

GE Healthcare

CompreCare™ Complete

An integrated approach to finding
your hospital's hidden resources



57% say the most important step to improving clinical asset utilization is implementing new distribution and management processes.

Source: <http://nextlevel.gehealthcare.com/polls>

Employing an integrated asset management framework

GE Healthcare has worked with a wide spectrum of healthcare institutions. While all organizations are different, in our experience, virtually all institutions could benefit from looking carefully at how they manage their clinical assets. Here are just a few of the gains previous clients have made by re-thinking their asset management framework.

Facility Type	Operating Challenge	Outcome
4-hospital health network	Inventory discrepancy on more than 2,000 devices	Saving \$800,000 in operating costs annually
370-bed not-for-profit teaching hospital	Multiple OEM service contracts with limited cost visibility	Comprehensive service agreement saves more than \$136,000 per year
	Chronic equipment shortages and ongoing problems with "cannot locates"; growing number of unnecessary capital expenditures	Almost \$1 million saved through capital expense avoidance, and an estimated \$500,000 per year saved in operating costs
120-bed not-for-profit hospital	More than 60 disparate OEM service contracts managed across multiple departments	1,200 devices now under a single contract, supported by sophisticated asset management and capital planning tools
700-bed acute care facility	Clean pumps available when needed only 36% of the time, leading to an average of 20+ minutes pump search time	Pumps now found on average in under a minute, saving 12,000 hours of nurse productivity each year
	Pump-to-patient census ratio of 2.3:1	300 pumps effectively taken out of circulation, resulting in \$2 million in total cost savings
4-hospital health system	High dependence on rental units despite adequate inventory and low utilization levels	\$2 million in annual operating expenses saved by reducing number of rented units and lost/stolen equipment
400-bed hospital	Pump-to-patient census ratio of 2:1	250 pumps taken out of inventory, avoiding \$450,000 in unnecessary capital expenditures

If you're trying to reduce capital and operating expenditures—and who isn't these days?—it may pay to take a closer look at how your clinical assets are being managed.

Not just maintained. Not just serviced. But managed.

- When was the last time you evaluated the cost of maintaining your clinical asset base?
- Do you know how many units you have and how well they are being utilized?
- Does it seem like you are applying capital dollars year after year to replace the same assets?
- Are you confident there are robust processes in place to ensure equipment is available in the right place, at the right time, and in the right condition?

GE Healthcare can help you probe these and other critical areas in asset management—identify quality, safety, and cost control gaps—and help you put the right people, processes, and technology in place to achieve and sustain increased productivity and cost savings.



The average 300-bed hospital has more than 4,500 pieces of biomedical equipment, accounting for up to half of its overall maintenance costs.

An integrated solution— CompreCare Complete

CompreCare Complete is an integrated approach to asset management that gets to the root causes of excess capacity and waste in asset management—and provides a step-by-step plan to help you achieve operational and capital cost productivity.

Asset Optimization: First, our experts assess your current asset workflow to identify bottlenecks, procedural risks, and service level requirements. A thorough review of your clinical inventory is compared against your facility's patient care needs to understand disparities that may exist. Then, using lean process design and AgileTrac™ Real-time Location System (RTLS) technology, we redesign your workflows to improve asset availability and utilization. In our experience, this step alone enables most hospitals to achieve an inventory reduction of approximately 15% to 30%, with a corresponding decrease in capital and operating expenditures. At the same time, asset availability is improved across the hospital while staff efficiency and satisfaction increase. Through asset optimization, you create an inventory that is rightsized to your patient base and deployed so the right assets are available at the right place at the right time and in the right condition.

Asset Maintenance: The other half of the CompreCare Complete solution, comprehensive asset maintenance, pushes cost and quality control even further. Providing single-source accountability, we take the complexity and uncertainty out of asset maintenance and repair. Our unique blend of maintenance services, technology, and informatics can help you:

- Reduce the average maintenance cost per device by 15% to 20%
- Access information on maintenance history and asset utilization to improve compliance and lifecycle planning
- Benchmark your inventory level and equipment mix against peer groups to evaluate performance

The power of information

What you don't know about day-to-day asset utilization in your organization could be hurting your enterprise financially and potentially putting patients at risk. At the heart of CompreCare Complete are powerful information technologies that provide real-time workflow visibility, retrospective utilization reports, and remote service diagnostics.

AgileTrac—This unique “care traffic control system” provides real-time information about the location of mobile assets with room-level specificity. It provides operational benefits far exceeding those of simple device-tracking systems. AgileTrac alerts staff to changes in device status, prompts actions to keep workflow flowing, and provides metrics to help you optimize capital and operational expenditures. The result—better quality of care and increased staff satisfaction from having the right asset at the right time in the right condition.

iCenter™—This web-based application provides asset utilization and capital planning reports that help you take the guesswork out of asset management.

InSite™ remote diagnostics—This service software, available on select GE Healthcare products, supports high equipment uptime by seamlessly integrating your imaging equipment with the GE digital services network. With our engineers evaluating, diagnosing, and resolving technical issues remotely, InSite can save you valuable time and keep patient throughput on track.

Bringing it all together—for you

You already know GE Healthcare from a maintenance perspective. We're among the industry's largest service organizations, servicing more than 1.5 million devices and supporting 50,000 unique types of equipment. But as extensive as our maintenance/service experience is, it alone will not deliver the cost-efficiencies required to operate optimally in today's resource-constrained healthcare environment.

Chances are, you're still overinvested in clinical assets you don't need—assets that would be unnecessary if hospital staff could locate the equipment they need, quickly, and reliably. Our asset optimization capabilities—redesigning workflow, rightsizing inventories, tracking asset location, monitoring asset utilization processes—are designed to solve this fundamental and costly problem.

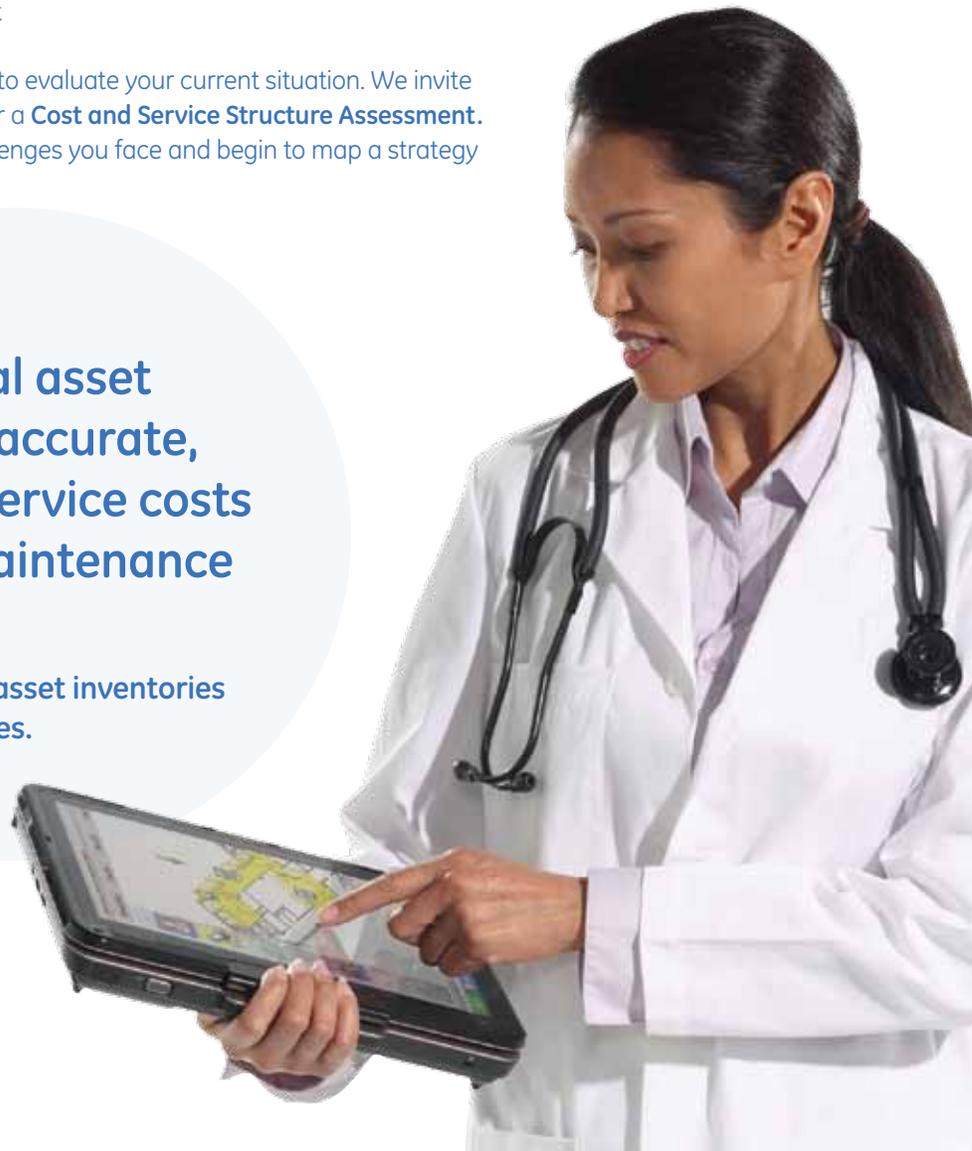
That's why we created CompreCare Complete—to help you ensure safe and immediate asset availability while dramatically improving utilization. With CompreCare Complete, you have the opportunity to:

- Reduce capital costs—by requiring less equipment to care for patients
- Reduce operational costs—by maintaining and servicing fewer units, and simplifying your overall service structure
- Reduce shrinkage—by tracking assets with RTLS technology
- Reduce risk—by improving central/sterile processes and asset availability
- Increase staff efficiency and satisfaction—by enabling clinicians to spend more time caring for patients and less time searching for equipment

The first step toward realizing these opportunities is to evaluate your current situation. We invite you to contact your GE Healthcare representative for a **Cost and Service Structure Assessment**. Our experts can help identify the key utilization challenges you face and begin to map a strategy for resolving them.

The typical clinical asset inventory is 60% inaccurate, driving unnecessary service costs and inappropriate maintenance coverage.

—Data gathered in 500+ clinical asset inventories at GE customer sites.



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About GE Healthcare

GE Healthcare provides transformational medical technologies and services that are shaping a new age of patient care. Our broad expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, drug discovery, biopharmaceutical manufacturing technologies, performance improvement and performance solutions services helps our customers to deliver better care to more people around the world at a lower cost. In addition, we partner with healthcare leaders, striving to leverage the global policy change necessary to implement a successful shift to sustainable healthcare systems.

Our “healthymagination” vision for the future invites the world to join us on our journey as we continuously develop innovations focused on reducing costs, increasing access and improving quality around the world. Headquartered in the United Kingdom, GE Healthcare is a unit of General Electric Company (NYSE: GE). Worldwide, GE Healthcare employees are committed to serving healthcare professionals and their patients in more than 100 countries. For more information about GE Healthcare, visit our website at www.gehealthcare.com.

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imagination at work