



Florida Hospital Uses Apollo's Inventory Module To Handle Olympic Volume of Cath and EP Patients



Florida Hospital

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Florida Hospital

Distinguished as the largest heart program in Florida, and one of the three largest in the nation, Florida Hospital generates Olympic-caliber statistics:

- Over 14,000 cardiac patients per year
- Over 32,000 cardiac procedures per year
- Over 2,500 open heart surgery cases per year
- 14 cath/EPs labs across 5 campus locations
- 133 cardiologists
- 19 surgeons
- A dedicated 250-bed cardiac unit

And when you factor in continued growth, any effort to track inventory and manage costs within the cardiology department would require nothing short of a gold-medal performance.

Apollo Project Manager Rhonda Bartlett, who manages the implementation of Apollo modules, and related projects for the cardiology department, explains, "Because of the sheer volume, inventory demands were high, and required multiple inventory locations to be established—all paper-based, manual-driven operations. Now imagine the workload involved when the average case minimally generates 20 to 30 inventory charges—and you have to manually key in charges, replenish inventory, and track device usage. An additional challenge tracking the serial numbers of the devices in use."

Capture More Data to Better Understand and Manage Volume

Florida Hospital implemented the Apollo Inventory Module in the last quarter of 2001. According to Sam Braga, the cardiology inventory manager for Florida Hospital, the system's simplicity masks the level of its effectiveness in managing the data and generating reports that pro-

vide the level of detail needed to manage the process effectively.

Upon arrival in cardiology, materials are bar coded and scanned into Apollo and put into various inventory staging areas for cardiology lab use. Technicians take the inventory as needed for procedures, bar coding each item and recording its use into Apollo. Once loaded into Apollo, Florida Hospital can associate all inventories to specific patient events and procedures, documenting what is being used, in what amounts, and with what results.

"The critical difference," says Rhonda "is that before we could only track inventory through financial statements, which provided a retrospective financial view of the patient event but a limited and necessarily inexact view of overall cath lab activity for the same event. In contrast, Apollo, by tagging inventory to actual patient events and procedures performed, generates a much more accurate and detailed view of cath lab equipment usage, patient clinical outcomes, and associated costs.

"In addition, our HIS system interfaces with Apollo, and is monitored daily. This facilitates concurrent billing. Prior to Apollo all inventory charges were manually keyed in the HIS system which was very labor intensive and involved tremendous checking and rechecking to assure that all items were captured accurately. Automating the process has resulted in more accurate accounting. To proof our work, we run an integration audit report, making sure that our HIS system and Apollo are sending and receiving information accurately. Run daily, the interface report serves as an integrity check between systems."

Generating Many Returns On Investment

By automating the inventory process and associated billing activities, Sam and Rhonda indicated that Florida Hospital is able to:

- **Negotiate significant reductions in the purchase price of materials.** "Because we are tracking our volume with such accuracy, we're able to effectively build alliances with vendors, reach better deals and enjoy substantial savings. With three of our top vendors for the cardiac program, we were able to negotiate a 16% reduction in the purchase price of materials."
- **Monitor and control waste.** "With Apollo we have the capabilities to track with a high degree of accuracy overall inventory, usage, and costs. This has enabled us to track waste carefully, and take appropriate steps to control it."
- **Engage in just-in-time inventory ordering.** "Through careful monitoring of the inventory and by integrating data with the HIS, we have been quite effective in replenishing our shelves at the right levels, helping to stabilize the management of materials and avoid having too much or too little in stock."
- **Decrease loss charges.** "Our accuracy in recording all charges into our system has improved because Apollo is so event-driven. The fact that we can track charges faster using Apollo has also contributed to reduced costs and improved accuracy."
- **Enhance quality improvement initiatives.** "Today, because of Apollo, we're better at managing inventory and more efficient at capturing charges at the point of care. Capturing patient event data in combination with inventory charges allows the management team to monitor and measure key process metrics that will support the efficient and effective management of cardiac service line outcomes, quality improvement, and standards of care."

While software is not an Olympic sport, Apollo's Inventory Module is performing like a champion in helping Florida Hospital achieve a substantial return on investment (ROI) and establish the infrastructure to support quality enhancement programs.

Apollo Reports Help Keep the Florida Hospital Cardiac Program on Top of Inventory

Among the reports generated by the Apollo Inventory Module, Florida Hospital keeps particularly close watch on the five reports described below to monitor inventory usage, keep track of waste, and to collect data that will enable the hospital to negotiate better deals with vendors.

Report	Application
Accountability	Shows the procedures that were completed and the staff (tech and MD) that were accountable for the inventory and associated charges.
Inventory Snapshot	Shows on hand inventory (by vendor) at all facilities and inventory locations across the organization.
Utilization	Shows utilization of inventory by date at all facilities and inventory locations across the organization.
Wastage	Shows all inventory that was wasted by procedure location. This report also shows the reason for the waste.
Procedure based costing	Shows procedures and costs over a specific time frame and allows for trending.

About LUMEDX: With over 500 heart center clients worldwide, LUMEDX is the market leader in fully integrated cardiovascular information systems and the No. 1 independent integrator of cardiology information solutions. LUMEDX offers the most proven, comprehensive package of clinical information tools, cardiovascular products, and services to help medical institutions enhance quality of patient care, reduce costs, streamline workflow, increase patient volume, and grow revenue.