

## CareAdvantage from the Johnson & Johnson Medical Devices Companies (JJMDC) helps large health system increase savings by focusing device reprocessing efforts on five high-volume SKUs

For many years, a medical device reprocessing program at a leading, not-for-profit healthcare system in the southeastern US delivered significant financial and environmental savings for the organization. However, a change in the health system's primary supplier of trocars put the organization's ability to maintain its reprocessing successes in jeopardy.

The health system turned to Sterilmed, a part of the Johnson & Johnson Family of Companies, to assess their device usage and identify opportunities to maintain the impact of its sustainability initiatives. JJMDC helped devise a straightforward plan, focused on a limited number of high-use items, that allowed the health system to increase the scope and impact of its reprocessing program.

**30%** | The operating room uses 30 percent of the supplies for the entire hospital<sup>1</sup>

To learn more please visit [www.CareAdvantageJJMDC.com](http://www.CareAdvantageJJMDC.com) or email [CareAdvantageJJMDC@its.jnj.com](mailto:CareAdvantageJJMDC@its.jnj.com).

#### References

1. Sanbon BJ. Hospitals save millions with sustainability programs, cut back on waste. Healthcare Finance. March 14, 2017. <http://www.healthcarefinancenews.com/news/hospitals-save-millions-sustainability-programs-cut-back-waste>
2. Sterilmed Business Review Summary. Account 6044. 2015-2017. Sterilmed, Inc.

## Needs Identification

In 2015, the health system switched its primary original equipment manufacturer (OEM) trocar supplier. Unlike the previous supplier's devices, the new devices could not be reprocessed, eliminating the ability for the system to reprocess about 25% of the devices it had been reprocessing. While there was an urgent need to recoup the savings associated with purchasing and utilizing reprocessed devices, the health system was also concerned about the environmental impact of introducing thousands of devices into the waste stream.

A team from JJMDC, led by the Sterilmed Account Manager, partnered with clinical and supply chain leaders at the health system. The team began by developing a deeper understanding of the health system's goals, not only the ones focused on quality and costs, but also the goals related to improving the health and well-being of the communities that they serve.

Guided by the health system's needs, the team analyzed purchasing patterns and clinical utilization of both OEM and reprocessed devices at each facility. Using this data, the team defined key metrics, such as the ratio of OEM devices collected versus reprocessed devices purchased, to identify areas with the potential for optimization. Additionally, the team evaluated gaps in current processes based on feedback from frontline staff members at the individual facilities.

These assessments revealed that there were opportunities to begin reprocessing several high-use devices and strengthen the commitment to reprocessing throughout the system. Additionally, the team discovered that some of the system's buyers were unfamiliar with the steps to procure reprocessed devices, hindering compliance with the system's sustainability goals.

Thus, the team devised a plan to expand the reprocessing program by:

- Increasing collection rates for the targeted high-use devices
- Standardizing the procurement of targeted devices across facilities
- Helping clinicians transition to more sustainable devices

***The CareAdvantage approach helped establish a robust and efficient device reprocessing program that maintained the ability to invest in the health of patients and communities.***

## Capabilities

### 1. Broad portfolio

To expand the scope of their reprocessing program, the health system leveraged the Sterilmed expertise with reprocessing non-JJMDC devices to begin reprocessing several high-volume energy devices that were previously only purchased from the OEM.

As a pioneer in the reprocessing industry, Sterilmed has the expertise to provide both JJMDC and non-JJMDC reprocessed single-use devices that are substantially equivalent to the OEM devices.

All devices, regardless of whether JJMDC is the OEM, are rigorously tested to validate cleanliness, sterility, and functional performance, maintaining the ability for clinicians to provide excellent patient outcomes.

### 2. Clinical alignment

Knowing that success of the reprocessing initiative depended on coordination between the clinical and administrative teams, the JJMDC team brought these teams together to identify, discuss, and resolve obstacles inhibiting progress of the initiative.

Clinical education was a key component of these forums and the JJMDC team provided evidence and insights into the device reprocessing process, improving knowledge and debunking misperceptions. Focusing the discussions on the critical concerns facing individual stakeholders enabled administrators and clinicians to align on approaches and build the support necessary to drive compliance with the initiative throughout the system.

### 3. Implementation support

The JJMDC team took responsibility for the on-site execution of the enhanced reprocessing strategy, problem-solving issues at the individual facilities.

At the system level, the JJMDC team worked closely with the Value Analysis Team (VAT) leadership, the system's purchasing team, and the system's primary distributor to ensure that a consistent approach was taken across all facilities. To help standardize the collections and buying process, the JJMDC team created a series of reference sheets for frontline staff and conducted regular, on-site meetings with them to reinforce the importance of these efforts, and provide one-on-one support.

Additionally, the JJMDC team provided regular updates to clinical and administrative leaders using scorecards and metrics to highlight progress towards the health system's goals.

## Delivering Results

In 2016, the efforts provided both financial and environmental savings to the health system:

72K lb.

Medical devices diverted from landfills<sup>2</sup>

\$400K

Incremental savings on OEM purchases<sup>2</sup>

225K

Devices removed from the waste stream<sup>2</sup>

### Key Success Factors

1. Utilize analytics to define and measure specific goals
2. Secure clinical and administrative support
3. Provide on-site support for facility's staff
4. Encourage efforts through regular progress updates to staff