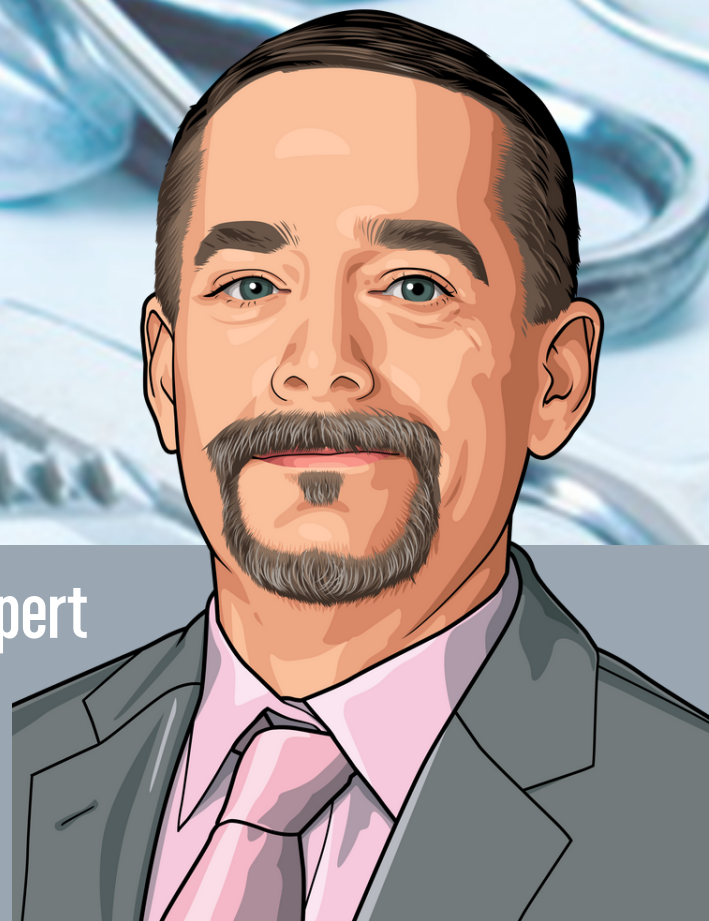


DUELING PRIORITIES: SURGEON PREFERENCE VS. STANDARDIZATION

Surgical Instrument Centralization Expert

FIRST CASE



Bryan Stuart | National Director
Sterile Supply Solutions | Aesculap

First Case Surgical Instrument Centralization Expert™:

DUELING PRIORITIES: SURGEON PREFERENCE VS. STANDARDIZATION

Bryan Stuart | National Director, Sterile Supply Solutions

As health systems strive to improve quality and value for their communities, they may face the dueling conflict of meeting individual surgeon needs while supporting system goals for standardization and economies of scale. This tension can be particularly acute when it comes to preference items, which are the vendor-specific supplies and equipment surgeons want to use in their cases.

On the one hand, surgeons are the experts in their field and should have a say in the type of supplies and equipment they use. On the other hand, health systems are under pressure to control costs and improve efficiencies. Standardization can help with both goals by aiming to reduce variation and waste.

So how can health systems strike the right balance between surgeon preference and standardization?

1- Perform an Asset Optimization & Standardization Analysis

One way is to conduct an asset optimization analysis. This analysis can help identify which preference items are used the most and where standardization could make the biggest impact. It's a great starting point for having conversations with surgeons about how standardization could improve quality, efficiency and availability without sacrificing their performance. While initial resistance is expected, many surgeons are open to standardization once they understand its positive impact on quality, cost, and the health system as a whole.

2- Modernize Inventory Management

When tracking usage data and automating replenishment, health systems can help to ensure surgeons have the supplies they need on hand without overstocking or incurring unnecessary costs. Eliminating upfront capital expenditures and reducing waste with modern inventory management can help health systems save money and better cater to surgeon preference.

By implementing these solutions, health systems can help to improve system quality and value. This in turn can positively impact patients, surgeons, and their bottom line while also supporting surgeon preference and standardization.

Have more questions for this expert? Contact Bryan at bryan.stuart@aesculapusa.com

First Case Surgical Instrument Centralization Expert™ Biography:

BRYAN STUART

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AESCULAP



Bryan Stuart, CCSVP, has over 30 years of experience in the medical field and 13 years of operational experience in an FDA regulated environment as a third party processor of surgical linens and instrumentation. From this, Bryan has developed keen insights into commercially managed reprocessing facilities. Bryan has also provided third party management of SPDs. He has extensive experience in hospital supply chain management and delivery of durable goods, custom procedure trays (CPT) and surgical supply single-pull products ranging from bulk, Just In Time (JIT), and off-site prepared Case Carts. For the last 8 years, Bryan has provided consulting services to hospitals to improve processes and instrument tray streamlining. His solutions are driven by hands-on set reviews and data driven solutions bringing the clinical and processing teams together for a mutually beneficial rationalization of instrument trays and process improvements.

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