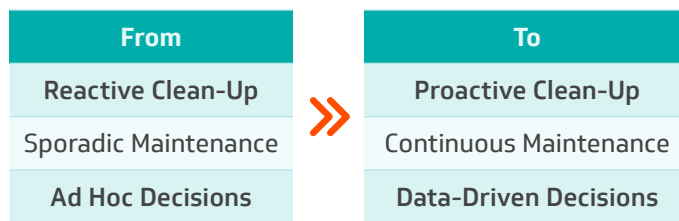# Physician preference card optimization to drive financial performance and clinical efficiency

vizient.®

Preference cards are an essential part of every perioperative services department and have long been a source of frustration for organizations.
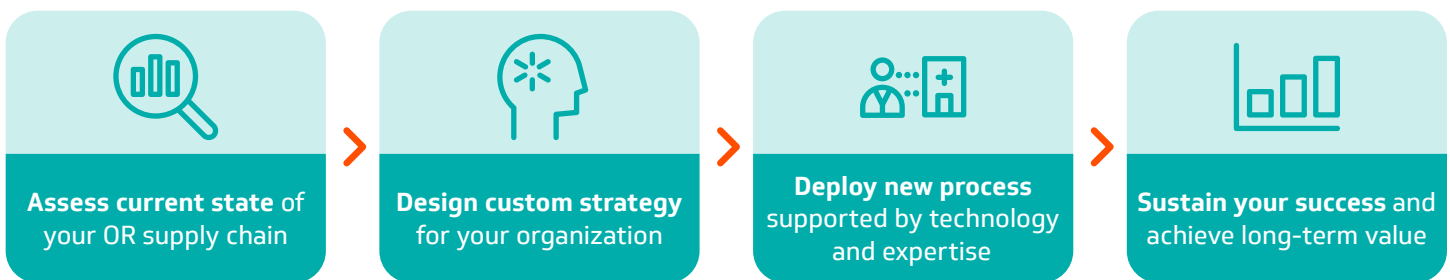
Out of date or incorrect cards can be costly, create inefficiencies that delay care and frustrate staff and physicians.

Managing preference cards requires an ongoing, sustainable process - supported by technology - to ensure accurate cards that result in efficient delivery of care.

Tackling preference card management as a strategic initiative can move your organization from chaotic to controlled.

From	To
Reactive Clean-Up	Proactive Clean-Up
Sporadic Maintenance	Continuous Maintenance
Ad Hoc Decisions	Data-Driven Decisions

Vizient's proven process for optimized performance

Assess current state of your OR supply chain

>

Design custom strategy for your organization

>

Deploy new process supported by technology and expertise

>

Sustain your success and achieve long-term value
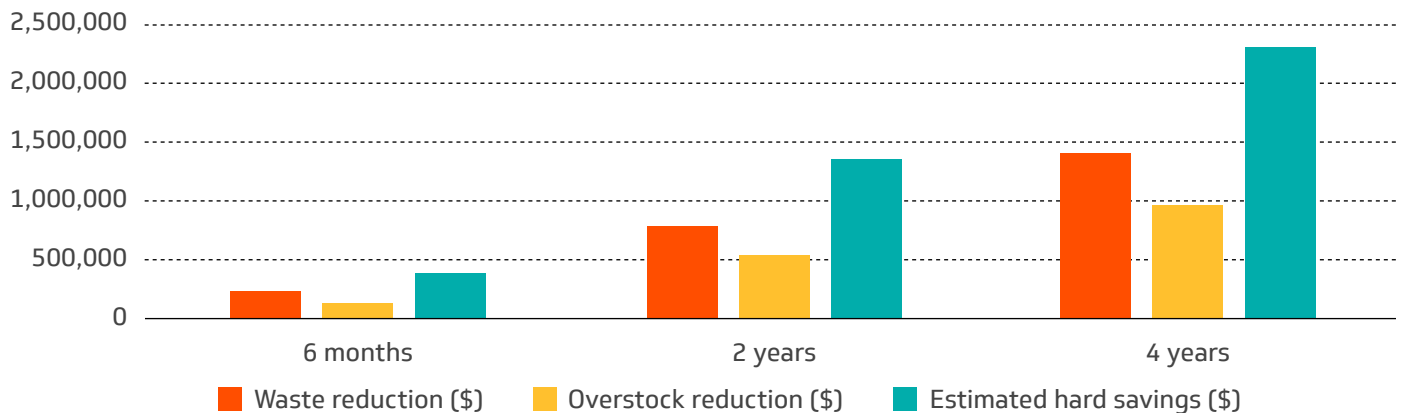
Benefits

- **Lower supply costs** through decreased supply waste, variability and rush orders
- **Reduce labor costs** with fewer supply returns and less restocking time
- **Improve patient safety** with fewer staff trips from room and reduced anesthesia time
- **Avoid case cancelations**/delays by having the right supplies, in the right place, at the right time
- **Increase physician and staff satisfaction** with improved workflows and efficiency through automation
- **Enhance charge capture** with advanced monitoring of supply documentation

For questions or to learn more contact us at *Kati.Harrington@vizientinc.com.*

Driving value more over time

There are many paths to reducing costs when you implement the Vizient preference card solution. The savings continue to grow as your team leverages the technology.

Legend:
- Waste reduction ($)
- Overstock reduction ($)
- Estimated hard savings ($)

Chart axis values: 2,500,000 / 2,000,000 / 1,500,000 / 1,000,000 / 500,000 / 0
Categories: 6 months, 2 years, 4 years

Customer success story

Challenge

The hospital regularly over-ordered medical supplies and produced significant unnecessary supply waste. Change requests were made haphazardly, physicians were constantly frustrated and turnover and on-time starts were poor.

Solution

Adopting technology gave the hospital a workable solution to a problem that seemed intractable. Leaders were able to quickly identify which cards and service lines needed priority attention.

The hospital achieved measurable results, decreasing return costs by nearly 70% in the first year of platform use. Turnover times were reduced by an average of 10 minutes, and physician satisfaction rose from 50% to 80%.

Waste reduction
$1.4M in estimated waste reduction

Overstock reduction
$940k in estimated overstock reduction

Hard savings
$2.3M in estimated total hard savings

> " Using the technology-generated recommendations takes the guesswork out of where to start when updating preference cards. Our return rates have dropped dramatically, and our staff and physician satisfaction has increased. "

Explore the benefits of optimizing your preference cards

Learn more about how you can improve financial and clinical performance by integrating technology and expertise into your preference card management process.