- 24 manufacturers

Engaging Vendor

- Main distributor-assess utilization, engage manufacturers and leverage GPO

Goals:

- Set baseline
- Reduce clinical confusion in a sku dense category,
- Consolidate skus
- Concentrate spend to most cost-effective equivalent leveraging GPO where possible

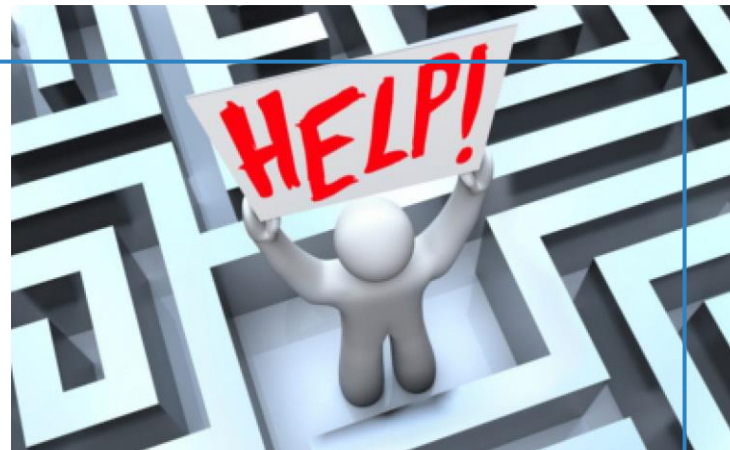
Identification Tips



Don't be afraid of the data!

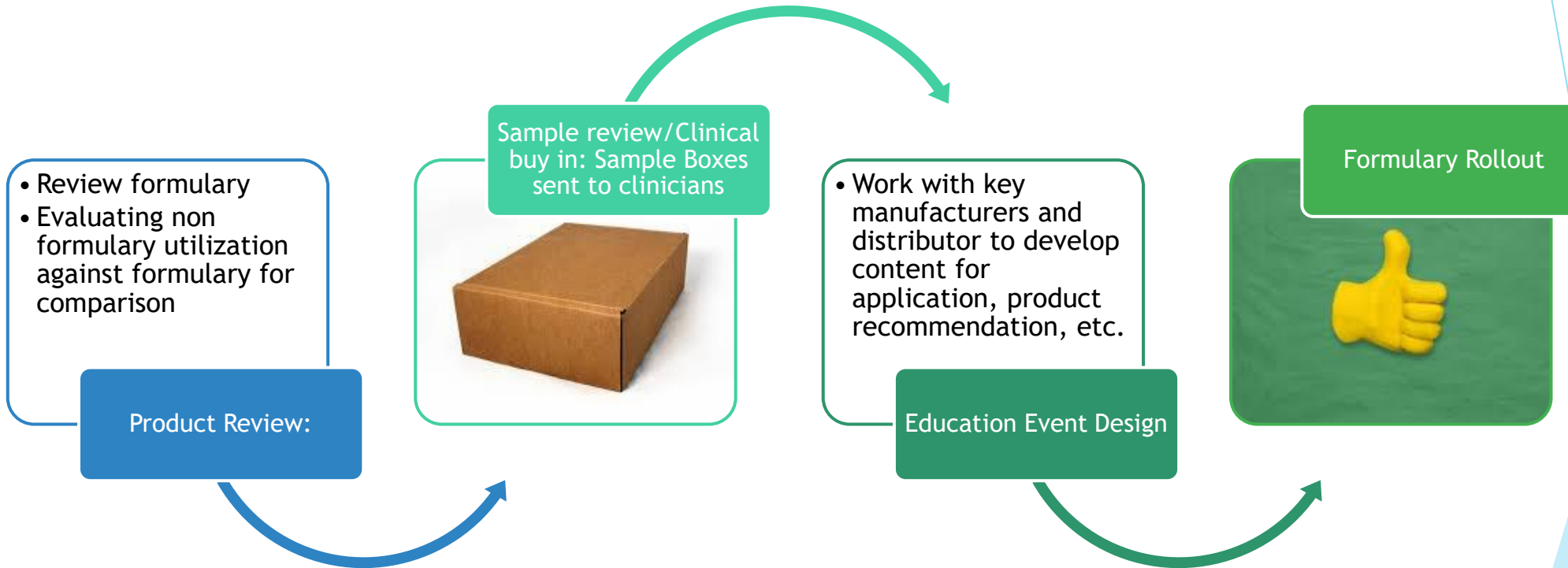


Jump into product evaluation!



Ask for help from SME's!

Step 2: Planning



Planning Tips

Roll Up
your
Sleeves!



Start with the
end in mind!
What are your
goals?



Make sure your
SME's
understand time
commitment



Think through
the logistics of
evaluation

Step 3: Execution



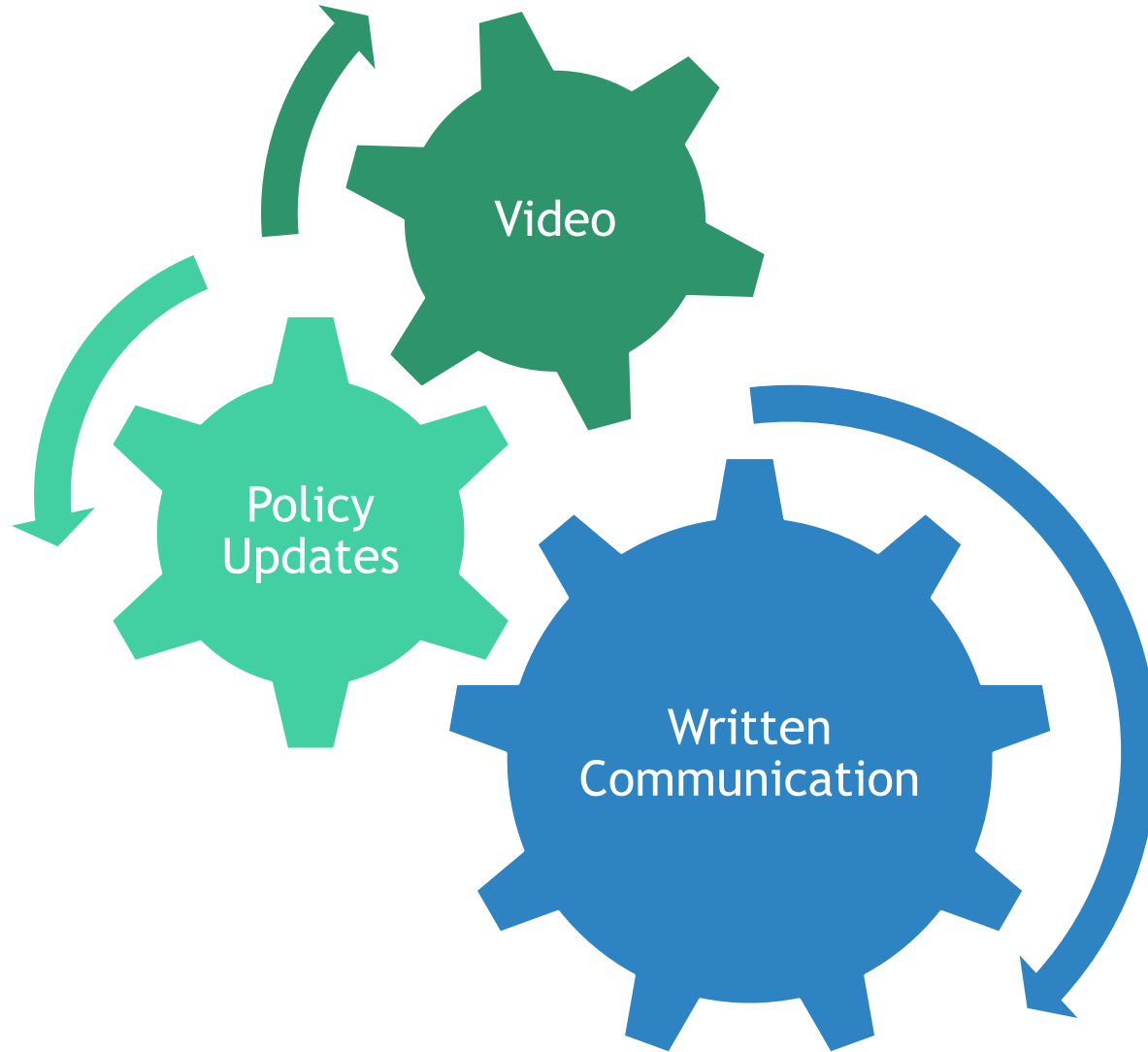
Webinar with subject matter expert



Formulary Rollout

- Create cross walk to understand changes
- Nurse channel

Execution tips



Step 4: Monitoring



Clinical

- Enduring wound care training materials
- Policies and procedures



Procurement

- Monitoring formulary compliance
- Business reviews
- Formulary management

Monitoring tips



Set up automated reports from vendors to monitor compliance



Ask Clinicians to provide feedback



Track the spending to understand overall utilization



- ▶ How do you collect supply feedback from clinicians?

Step 5: Closure - Lessons Learned

Leverage your vendor partners and their resources

Making sure the procurement team is informed on program and available resources

Look at house-brand products and help your providers adjust and learn them; don't be afraid of something new

Identifying on-going opportunities: Revisit formulary and product options annually.

Lessons Learned tips



JUST
START

Just Start!



Put a team together



Set Goals Early



Engage your vendor



Share Goals



Claim Victory

Patient Centered Wound Care Program



Take Home Thoughts

- Review spend with your key distributors
- Clinical review of products against patient needs

Other Categories



- Ask them how to save money!
- Ask their clinical experts to weigh in

Make your vendors WORK



- Ask your team members for suggestions on other areas of interest

Survey your team



- Talk to Operations to gain alignment

Keep the conversations going!



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- ▶ What other categories could this approach be used for?

References

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Do you have
any
Questions?

