

Manage. Maximize. Multiply.

MAKING THE MOST OF YOUR
ESSENTIAL CLINICAL COMMODITIES
PROGRAM.

What Is An Essential Clinical Commodity (ECC)?

- A Non-Invasive Medical Device, most commonly used in Med / Surg and ICU.
- A Single Use Device (SUD), historically thrown-away by hospitals, generating millions of pounds of landfill waste, and millions of dollars in unnecessary replacement costs.

EXAMPLES:

BLOOD PRESSURE CUFFS

STETHOSCOPES

ECG LEADS

INFUSOR BAGS

MASKS

PULSE OX SENSORS

ADULT/INFANT SENSOR PROBES

COMPRESSION SLEEVES

CEREBRAL SOMATIC SENSORS

ALL TYPES OF SPLINTS

BED ALARMS

TOURNIQUETS

FALL ALARMS

PATIENT PRIVACY CURTAINS

PNEUMATIC TOURNIQUETS

Why An ECC-Specific Program?

MATHEMATICAL SAVINGS. MULTIPLIED OVER TIME.

Manufacturers of Essential Clinical Commodities (ECCs) typically offer volume discounts.

THE ECC FORMULA

EC²M² = Essential Clinical Commodity
Management & Savings Multiplication

Reprocessors offer deeper discounts. But only if they can reprocess ECCs at all. Most reprocess just a few ECCs.

Only a comprehensive program focused solely on ECCs can offer you results that multiply your hospital's savings—while, at the same time, assuring you of product-reliability rates often more consistent than even the OEMs can deliver*.

Once you've identified the key factors for comparing the relative merits of broad-brush reprocessing vs. an ECC-specific program, the numbers speak for themselves.

ADDITIONAL ADVANTAGES

- ECC-specific expertise, support and protocols.
- Proprietary compliance and recovery tracking at the unit level.
- A broader range of devices serviced.
- Higher volume, lower per-unit cost.

Reprocessing our disposable ECG leads with HYGIA has had a very positive effect for LAC + USC. We anticipate reducing our ECG costs by over \$100,000 annually AND we are eliminating a tremendous amount of medical waste!

**—Susan Newsom, Value Analysis Facilitator
Los Angeles County and the University of Southern California's Healthcare Network
Los Angeles, CA**

*Hygia's FDA-cleared processes, for instance, result in a faultless-product rate of 99.9998%.

Needs Assessment

ESTABLISHING A RELATIONSHIP FOUNDATION

Superior ECC support begins before you select a reprocessing partner—starting with an in-depth evaluation of your ECC assets, your usage data, your policies and procedures; even your corporate culture and physical facilities. All of which can impact the ultimate success of your ECC program.

The ideal Needs Assessment process will include the involvement of your Materials Managers and Value Analysis Facilitators—so that you and your reprocessing partner can establish achievable goals for managing your ECC assets and maximizing waste reduction. What’s more, you should expect pre-contract proposals to include baseline savings guarantees, and your projected savings over time.

KEY CONSIDERATIONS DURING NEEDS ASSESSMENT

- **Consultancy.** How proactive a role does your prospective partner play in exploring your needs, and presenting your opportunities?
- **Prevailing staff attitudes and habits.** What challenges, if any, need to be addressed in order to ensure consistent compliance?
- **Capacity, reliability and turnaround.** Higher reprocessing capacity & reliability rates, and faster turnaround times, will naturally reduce your dependence on new-product purchases.
- **OEM contractual obligations.** Do your contracts limit your freedom regarding reprocessed device usage?*

*Under Hygia’s GreenStart® program, you can sell us reusable items you’re contractually prevented from reprocessing.

Contract Design

ENSURING BENEFITS BEYOND THE BOTTOM LINE

The key to securing maximum anticipated benefits at this phase of an ECC Program relationship is your reprocessing partner's Contract Design flexibility.

Hygia offers its customers three kinds of contracts: 1) Reprocessing-Only. 2) One for customers who are already tied to a reprocessor for their ECCs, but still want to benefit from our GreenStart® recycling service*. 3) One for customers who would like to benefit from both services.

OTHER CONTRACT FEATURES TO LOOK FOR

- **Unit Reporting and Reporting Frequency.** Hygia prepares Savings Analysis reports (either weekly or monthly, depending on customer preference) detailing compliance and savings at the Unit level in every hospital we serve.
- **Adaptive delivery options.** For hospital groups who require all deliveries shipped to a central location, Hygia can box and mark orders to enable easy tracking and distribution to individual hospitals in groups' networks—using shipping “best methods” to ensure the optimal balance between delivery speed and freight savings.
- **Service Turnaround.** In most cases, Hygia can process and deliver your devices within seven days of collection.
- **Private Labeling.** Hygia can partner with you to Private Label your ECC Program—signaling to your patients and staff that your organization is committed to serving the environment and the community.
- **An ECC Purchase Program.** Hygia maintains a significant inventory of high-quality, reprocessed ECCs we've purchased from customers with OEM contract restrictions—which are available at significantly reduced prices. Some of our customers now use Hygia for 100% of their needs in a broad range of ECCs.

I highly recommend HYGIA to my peers. Our implementation was, by far, the easiest. HYGIA representatives took responsibility for making this work well and we were highly successful. This is one of the few projects that has low clinical sensitivity, high ease of implementation, and large savings. As an added benefit, this is a guaranteed successful H2E (Green) project.

**—Jeff Purvis RN, MS, MBA, Director of Nursing Business Operations
Baltimore Washington Medical Center
Baltimore, MD**

Collection + Compliance

MAKING POSITIVE RESULTS ADD UP.

No factor impacts the success of your ECC Program more directly than compliance. Which is why Hygia invests so heavily in proactive collection and compliance support—at both the local and the organizational level.

We treat compliance-maximization as a fixed objective and an ongoing process. One which can be constantly refined and improved through education, observation, motivation, and accommodation to your staffs' needs. It's why we assign thoroughly-trained, locally-based Customer Service Managers (CSMs) for every account we serve.

We believe successful compliance is about more than the process. It's about the relationship. And the stronger the relationship, the likelier your ECC program will succeed.

KEY COLLECTION + COMPLIANCE SUPPORT FEATURES

- In-depth documentation for implementing Compliance Best Practices.
- Effective compliance training and education for your staffs.
- Regular, on-site visits from your dedicated Customer Service Manager.
- Ongoing feedback and advice for improving compliance at the unit level.
- Absolute flexibility in adapting collection-support methods to each unit's needs.
- Specialized collection containers for every conceivable need.
- An unmatched record for turnaround times.

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—Susan Newsom, Value Analysis Facilitator

**Los Angeles County and the University of Southern California's Healthcare Network
Los Angeles, CA**

Extending Your Benefits

MULTIPLYING OPPORTUNITIES TO SERVE.

Knowledge is power. It's why Hygia offers you custom compliance reports—giving you the data you need to improve compliance from within. At the same time, our corporate culture is driven by the belief that we can always do more to benefit you. In short: We observe, we ask, and we listen.

It's why, for instance, Hygia introduced the industry's first Privacy Curtain System—enabling Hospitals to effectively address one of the most common infection hot spots, while extending the life of a single curtain by up to a year. And why we've become increasingly recognized as a thought leader in ECC Program Management.

CONSTANT SERVICE AND SUPPORT IMPROVEMENT

- “Seven Minutes To Success: Hygia’s semi annual review of your entire program.
- Spring and Fall meetings with each customer to critique our CSM’s performance.
- Ongoing training and feedback, for you and your staffs.
- Outside consulting: Hygia retains an independent Value Analysis expert to advise us.

We have had great success with our reprocessing program. Our savings every month is significant and since our HYGIA sales representatives spent several days in our new facility educating and making accommodations to the bin locations we have increased the number of units being recovered and our savings by 60%. Thank you!

—Kamy C. Leeret, Supply Chain Manager

University of Colorado Hospital

Aurora, CO

Quality Control & Standards

MAXIMIZING YOUR CONFIDENCE.

Hygia has achieved a discard rate that's roughly ¼ what our competitors offer. Our FDA cleared process results in a documented faultless-product rate of 99.9998%, an environmentally friendly production process, and a dramatically higher potential for savings and waste-reduction.

Hygia's process excludes harmful chemicals that reprocessors use, and precludes any use of latex—to guard against allergic reactions. In short, we give customers the confidence that every device we handle is guaranteed to be completely clean, and presentable for their patients.

HIGHER STANDARDS BY DESIGN.

- **ECC-Specific Processes.** Hygia's triple-redundant protocol ensures that our customers have validated and completely safe devices for reuse.
- **Chemical and Germicide Free:** HYGIA utilizes clean reprocessing technologies with no chemicals or germicides, and no environmentally harmful toxic outgassing.
- **Proprietary Technology.** We've invested heavily in custom-designed processing and testing equipment, to give our customers faster turnaround and higher Faultless Product rates.
- **Automated Record-Keeping.** Hygia's integrated technology enables us to focus our efforts on faster, better processing service.
- **Bar Coding.** Our system ensures reliable device tracking and process validations by device, package, box, or shipment.
- **Easy Instructions for Staff:** Clearly written and easily understandable usage instructions accompany all reprocessed devices upon their return to you.

UAB Hospital has partnered with HYGIA for reprocessing since 1999. We have enjoyed cost savings, quality products returned to us, and have participated in a "green" environment by preventing tons of items from going to the landfill.

—**Joan Stelling, MSN, RN, Director of Value Analysis**
University of Alabama at Birmingham Hospital
Birmingham, AL

Business + Accounting

WORKING THE NUMBERS TO YOUR ADVANTAGE

Hygia's real, guaranteed savings in the ECC area averages hundreds of thousands of dollars per hospital each year.

At the same time, it's important to remember that ECC reprocessing is a service. We handle devices you've already purchased—and we treat them like the corporate assets they are; assets that belong to you, and should be reused as long as possible. Which is why Hygia has tailored its Business Support to help your accounting work smoother.

PRACTICAL RECOMMENDATIONS

- Service Orders are more appropriate, and efficient, than Purchase Orders.
- If Service Orders are not an option, we recommend you issue standing POs to streamline your own administrative hassles.
- If your Inventory Ordering System doesn't allow you to issue standing POs, your CSM will proactively request POs at the time of collection—to ensure that your ECCs are processed and returned as quickly as possible.

The GreenStart® Program

GENERATING REVENUE BY MINIMIZING WASTE

Through Hygia's GreenStart® Program, hospitals can achieve environmental and cost savings for SUDs they would otherwise throw away. We collect devices and pay for all devices recovered—providing many hospitals with a steady revenue stream, while literally reducing tons of medical waste (and its associated costs) every year.

Members of GreenStart® usually choose this program when manufacturers' contractual restrictions prevent them from reusing certain SUDs. At the same time, we offer the program to hospitals who aren't currently using Hygia for other ECC-management services.

Finally, many Hygia customers have used our GreenStart® Program to minimize their purchase of new SUDs—replenishing, at significant discounts, much of their supplies from our own inventory of high-quality reprocessed devices.

At Hygia, recycling isn't just what we do. It's who we are. And nobody in the industry is more committed to responsible recycling.

This is one of the few projects that has low clinical sensitivity, high ease of implementation, and large savings. As an added benefit, this is a guaranteed successful H2E (Green) project.

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