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***Cost Containment Ideas in
the Access Center 2017***



Supply Chain Optimization

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❖ Supplies are usually in the top 3 for center expenses.

- Make sure your vendors are providing you with the best prices and best contracts on shipping (try and negotiate free shipping on orders sent at 48 hours).
- Invite your top 5 suppliers to meet with you at the access center and ask them for better pricing/discounts due to the Medicare rate cuts.



Coding and Reimbursement

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❖ Make sure your Thrombectomy and Stent work is billed properly.

- Create a checklist that reconciles use of high dollar supplies and the CPTs that should be billed.
- Consider “firing” insurance plans where they no longer cover cost.
- Use national data to show your MD office is the cheapest site of service by almost 80%!



The Right Staffing

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❖ Center Staffing and balanced scheduling are critical

- If your doctor has to drop the kids off at school at 7:45, don't have the staff in at 7:00 and schedule the first case at 7:30.
- Also analyze job functions of your highest paid staff (usually RNs) and see what can be shifted to front desk (scanning, patient call backs, etc.) Weigh the centers staffing needs carefully. End of day AC tasks?



Miscellaneous Ideas

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❖ Get your staff engaged !

- offer the staff \$50 ideas that save at least \$500 to engage them in the project.
- I have seen centers take over housekeeping of a center in lieu of a layoff; use water filters on the spigot in lieu of bottled water. Scrutinize misc. office supplies.
- It all adds up quickly! Map out your expenditures.



Miscellaneous Ideas Continued

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❖ Center Cost Containment

- ❑ Cost Containment: <http://alliancecost.com/> offers services to review your spending for opportunities to save.
- ❑ They have national agreements on everything from utilities to phone to waste management.
- ❑ Consider a GPO (if you don't have one) for the general medical and surgical supplies your center needs.



Patient Satisfaction

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❖ Patient Satisfaction is Critical

- Explain to staff how important it is to talk to our patients, now is the time for staffs to be even better than ever in engaging patients about their satisfaction.
- Happy patients lead to new happy patients coming to see what the great service is all about.



Cost Saving Tips

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❖ Ideas for Budget Containment 2017

- ❑ The HVAC contract is with a new vendor, saving us \$2000 annually.
- ❑ I negotiated with the existing cleaning company, signing a new contract, saving us \$2000 annually





Cost Saving Tips

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❖ Ideas for Budget Containment 2017

- ❑ The deli where we bought patient sandwiches closed. We are no longer purchasing sandwiches, but feeding patients crackers and juice instead. This is saving the center approximately \$8000 annually.
- ❑ I am in the process of getting bids from different linen companies and think that a new contract or a newly negotiated contract with the existing linen vendor can save the center about \$9000 annually.





Cost Saving Tips

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❖ Ideas for Budget Containment 2017

- Go over linen inventory - do you really need all that is delivered each week?
- Do not use overnight or express mailing unless needed.
- Double check expiration dates on supplies so nothing expires.





Cost Saving Tips

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❖ Ideas for Budget Containment 2017

- ❑ We seem to have difficulty at inventory time having items used in the procedure room matching up. The nurses entering the items in ENVI sometimes forget an item, enter the incorrect item and submit the encounter and the items entered are incorrect.
- ❑ We have rolled out a pilot program for the past few months where a designated person, usually the Materials Management person or myself, will enter the items on each encounter. We place the item packaging in a bin for that case and will enter the items after the procedure.





Cost Saving Tips

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❖ Ideas for Budget Containment 2017

- ❑ What are some of your great cost containment ideas for the coming year?

- ❑ Let's go around the room and share so we can all learn from one another...

