

RETURN ON INVESTMENT OVERVIEW

Recognized in a variety of formats including the following:

A. Ensuring proper sterilization procedures

B. Real time location of trays and instruments

When the need arises to find a missing instrument or to locate a replacement, *Alex Gold* can provide immediate information on all trays containing this particular instrument, including the location and status of the tray, e.g. in the wash, in packing, on specific shelf #xyz, etc.

C. Reducing lost and damaged instruments

This is achieved by identifying the source and cause of the lost and damaged instruments. Most hospitals don't know where to begin addressing these problems; they view lost and damaged instruments as a "black hole".

*Reid Hospital had an **80% reduction in lost instruments** with the installation of Alex Gold last year; One of the many benefits that led them to winning the 2005 CS Department of the Year*

D. Consolidating Trays

Eliminate unnecessary trays and redeploy instruments.

Utilization reports identify duplicated and unused trays and instruments, which helps consolidate and eliminate unnecessary trays. For example, the utilization reports may indicate only four trays of a particular type are needed when the hospital keeps six in inventory. Two of these trays could be broken down and the instruments redeployed.

E. Improve staff productivity

Specific staff productivity reporting on each function speeds up the sterilization and the packaging process, rationalizes staffing needs and ultimately reduces labor costs.

New employee training can also be accelerated with the step-by-step guidance features and the easily accessible pictures for instrument and tray identification.

F. Improving surgical tray utilization

Tray consolidation as well as speeding up the sterilization and the packaging process, generates quicker tray turnover. This results in major reductions of capital cost investment in the number of trays needed to fulfill OR requirements.

G. Increase OR turnover and eliminate OR disruptions

Schedule sterilization and packing of trays to meet needs; eliminate surgery delays caused by unavailable trays.

Also eliminate surprises during surgery from incomplete trays with missing critical instruments.

*Clarian Health Partners estimated **savings of \$970k (U.S. Dollars) in year one with a 258% internal rate of return** from deploying Alex Gold in four networked hospitals.*