

## Driving surgeon engagement and replicable results

### Jackson-Madison County General Hospital

642 beds | Jackson, TN

**Challenge:** OR administration team was approached by two separate surgeon champions who hoped to address supply cost reduction head-on. OR staff took it upon themselves to create a cost reduction initiative which would ultimately position Jackson-Madison County General Hospital as one of the lowest cost providers in the region.

**Solution:** Through a collaborative effort between surgeon champions, OR staff and the physician team, Jackson-Madison was able to leverage Procedure Cost Manager in identifying supply cost variance items and work with surgeons to standardize utilization across the facility.

**Impact:** Over a twelve month timespan, Supply Costs per Case decreased by 26%. The pilot projects success resulted in heightened cost awareness across all surgeons and staff and laid a foundation for cost savings on additional procedures across 2015.

### Establishing the review and communication

Serving as a proof of concept project, Lap Chole cost per case reductions efforts assisted in working through potential barriers in expanding the process across service lines.

#### Identify procedural opportunities

- Through Core Surgery Compass, the Value Team identified top five procedures by volume as focus areas in supply cost reduction: Lap Chole, Inguinal Hernia, Colon Resection, Mastectomy, Ventral Hernia.

#### Hone in on high cost surgeons and items

- After Lap Choles were chosen as the initial focus area, Procedure Cost Manager was then leveraged to directly compare high cost vs low cost surgeons and identify potential item reduction opportunities.
- Top three items identified as largest supply cost drivers were discussed, one-on-one, with surgeons through PDF print outs provided through the tool.

#### Initiate change through data driven conversations

- General Surgery Coordinator and Manager of Surgical Support held conversations with surgeons to walk through items' clinical efficacy.
- Medical Director served dual role as surgeon champion in direct cost per case reduction efforts as well as a *leader by example*, further engraining a *all hands on deck* culture.

### Impact highlights

26%

Cost per case reduction in Lap Chole

\$111,697

Projected annualized ROI in Lap Chole procedures

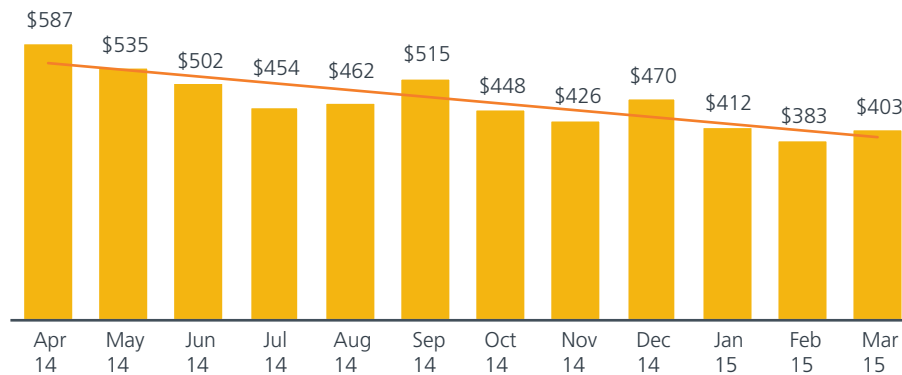
## Use of Compass to facilitate confirmation of progress towards goals

Once identified items were discussed with high cost surgeons and utilization decreased, Jackson-Madison saw gradual decrease in direct supply cost per case as a result. Ongoing conversations helped maintain a cost conscious mindset among physician team.

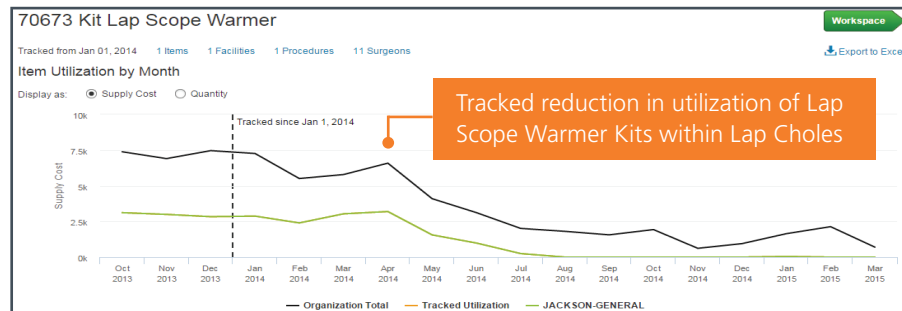
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### Lap Chole direct supply per case



### Ensuring results are maintained through item tracking



### What's next?

- Jackson-Madison administration is now looking into new procedures within General Surgery to reduce supply costs per case.
- Most importantly, Jackson-Madison's value team is expanding cost reduction efforts to other service lines, ensuring surgeon champions are engaged throughout.



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