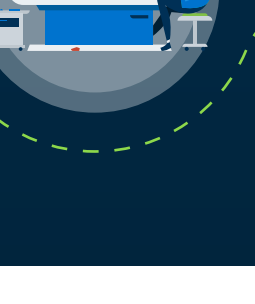
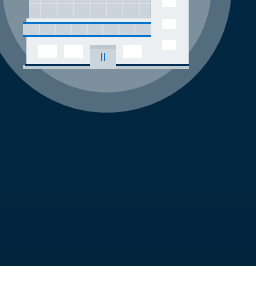
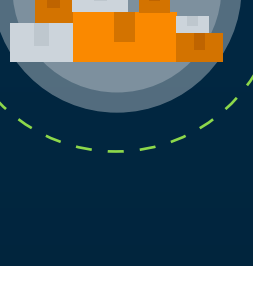


## 7 CHARACTERISTICS OF A

# Value-Driven Clinical Traceability Solution



For the average hospital system, approximately



**80%**  
OF REVENUE



**20%**  
OF COSTS



**100%**  
OF PROCEDURES

involve the clinical supply chain.



The importance of the clinical supply chain is unanimous.

## THE INSIGHTS ARE NOT.

While 98% of hospital leaders believe supply chain analytics can positively impact costs, 18% don't analyze their supply chain at all.<sup>1</sup>

### THE DIFFERENCE

## Clinical Inventory vs. Clinical Traceability

How much is the difference costing your hospital system?

The key to realizing value from the clinical supply chain through increased revenue and reduced costs is shifting from a clinical inventory mindset to a clinical traceability mindset. Let's take a closer look at the differences between the two.



### CLINICAL INVENTORY

Refers to the traditional function of procuring a variety of supplies throughout the hospital system and delivering them to the clinical environment.

- Focused on supplies.
- Engages in repeated cycles of procurement and delivery.
- Ends with the delivery of supplies to storage throughout the hospital system.
- Is isolated from larger clinical and financial realities of the hospital system.

### CLINICAL TRACEABILITY

Refers to the dynamic, data-driven practice of measuring and optimizing the management of care-critical supplies as they move through The Clinical Supply Lifecycle™.

- Focused on driving value, both financial and clinical.
- Engages in dynamic demand planning based on utilization and cost.
- Extends from the supplier, to the warehouse, into the clinical environment, and well beyond.
- Is tightly integrated with both clinical and financial realities of the hospital system.

### THE VALUE

## The Value of Clinical Traceability

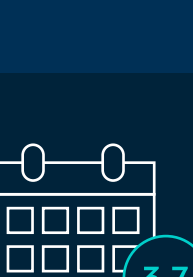
Transforming the hospital system, one care-critical supply at a time.

The pinnacle advantage of clinical traceability is its ability to rapidly drive substantial financial value for the hospital system, but its advantages don't end there. It is also integral to satisfying and retaining skilled clinical talent, protecting patients, and enabling the delivery of higher quality care.



### Free up value by systematically reducing costs.

\$25.7 billion of hospital supply chain spending is considered unnecessary and, therefore, avoidable.<sup>2</sup>



When armed with the knowledge of the costs associated with providing care, a hospital's median supply costs dropped 6.5%.<sup>3</sup>

### Realize revenue through complete charge capture.

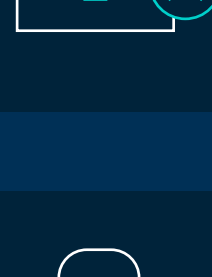
Hospitals have reported a 30% negative revenue impact after implementing an EHR due to poor charge capture.<sup>4</sup>



35% of respondents say it currently takes 3-7 days to capture charges.<sup>5</sup>

### Eliminate wastage and shortage.

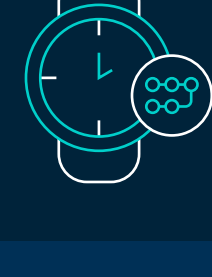
Hospital systems have been known to keep a 200% buffer stock of supplies, and most of it goes unused.<sup>6</sup>



57% of hospital staff recall a time when a physician didn't have a product required for a procedure.<sup>7</sup>

### Save clinician time. Boost clinician satisfaction.

As of 2016, some 78% of hospital systems were still manually counting their inventory.<sup>8</sup>



Some physicians and nurses spend 1 of every 5 minutes on supply chain-related tasks.<sup>9</sup>

### Protect patients while improving their outcomes.

24% of hospital staff have seen or heard about a recalled or expired product being used on a patient.<sup>10</sup>



Patient outcome is linked to the availability of specific equipment.<sup>11</sup>

### THE SEARCH

## Clinical Traceability Solutions: What to Look For

What differentiates a clinical traceability solution from an inventory tool?

Clinical traceability is the ultimate value-driver for the hospital system's P&L, its clinical staff, and its patients. But what specific characteristics should hospital decision makers look for to ensure they identify a solution that is capable of true clinical traceability and not just procurement? Use these seven characteristics to guide you.

1

### DESIGNED (AND PREFERABLY CO-DEVELOPED) FOR CLINICAL DEMANDS.

From living inventory to strict item expiries, the clinical supply chain has a multitude of specialized characteristics that cannot be readily solved by a cross-sector solution.

**LOOK FOR...** A solution that was co-developed with the input of clinicians, materials managers, hospital system executives, and leading suppliers.

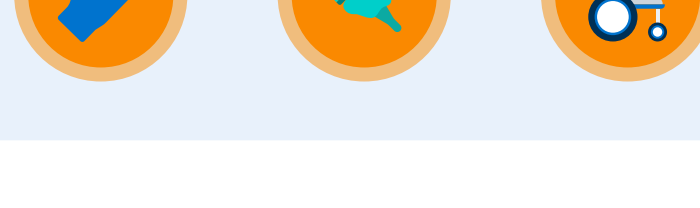


2

### ADDRESSES THE DIVERSE NATURE OF CLINICAL INVENTORY.

The diversity of inventory found in the hospital system is unlike that found in any other sector. Items vary vastly in value, shelf life, storage conditions, usage, purchase model, and more.

**LOOK FOR...** A solution that can optimize all care-critical items—from the most basic consumable to the most expensive implant—with specialized capabilities for unique inventory such as living tissue and consigned product.



3

### SPANS THE ENTIRE CLINICAL SUPPLY LIFECYCLE—ALL THE WAY TO THE PATIENT BEDSIDE.

In most hospital systems, the supply chain function begins in the warehouse and stops in the supply closet—with a critical gap in visibility and control when it comes to the clinical environment.

**LOOK FOR...** A solution that extends from the supplier to the point of care, with specialized capabilities to ensure the supply chain is tightly aligned with clinical realities—including complete charge capture, utilization measurement, predictive demand planning, and recall-expiry management.



4

### BRIDGES THE GREAT DIVIDE BETWEEN EXISTING SYSTEMS.

The hospital system has two pervasive platforms: the ERP, which lives in the warehouse, and the EHR, which lives in the clinical environment. A significant gap exists between the two when it comes to forming a clinically-integrated supply chain.

**LOOK FOR...** an agile solution that offers fast implementation and seamless interoperability with existing systems to close the data gap, establish complete clinical traceability, and offer a clear path to value.

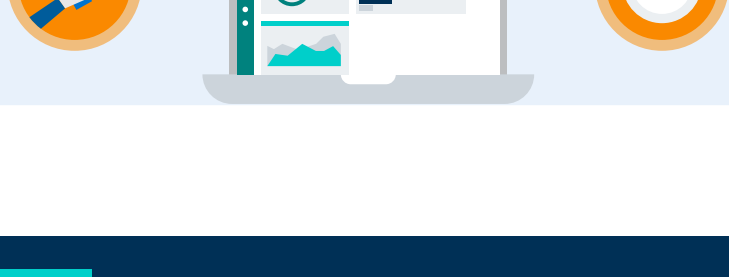


5

### WORKS AS A NATURAL EXTENSION OF END USERS AND EXISTING WORKFLOWS.

Clinicians are skeptical of technology, and understandably so. They don't need another technology to learn—they need the right technology to align with existing workflows and free up more time for care.

**LOOK FOR...** a solution that works the way our workflows do and not the other way around; one that is truly instinctive to use and works as a natural extension of busy clinical users.



6

### OFFERS ACTIONABLE KPIS YOU WERE PREVIOUSLY MISSING.

In sectors like fast-moving consumer goods, measuring utilization is key to predictive demand planning. Yet, most hospitals are uncertain which supplies were used where, when, why, and by whom.

**LOOK FOR...** a solution that enables you to dynamically calculate KPIs that can be readily translated into data-driven decisions, including utilization by procedure, clinician, and service line; products expired or reaching expiration; cost per procedure; procedure duration; and more.

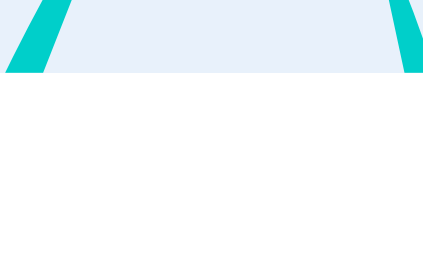


7

### DELIVERS VALUE YOU CAN MEASURE.

It's not enough for a solution to promise a range of benefits. It has to deliver a compelling business case that delivers real value—both financial and clinical.

**LOOK FOR...** a solution that affects every part of the revenue cycle while improving life for clinicians and patients. Look for a technology partner that is able to quantify the solution's value in real dollars and cents for your hospital system.



### Complete clinical traceability.

Tracing a clear path to value for hospital systems like yours.

As a complete clinical traceability solution, Genesis manages the movement of care-critical supplies throughout the entire Clinical Supply Lifecycle™. Co-developed by leading healthcare providers and suppliers, Genesis is the first solution to bring the promise of data-driven supply chain management to life in the clinical environment. With five modules capable of managing the full diversity of hospital inventory, Genesis simplifies life for busy clinicians, improves safety and quality of care for patients, and delivers substantial and immediate financial value for the hospital system in the form of revenue growth and cost reduction.