

COST SAVINGS OF 51,100 EUROS THROUGH OPTIMISATION OF O.R. PROCESSES ¹

Custom procedure trays **save time** during surgical procedures and **considerably simplify** the logistics process



“The hospital has saved more than 1,060 hours across the entire O.R. process, from ordering materials through to waste removal. This equates to a reduction of more than 40% compared with working without ProcedurePak trays.”

Prof. Michael Greiling, Faculty of Economics,
Gelsenkirchen University of Applied Sciences





A study by renowned economist Professor Michael Greiling has shown that, through the use of custom procedure trays, time expenditure can be reduced by 40% across the entire O.R. process, from ordering materials through to waste removal. In addition to positive effects on materials management, staff satisfaction and supply quality, it is possible to save more than 51,000 Euros in allocated personnel and overhead costs.¹

STUDY ON THE USE OF CUSTOM PROCEDURE TRAYS

The O.R. is one of the central and most cost-intensive areas of patient care. "According to the Health Report for Germany, some 28% of overall medical costs are incurred in this area," says Professor Greiling. This includes not only the surgery itself, but also all pre-op and post-op processes that are directly dependent on one another.

Depending on how the hospital is organized, the O.R. may become a provider of revenue or a cost driver. Whoever controls the processes in this area is in a position to implement a range of savings and improvements. Custom procedure trays are one way of achieving this. A custom procedure tray is a tailor made assembly of various single-use medical products and components required for a specific intervention in the O.R., supplied sterile in a single package. The use of these trays implies a strategic decision to optimize the processes throughout the hospital.

Prof. Dr. rer. oec. Michael Greiling from the Faculty of Economics at Gelsenkirchen University of Applied Sciences has been

studying workflow management issues in health care for many years. Together with his team, he has analyzed the entire process chain and examined the effects of using ProcedurePak trays from Mölnlycke Health Care.

TIME SAVING OF ALMOST 50% FOR O.R. CARE

"Our study focused on a total of eleven trays and discovered that the hospital saved about 1,060 hours across the entire O.R. process, from ordering materials to waste removal. This equates to a reduction of more than 40% compared with conventional processing," explains Professor Greiling in summarizing the key results of his study. "The biggest saving (760 hours) was made in pre-op collection of materials and unwrapping of single-use products." It is precisely this constantly recurring work step that is gaining massively in importance as the number of surgical procedures increases.

In their study, the scientists identified a time saving of 800 hours for O.R. care across the entire process, which equates to a 49% reduction today compared with before the custom procedure trays were introduced.



The efficiency gains arise in particular during materials collection, scanning of component barcodes in the O.R. and restocking of the O.R. supply area.

COST REDUCTION OF A GOOD 51,000 EUROS OVER THE ENTIRE PROCESS¹

As already mentioned, the custom procedure trays simplify the entire materials management process, from ordering materials to storing and collection through to use and waste removal. First of all, the number of suppliers can be reduced by bundling individual components. This in turn reduces the number of orders and invoices that have to be managed, thereby freeing up time that could be better used elsewhere.

Furthermore, bundling the individual components into a ProcedurePak tray also reduces the amount of stock held and the associated costs. Overall, the stock can be reduced and the average consumption of stock items can also be lowered. Another secondary effect is that using custom procedure trays prompts a reassessment of stocks.

Last but not least, staff satisfaction is also increased: since many activities have been eliminated, doctors and nurses can concentrate their efforts on their key tasks and ultimately offer patients more intensive pre-op and post-op care. This is reflected in a higher quality of medical service, amongst other things. ProcedurePak trays also enable a significantly faster response to emergencies.

“The savings in allocated personnel and overhead costs that can be achieved through process improvement amount to 51,100 Euros¹. However, in our study we did not assess the cost savings produced through error reduction, quality improvement, modified inventories and so on,” claims Professor Greiling in outlining the further potential savings that could be achieved through the use of custom procedure trays. The study hospital has increased the number of its surgical procedures by 18% while maintaining the same staffing levels.

The study highlighted the fact that the processes for all surgical procedures are essentially the same. However, since the number of components used varies depending on the procedure, the values can be very different.

PROCEDUREPAK AS A STRATEGIC TOOL FOR PROCESS IMPROVEMENT

Custom procedure trays are a strategic tool for process improvement throughout the hospital. “Unfortunately, however, many hospitals nowadays see only the additional costs compared with the individual components and do not consider the savings in the process. That is why they shy away from deployment,” explains Professor Greiling with regret. If you consider the individual steps associated with an O.R. from a holistic perspective, you will identify a variety of potential savings.

Nevertheless, just purchasing custom procedure trays is not enough. What is critical is how they are compiled, as Professor Greiling explains: “They need to contain the right components of the appropriate quality and in the correct quantity. And this is where supplier competence is crucial.”

Mölnlycke Health Care does not just supply ProcedurePak trays, the company also advises its customers on the implementation of processes and workflows and actively supports them in this respect. Mölnlycke Health Care employs numerous experienced O.R. professionals who advise on tray design and tray changes on-site to guarantee optimal assembly of the ProcedurePak trays. After all, only continued close cooperation between supplier and hospital can guarantee provision of exactly the right trays.

Mölnlycke Health Care goes one step further and offers its customers a range of service options, relating to the ProcedurePak trays. To make the most of the increases in efficiency, logistics concepts are tailored to the customer needs to ensure optimal supply.

ProcedurePak at your fingertips



- Tray contents can be checked at a glance



- Removable labels for traceability



- Easy to use packaging



- Tray design adapted to your needs



- More than 5000 components to choose from



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¹ Interview with Prof. Greiling on September 23rd, 2009. Savings are based on factors unique to the hospital, subject to change based on characteristics of facility, including but not limited to its size, usage, and habits. These results are in no way guaranteed by Mölnlycke Health Care.

