

Physician Preference Partnership Achieves Open Market Approach

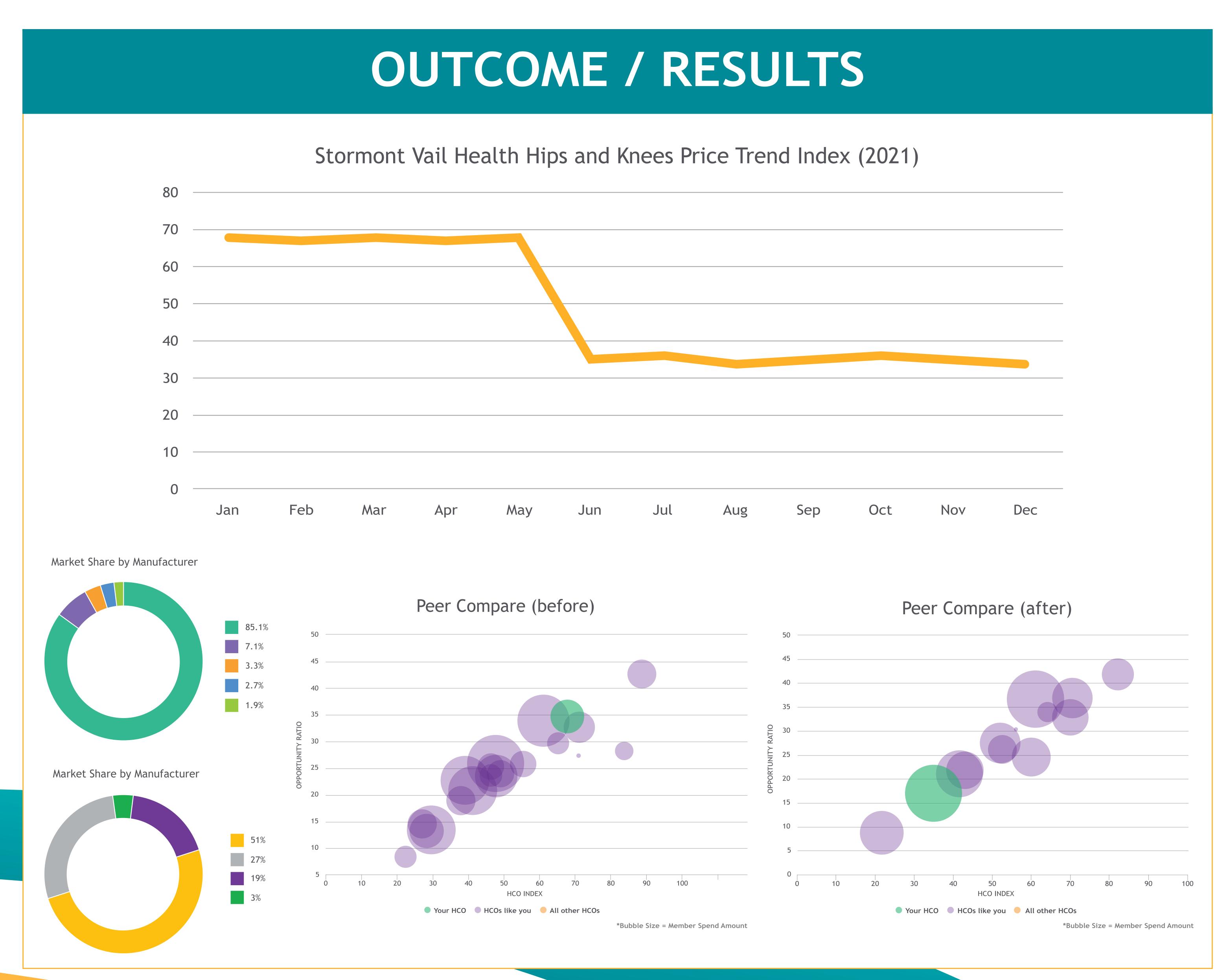
Angie Gamber, MBA, BSN, RN, Vice President, Clinical Operations, Stormont Vail Health, Topeka, KS Kirt Leyda, MBA, Director, Supply Chain Management, Stormont Vail Health, Topeka, KS William Sachs, MD, MBA, Vice President, Surgical Services, Stormont Vail Health, Topeka, KS

OBJECTIVES

- Describe how to utilize database information for spend comparison and to identify potential savings
- Discuss methods to achieve physician buy-in for savings projects by demonstrating data that accurately reflects the current state of spend and projected savings
- Demonstrate the ability to maintain partnerships while driving down costs

METHODS

- Validated pricing in Vizient Savings Actualizer
- Validated with secondary database
- Surgeon engagement and education
- Senior leadership support
- Open invitation for vendor presentation



CONCLUSIONS AND LESSONS LEARNED

- No changes in clinical quality for Primary Hip and Knees
- Surgeon acceptance of data and goals
- Willing to see plan through
- Surgeon/Vendor relationship
- Communicate, communicate, communicate
- One vendor opted out - low volume

The authors have no relevant financial relationships to disclose.

agamber@stormontvail.org wsachs@stormontvail.org kileyda@stormontvail.org