Juggling Multiple Product Conversions Without Dropping The Ball

The Problem
In FY’14 the CQVA Med Surg committee identified multiple opportunities for product conversion. This normally is a good problem to have as it will potentially generate significant savings for the medical center. However, the majority of the products required training and significant practice changes for all of our nursing personnel. We needed to carefully manage the schedule and education roll-out of all the initiatives. This included identifying subject matter experts and champions for each initiative.

Aim/Goal
Successfully roll-out multiple medical surgical product conversions without disruption to care.

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The Interventions
There were a total of 6 major medical surgical products converted in FY’14:
- The largest conversion was our needleless IV connector and IV tubing. This required a trial, a multidisciplinary subcommittee formation, presentations to Nursing Councils, nursing guideline changes, super user education, vendor rounding for over a week and constant flexibility to make changes to products or re-educate as needed.
- Rental Bed vendor change- $93,912
- The PICC line conversion standardized our PICC line products available to one vendor. It required a super-user trial over a six week period necessitating changes to insertion technique, subject matter expert guidance, presentations to Nursing Councils, nursing guideline changes, and two types of education: for those who place PICCs, and for those who flush and care for PICCs. Cost savings = $29,100
- Surgical Bras required a large trial across four departments. Savings = $20,000
- Lancet Conversion Savings= $17, 566.
- Warm Pack Conversion Savings=$12,995

The Results/Progress to Date
The committee exceeded its $500,000 goal, with over $800,000 in savings. All of the projects followed a specific timeline and education roll-out plan based on the initiative. In most cases there was a subject matter expert that worked with the CQVA, contracting and distribution teams. Below is an example of the announcement for the needleless IV connector initiative:

Keys to Success and Processes to Apply to Future Conversions
- Assign a Subject Matter Expert or form a subcommittee to oversee the larger trials where appropriate.
- Perform a comprehensive trial in advance of any conversion.
- Insist that the product manufacturer provide education/training specific to our needs and recommendations.
- Provide visual, easy to understand product announcements.
- Announce change in multiple forums.
- When issues occur, address immediately and require manufacturer to help troubleshoot.

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