

OBJECTIVE

High Point Regional Health System, a 384-bed hospital in High Point, North Carolina, sought to find a new suture supplier when they realized their primary supplier would no longer be on Novation contract.

Mike Hildebrandt, director of materials management and Julie Ware, R.N., materials management clinical nurse, decided to turn the conversion process into an opportunity for their organization.

STRATEGY

Novation determined that the organization stood to save approximately \$250,000 annually by switching to U.S. Surgical for the majority of their supplies except trocars, for which they chose Applied Medical. Hildebrandt and Ware presented their idea to hospital administration and won support for their efforts, but opted to “test the waters” before setting in motion a full conversion.

They gathered five key surgeons and explained that they needed to switch suppliers because their then-current suture supplier was no longer on Novation contract. “We felt very strongly that we needed to support our group purchasing organization with this effort,” says Hildebrandt, “and we asked if they would be willing to, at a minimum, evaluate the products we were considering.”

The answer was a resounding yes, largely, Hildebrandt says, because the surgeons never felt backed into a corner. “Julie and I both made it clear that we’d never force them to use a product that they didn’t feel comfortable with. By taking that position, this concept was a lot less threatening for our surgeons.”

RESULTS

High Point Regional Hospital saved approximately \$70,000 on suture and \$180,000 on endomechanicals as a result of the conversions, and the team now plans to take the conversions systemwide. Both Hildebrandt and Ware say that what could have been a daunting experience was much easier than they originally thought.



OVERVIEW

Member:
High Point Regional Hospital
High Point, North Carolina

Objective:
Identify opportunities to reduce supply costs

Strategy:
Utilize Novation contracts by converting surgical products

Results:
\$250,000 in annual savings

Both Hildebrandt and Ware say that what could have been a daunting experience of switching suture suppliers was much easier than they originally thought.

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