Visible Costs

Acquisition Cost

Hidden Costs

Cleaning, Sterilization, Repackaging
Repair Costs
Replacement & Warranty
Environmental Impact
Shipping / Handling
Disposal
Clinical Acceptability & Ease of Use

References:

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How Much Are Your Surgical Instruments Costing You?

A Total Cost of Ownership approach to identify and eliminate the hidden costs associated with surgical instrumentation.
WHAT WE DO
• Identify your instrument utilization rate by tray type
• Identify the cleaning and sterilization costs associated with each surgical tray
• Review tray composition to identify “required,” “ancillary,” and “unused” instruments
• Consult with clinical, materials and risk management teams to provide a solution that eliminates waste on the tray, without compromising patient safety
• Establish OR protocol for the use of ancillary or “infrequently used” instruments
• Collaborate with your OR staff to streamline intraoperative efficiencies

HOW YOU BENEFIT
Realized Cost Savings
• Reduction of waste on surgical trays will result in immediate and significant cost savings for cleaning and sterilization
• Reduce costs related to materials management, surgical tray planning, sterile processing, and instrument disposal
• Inefficiencies, non-value-added costs and waste abound throughout an instrument’s lifecycle: from the time it is purchased to the time it is discarded or reprocessed for its next use. Consider the following:
  • On average, 83% of instruments on a laparoscopic surgical tray go unused.¹
  • As the number of instruments in a tray grows, utilization decreases and errors increase. In one study, surgeons used only 17% of instruments in trays containing more than 20 instruments.²
  • Circulating nurses spend an average of 6% of their time outside of the OR retrieving essential disposable items.³
• An average of 5 minutes of OR time is lost due to tray instrument errors in bariatric cases.²
• Each instrument can cost up to $3.19 to sterilize and reprocess.¹
• Reducing redundant instruments has resulted in a 40% cost savings¹ and more without impacting patient care quality or safety.¹

Increased Intraoperative Efficiencies
• Increase your instrument utilization rate to 100%
• Recapture lost OR time related to tray/instrument errors
• Reduce OR setup and breakdown time

Regardless of your role, Microline can help reduce your organization’s total cost of ownership (TCO) for surgical instrumentation, without compromising clinical outcomes.

• Integrated Delivery Networks (IDNs): Start with your second largest expense — supplies — and reduce total cost of ownership (TCO) for surgical instrumentation.
• Value Analysis Committees: Add value to your organization by reducing costs associated with cleaning, sterilization, repackaging and repair of surgical instruments.
• Risk Management: Deliver high quality outcomes at a lower cost without compromising patient safety by taking a new approach to your surgical instrument inventory.
• Materials Management: Are you tasked with reducing supply costs — without impacting care, quality and safety? Auditing surgical trays to eliminate waste will help you meet your goals.
• Sterile Processing: 83% of instruments in a tray go unused during a laparoscopic case.¹ Streamline your OR’s surgical trays and reduce your facility’s annual cleaning and sterilization costs.
• Group Purchasing Organizations (GPOs): Supplies have hidden costs beyond the initial purchase price. Deliver even greater value to your members by helping them understand surgical instrument total cost of ownership (TCO).

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Microline Surgical helps healthcare organizations identify and eliminate the hidden costs associated with managing, using and processing surgical instruments.

Eliminating Redundant Instruments Has Resulted in
40% Cost Savings and More¹… Without Compromising Patient Safety!¹