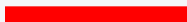




SUCCESS STORY

**Cath Labs at Munson Healthcare** has been able to capture and charge 25% more on the same procedure volume

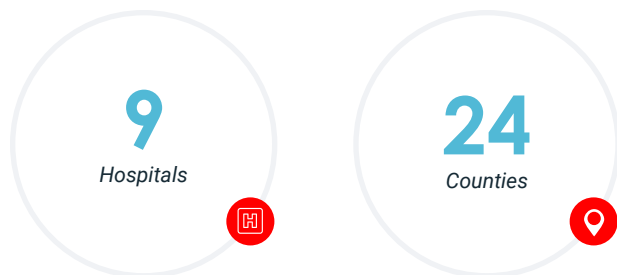


# About **Munson Healthcare**

Munson Healthcare is a nationally recognized regional nonprofit health care system consisting of nine hospitals serving 24 counties throughout Northern Michigan.

In an effort to maximize time spent on patient care, the flagship of this health network, Munson Medical Center, sought to improve management of its Cath Lab inventory by automating replenishment and patient charging processes at the point-of-use.

Owing to the criticality of accurate data and automated information exchanges, Munson Healthcare identified that capturing charges and consumption directly at the point-of-use was paramount to success. Likewise, understanding that manual processes pose significant compliance risks, Munson Healthcare was exacting in its search of a solution that was both intuitive and undemanding on all users. The result of this analysis was the implementation of Tecsys point-of-use inventory management solution.



## The Situation

- Too much time spent by clinical staff manually transcribing supply usage and patient charging data in multiple systems
- Inability to track product status to the point-of-use resulting in elevated expiry wastage
- Lack of visibility by supply chain personnel into actual consumption at the point-of-use
- Time-consuming manual activities for demand assessments and orders generation
- Lack of integration between supply chain and clinical systems



“

“After having implemented Tecsys solutions, we have been able to capture and charge 25% more on the same procedure volume.”

**Paul Koss**  
*Business Manager – Cardiac Cath Lab  
Munson Healthcare*

# The Objectives

- Focus on maximizing time spent on patient care and eliminate manual process burden for clinicians
- Capture and synthesize UDI data to facilitate item-level traceability to patient
- Automate case consumption capture and patient charging with integration to billing system and EHR system
- Automate replenishment to reduce manual processes, and generate automatic replenishment requisitions for MMIS system
- Provide consumption visibility that enable data-driven optimization and case costing analysis
- Improve expiration and recall management by enabling proactive responses
- Eliminate current manual tasks to reduce errors and improve costing accuracy

# The Solution

Through the innovative use of leading-edge RFID and barcode technology, the Tecsys point-of-use solution allows the Cath Lab to track and trace all their high cost supplies and specialty items, from their receipt to their utilization during a procedure.

It automates the management and replenishment of products requiring item-level traceability by facilitating data capture and providing real-time tracking of product movement to achieve complete visibility with non-intrusive integration into existing workflows and IT environments to ensure compliance and interoperability.

Integrated seamlessly with your EMR system, it simplifies supplies documentation and case consumption capture. This helps you avoid disruptions in clinical workflows, capture UDI effortlessly for intraoperative supply usage and eliminate any double-entry processes.

**“We are able to capture charges more efficiently and track inventory levels more accurately, both of which allow our clinical staff more time to focus on patient care.”**

**Flavius Toader**  
*Director of Supply Chain  
Munson Healthcare*



# The Benefits

Implementation of Tecsys solution into the Munson Medical Center Cath Lab has had immediate benefits to clinical and non-clinical personnel through significant decreases in time spent on supply replenishment and manual transcription tasks. Improved workflows and data availability provided a platform that both enhanced service levels to the patient and afforded multidisciplinary stakeholders the information they sought to positively impact the bottom line through improved clinical traceability, patient charging and inventory management.

- Avoid using expired products on patients
- High clinician satisfaction
- Reduced manual entry
- Improved integration between clinical and supply chain
- Improved case costing accuracy
- Improved end-to-end chain of custody
- Reduced on-hand inventory value and the costs associated with product loss

**“The clinical user interface is simple and intuitive, with charges taking less time now. As a result, Cath Lab staff have been quick to adopt the new system.”**

**Flavius Toader**  
*Director of Supply Chain  
Munson Healthcare*

# The Results

A before-and-after analysis revealed the Tecsys solution has delivered remarkable gains relating to productivity, supply costs, and storage space.

## Clinical adoption and increase of supplies captured

The clinical staff are happy with less running around looking for product and less involvement in inventory related activities with a straight forward process integrated within their clinical workflow. With this clinical buy in, Munson has been able to capture and charge more on the same procedure volume in the Cath Lab and improve case costing accuracy.

## Reduction in waste due to expiry

Tecsys' system provides a data-driven platform that enables back office staff to remotely monitor product turnover and approaching expiries, as well as physically locate those products across storage locations. Having faced losses in waste due to expiry, Munson Healthcare has been able to almost eliminate all this wasted inventory spend.

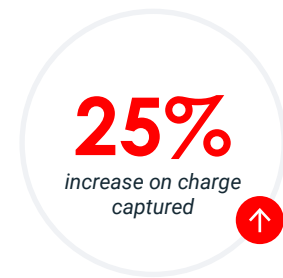
## Automated workflows and reduction of errors

Munson Healthcare's appreciation for the value of automated data transfers was met with conclusive confidence in the system's ability to preserve data integrity across complex interfacing environments.

Integration with host systems eliminated manual entry and reordering errors while accelerating the overall replenishment process and increasing case costing accuracy.

## Time safe managing recall and reconciling invoices

The improved data accuracy inherited through implementation of this system has empowered Munson Healthcare to manage recalls efficiently and reconcile purchases for auditing purposes with increased confidence. By providing access to real-time information time was saved by cath lab staff and supply chain personnel to retrieve product recall information and greatly simplifies the reconciliation of invoices and inventory for consignment.



Reduction of expired inventory of more than \$250K per year



Elimination of an average of \$400K per month in supply cost billing corrections

## About **Tecsys**

Since our founding in 1983, so much has changed in supply chain technology. But one thing has remained consistent across industries, geographies, and decades – by transforming their supply chains, good organizations can become great.

Our solutions and services create clarity from operational complexity with end-to-end supply chain visibility. Our customers reduce operating costs, improve customer service, and uncover optimization opportunities.

We believe that visionary organizations should have the opportunity to thrive. And they should not have to sacrifice their core values and principles as they grow. Our approach to supply chain transformation enables growing organizations to realize their aspirations.



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