



PREMIER
SUCCESS STORY

Cardiac**FOCUS**

"Like winning the lottery!"

Baton Rouge General Medical Center is a 448-bed acute care hospital with two locations in Baton Rouge, Louisiana. A continuing concern is reducing costs while maintaining the quality patient care for which the hospital is known. Last year, George Munn, vice president of resources and materials management, participated in CardiacFOCUS.

CardiacFOCUS is just one of the Supply Chain Improvement Consulting tools available to Premier members.

Baton Rouge General Medical Center saves \$300,000 in first year with CardiacFOCUS

"We were surprised to see how far above average our pacemaker/ CD costs were. We were dealing primarily with one vendor, and for whatever reason our costs were way above the market average. We met with the vendor and explained that our costs were too high and had to come down, or we would go elsewhere in the future for our supplies", says Munn. "They complied, with little or no difficulty, and our annual savings for pacemakers alone were more than \$300,000 in the first year. It was really like winning the lottery!"

Since the issue was initially raised with the cardiac supply vendor, Munn adds that subsequent negotiations for system prices and bulk buys have further reduced the General's costs. "These are exactly the same supplies that we were purchasing previously, so there has been no change to affect patient care quality," Munn notes. "Essentially, by paying serious attention to this purchasing area with solid data comparisons from national sources, we could see how savings could be achieved quickly. Since that initial study result, we have utilized Premier's Supply Chain Breakthrough Series to improve our contract management and OR supplies negotiations — resulting in an annualized savings of \$1.087 million for the 2004 fiscal year."



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About CardiacFOCUS

CardiacFOCUS is a supply chain benchmarking tool available to Premier, Inc. members that provides an accurate snapshot of current pricing and opportunities for cost savings. Participants compare product and pricing data for pacemakers, defibrillators, heart failure devices and catheterization-related supplies across a national database which is constantly refreshed and updated. The CardiacFOCUS Report helps clinicians and materials managers to develop strategies for significant savings, and is also useful for developing patient selection criteria or demand-matching protocols for cardiac stents, cardiac rhythm management (CRM) devices and other products.

It's Easy to Get Started

A Premier, Inc. member organization completes a four-page CardiacFOCUS questionnaire and mails or faxes it back; the questionnaire is also available online. Within one to two weeks, the data is analyzed and a report detailing product and pricing information is prepared and sent to the member. A Premier, Inc. representative reviews the report with the member organization.

CardiacFOCUS is just one of the Supply Chain Performance Improvement consulting tools available to Premier, Inc. members. Other consulting options include assistance with NLER (Non-Labor Expense Reduction), procedural assessments, implementation assistance and physician preference planning. For information on Supply Chain Performance Improvement consulting, call Premier's Solutions Center, 877 777 1552.

For more information on CardiacFOCUS, please call Dawn Terry, Senior Clinical Associate/ Cardiovascular Consultant, at 586 677 1378, or e-mail dawn_terry@premierinc.com.