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Perfusion Services Who's In Your Operating Room?

It may feel like a leap of faith when seeking a new partner to address your hospital's perfusion needs. Whether transitioning from an in-house program or an existing perfusion service provider, identifying a new partner you can trust to work with your patients and surgeons can be difficult. By exploring the issues below, you should feel confident in choosing the right perfusion provider for you.

WHAT STANDARDS DO THEY MAINTAIN TO ENSURE QUALITY AND HOW DO THEY USE DATA TO MANAGE THEIR SERVICES?

Once you have identified a potential perfusion partner, a critical next step is to review their

data, which should demonstrate the quality of their services. We recommend that you also ask to review the perfusion provider's clinical standards and ensure that those standards are parallel with your expectations. You want to know that they have the systems to manage to your standards, including the ability to provide you with reports that track quality initiatives.

DO THEY COMPARE THEIR PERFORMANCE WITH OTHERS AND CONTINUOUSLY IMPROVE THEIR SERVICES?

You want to be sure that your provider has the ability to use data to benchmark and compare your hospital's perfusion program's

performance with programs of similar scale and type. This capability will allow for the identification of opportunities for improvement and demonstrate the amount of improvement, if any, you can expect. Also ask to review any published studies they have completed in peer-review journals or presentations they have been invited to give at trusted industry conferences.

Not only is the quality of their data important, but also the amount of data they have. Many companies use clinical data to research emerging trends, determine best practices, and create innovative techniques that advance patient care. The more data a partner has access to, the better equipped they are to continuously enhance your program, which assists in improving patient outcomes.

REVIEW CREDENTIALS

Ask the partner about the credentials they maintain, which is a great indicator of their clinical and administrative capabilities. As an example, an indicator of a partner's ability to assist you in meeting your compliance goals is if they are certified by The Joint Commission. Achieving this certification demonstrates the partner's commitment to providing quality and clinical excellence.

REQUEST PERFUSIONIST TRAINING AND CREDENTIALING INFORMATION

Being informed on how the partner recruits perfusionists, their education requirements,

and how they they manage certification and credentialing is vital to understanding the quality of the staff who will be working in your hospital. All perfusionists, of course, must meet all licensing requirements, and your service provider should have a mentor program to support the newest perfusionists. You also want to be sure the clinical competencies of the perfusionists are regularly and systematically evaluated and confirmed.

Your partner should also have a program to provide ongoing perfusionist education and training to help ensure they are aware of the latest clinical developments in their field. This program should include:

- An online learning management system that allows perfusionists to renew their certifications and explore topics of interest for their professional growth
- Professional membership and dues allowance to pay for perfusion training and credentials
- Professional development allowance to pay for registration and travel to perfusion conferences for training and networking with other perfusion professionals

DISCUSS PROGRAM GOVERNANCE

One of the concerns many hospitals have with transitioning from an in-house program to an outsourced perfusion partner is relinquishing control of the program. They want to ensure their existing perfusionists are appropriately supported by the new partner. To help alleviate concerns, ask the partner to discuss

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how you and your team will participate in defining, implementing, and managing the new program. Be sure you will be involved to the level you are comfortable. Also, discuss the process of transitioning your perfusionists to the partner and that you agree to the conditions. You can ask the partner to hold onsite meetings with your perfusionists to allow them to directly pose any questions they may have to the partner. Questions should include case coverage expectations, any travel requirements, potential salary changes, how the training and certification process will be managed, and if new career opportunities will be available.

EXPLORE COMPLEMENTARY PERFUSION OFFERINGS

Right now, you may only have a need for basic perfusion services, but make sure your service provider offers a variety of complementary perfusion services that can allow you to be positioned for growth as your heart program advances and needs arise. Having a partner with existing capabilities to provide you with other services, such as blood management, extracorporeal membrane oxygenation (ECMO), destination therapy programs, intraperitoneal hyperthermia, and other courses of treatment will give you greater flexibility and save you critical time as opportunities arise.

SPECIALTYCARE'S PERFUSION SERVICES

SpecialtyCare is the market leader and largest provider of perfusion services in the United

States. We currently:

- Employ 500+ expert perfusion professionals
- Serve 350 hospitals
- Support 1 in 8 heart surgeries
- Support 130,000+ perfusion procedures annually

Hospitals and networks nationwide choose us for our depth of resources and commitment to successful outcomes.

We are proud to employ the country's largest group of professional perfusionists. Certified by the American Board of Cardiovascular Perfusion (ABCP), our perfusionists stay current through annual competency evaluations. Additionally, we maintain evidence of credentialing onsite so that our clients are always ready for unexpected audits by The Joint Commission.

SpecialtyCare helps our clients create a program that meets all of their perfusion needs, and we integrate seamlessly with their operating room team. We maintain outstanding surgeon satisfaction, while focusing on improved patient outcomes and cost-effective care. Additionally, our nationwide buying power provides our clients with capital equipment and disposable products at competitive rates from leading manufacturers.

SpecialtyCare's evidence-based approach focuses on clinical quality, a commitment to excellence, strict adherence to industry

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regulations, and continuous improvement backed by best-in-class education, training, and research. This approach ultimately helps our clients maintain outstanding surgeon satisfaction, while focusing on improved patient outcomes and cost-effective care.



SpecialtyCare Perfusion Services is certified by The Joint Commission

SpecialtyCare is your partner for improved outcomes, patient safety, and financial results. We work with thousands of physicians every day, assisting in the delivery of exceptional care. Our expert clinicians are highly trained, certified, and work as integrated members of your team, dedicated to helping make your operating room as efficient as possible. When you want the certainty of clinical excellence, choose SpecialtyCare.

- Perfusion
- Intraoperative Neuromonitoring
- Sterile Processing Management
- Autotransfusion
- Surgical Assist
- Minimally Invasive Surgical Support

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