To be successful, facilities must develop value analysis processes and a stringent financial review of new procedures and device adoption as part of their standard processes and policies. Projects will impact all levels of the organization, from leadership to physicians, surgeons, nurses and materials managers. They should all be involved.

The involvement of senior leadership assists in maintaining momentum on projects and highlights the significance of them to facility employees. Senior leadership must be willing to support the process, stay with it through difficult moments and see it through to completion. It is imperative that the facilities’ physicians be engaged in the process from the outset as well, so they understand the objectives and feel engaged from the start.

A good program, starting with these basics, will provide enhancement in clinical outcomes and quality through standardization and consistency between procedures. The impact is felt at each level as a less-is-more approach increases efficiency and decreases errors.

Amerinet provides PPI contracting through the Amerinet Clinical Advantage program. This program identifies potential cost savings opportunities for high-dollar physician preference items such as total joint implants, cardiac rhythm devices, etc. while maintaining or improving patient outcomes. This process driven evidence-based program utilizes a collaborative approach to drive savings solutions. The outcomes are measureable; the Amerinet Clinical Advantage program significantly improves margins while positively impacting both clinical outcomes and physician support. Completed projects have driven savings from 10 - 25 percent which has significantly improved bottom line procedural profits for participating organizations.

To learn more about how to develop a PPI program, listen to this podcast, or contact me at lori.pilla@amerinet-gpo.com.

“Amerinet Clinical Advantage is the gift that keeps on giving. After an immediate $385,000 reduction, we’re seeing an ongoing decrease in spending of 40 percent. It’s an outstanding purchasing resource for our outstanding organization.”

Alan Manning, Administrator
East End Health Alliance, Peconic Bay Medical Center