



PATIENT BLOOD MANAGEMENT



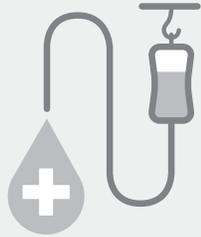
Get better patient outcomes while reducing the cost of care

Hospitals can significantly reduce their direct and indirect costs, while improving patient outcomes when they minimize the use of blood transfusions by implementing a comprehensive blood management program (PBM). Both the American Medical Association and The Joint Commission consider red blood cell transfusion to be among the five most overused procedures, yet it remains one of the most commonly performed medical interventions in U.S. hospitals today.

UNNECESSARY RISKS. UNNECESSARY COSTS

Transfused patients have increased rates of morbidity and mortality. They are more likely to suffer from complications and infection, spend more time in the hospital, run a greater chance of being readmitted, and require subsequent surgery more often. This increases avoidable clinical risk and related expense in addition to the direct cost of acquiring and preparing the blood used.

In total, the blood-related cost of care for both patients and providers at U.S. hospitals has been estimated to be nearly \$10 billion each year.



UNMATCHED EXPERIENCE. PROVEN RESULTS.

SpecialtyCare is an unmatched leader in patient blood management. Customers using our PBM program have experienced a 15-20% reduction in blood-related costs within their first year and, at the same time, improved patient safety, clinical reputation, and regulatory compliance—all of which positively impact revenue linked to patient outcomes. Drawing on our market-leading expertise in cardiovascular perfusion, our program features four cornerstones of care: anemia management, coagulation optimization, interdisciplinary blood conservation modalities, and patient-centered decision-making.

ANEMIA MANAGEMENT

We work with your institution to provide the clinical and reimbursement guidance to create a comprehensive program that detects and treats anemia in pre-, intra-, and post-hospital settings.

Anemia is extremely common, underrecognized, and undertreated

Treating even mild levels of anemia results in improved outcomes and better quality of life

Early and ongoing detection and treatment of anemia is an important strategy in reducing transfusions

In many patients with mild to moderate anemia, evidence suggests that transfusions do not improve outcomes and may instead cause harm

COAGULATION OPTIMIZATION

We provide leading technology for coagulation assessment, as well as evidence-based clinical guidance in coagulation-related management strategies and protocols.

Uncontrolled or significant surgical bleeding results in increased costs & poorer outcomes

Excessive bleeding is often avoidable and can be minimized

Careful assessment of coagulation status, and treating any dysfunction, can dramatically reduce surgical bleeding and complications

INTERDISCIPLINARY BLOOD CONSERVATION

We partner with you to determine which of the numerous blood conservation technologies and techniques are most clinically effective and financially sound in your institution.

Blood loss and allogeneic blood transfusion can be greatly reduced with the utilization of an appropriate combination of modalities

Meticulous technique and blood conservation modalities can dramatically reduce blood loss and transfusion

Modifying common phlebotomy procedures can conserve a patient's own blood and avoid hospital-acquired anemia

PATIENT-CENTERED DECISION-MAKING

We provide guidance and structure for an engaged and active patient education and decision-making process.

Patient-centered decision-making is a fundamental of our PBM program. It means listening to each patient, educating them, and taking into account their preferences, objectives, and values

We provide critical and current information on risks, benefits, and alternative treatment choices so that the patient can make informed decisions and choose from options that match their values and beliefs

We ensure the chosen path is compliant with hospital policies and is legally and ethically sound

PROGRAMMATIC, PROACTIVE MANAGEMENT

What makes our PBM program unique is our commitment to driving the process and behavioral changes required for success. We have unmatched expertise in the four cornerstones of our program, but we do not provide consulting and leave you to figure out how to implement and manage this challenging change. We are your engaged partner. Our success is linked with yours.

Our program includes:

- Oversight and management from a full-time, onsite clinical expert to ensure maximum benefits are achieved

- Continuous learning and improvement with ongoing educational programs for customer's medical staff, nursing, and other para-professional personnel

- Proactive process & behavior modification through a formal change management program executed with the support of your staff

- Increased visibility and patient engagement with outreach, education, and marketing

- Policies, procedures, standards, forms, protocols, patient directives/consents

- Benefits of affiliation with SABM

- Resources always available via our library of clinical literature

- Option to include Bloodless Medicine and Surgery service in conjunction with patient blood management program

- Option of integrating perfusion services with patient blood management program to gain related clinical effectiveness and cost efficiencies from combined services

TANGIBLE & SIGNIFICANT ROI

Rigorous and evidence-based patient blood management programs have demonstrated efficacy in both surgical and non-surgical phases of care. PBM strategies, tactics, and processes mitigate risk factors that lead to transfusion and reduce avoidable and unnecessary transfusions.

Minimizing transfusion as a medical intervention has been shown to improve clinical outcomes while decreasing the overall cost of care, resulting in tangible and significant return on investment for our customers.



“Because SpecialtyCare’s PBM program has a history of producing measurable results, we offer a pricing model that represents a true partnership. Our customers must achieve documented savings at an agreed-upon level for us to receive full payment. By doing this, we share the risk of implementing and managing a program that results in actual improvements for your hospital and patients. Our success is tied to yours.”



SpecialtyCare is
accredited & certified
by The Joint Commission



NATIONAL SCALE THAT DRIVES IMPROVEMENT

13,500+ physicians supported

2,000+ associates nationwide

1,000+ customer hospitals & health systems

400,000+ surgical procedures annually

BLOODLESS MEDICINE AND SURGERY OPTION

The goal of patient blood management is to improve patient outcomes by minimizing the need for blood transfusion for all patients. For some patients, however, blood transfusion is never an option. Many patients object due to religious beliefs while others do so as a result of health concerns, knowledge of potential complications, or other personal convictions. Bloodless Medicine and Surgery, an optional service within our PBM program, has been developed for these patients.

Our specially trained experts provide counseling on the risks and benefits of all treatment options so that patients can make informed decisions that also meet the hospital's legal and ethical standards and policies.

In addition to helping patients complete the appropriate documentation, we also manage resources—such as NO BLOOD TRANSFUSION wristbands, signage, and paperwork for charts—making it easy for hospital staff to identify those who have selected the bloodless option.

As with our larger PBM program, Bloodless Medicine and Surgery uses a team approach to determine a patient's blood management needs. We work closely with physicians, nurses, and other paraprofessionals to inform, educate, and develop and implement a plan that will promote blood cell production and coagulation, minimize blood loss, and honor the values of the patient.

It is an evidence-based approach designed to improve clinical outcomes while reducing the cost of care.

MAXIMIZE RESULTS WITH PERFUSION & PBM

SpecialtyCare's patient blood management program draws on our deep experience as the largest provider of perfusion services in the United States. By combining perfusion expertise with our PBM program, you can further improve clinical outcomes and amplify cost efficiencies.

Our perfusionists serve as fully integrated members of your team, following evidence-based practice guidelines for a range of services, including adult and pediatric cardiopulmonary bypass, ventricular assist, ECLS and ECMO, isolated limb perfusion, intraperitoneal hyperthermia, autotransfusion, and platelet-rich plasma therapy.

The perfusion team collects data from more than 130,000 procedures in 350+ hospitals annually. Using SCOPE, the SpecialtyCare Operative Procedural Registry®, we identify emerging trends, best practices, and innovative practices that advance patient care.

Visit our website to read our blog and access our Resource Library for evidence-based research that describes perfusion techniques for reducing transfusions during surgery, which is an important part of any comprehensive patient blood management strategy.

Learn more about SpecialtyCare

Call: 800.633.3445

Email: info@specialtycare.net

Visit: specialtycare.net

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