

UNDERSTANDING DIFFERENT TYPES OF REPAIR PROGRAMS

PART 2



INSTRUMENT REPAIR EXPERT

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CLEAN

Tim Cochran | Sr. Marketing Manager
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A repair-only approach to instrument repair can require a great deal of SPD time. Function testing is performed between uses to make sure the instruments in need of service are identified. Also, when the focus is only on repairing what is broken, vendors may not focus on the finish of the instrument. This could lead to unsightly staining or surface corrosion which can become a bigger issue if left untreated.

Repair and Refurbish Program: This is a more in-depth program that not only repairs and sharpens those items that need it but also focuses on the finish of the instrument. Repair technicians often spend more time on the repair and focus on the surface of the instrument by buffing or polishing the instrument after the repair.

Preventative Maintenance Program (PM): This program typically involves a vendor working with the SPD to establish a PM-type program that uses data from the tracking system to establish PM intervals for each set. This is usually created based upon the set type and the number of uses within a given timeframe and would not only repair and service the affected instruments but also focus on inspection of all instruments within the set to assure the set(s) is ready for the next use.

Although these are two common repair programs, vendors can also customize them based upon local needs. It's important to work with the repair vendor to establish a program that meets and exceeds your overall needs. The repair vendor is there to help establish the best program for your budget and set health needs.

In the next episode, we will look more closely at billing methods for these types of programs.

Beyond Clean Instrument Repair Expert™ Biography:

TIM COCHRAN AESCULAP TECHNICAL SERVICES

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Timothy is a Georgia native with over 30 years in the medical device industry. The last 18 years have been focused in the area of Marketing and Service Solutions within the home healthcare market and Sterile Processing Department (SPD). Timothy is currently working as a Sr. Marketing Manager with Aesculap, Inc. with a focus on creating service solutions within the SPD.

Timothy has a passion for service and educating customers on the importance of driving cost savings through maintaining a healthy instrument fleet. He holds a BS in Management from Southern Christian University and MBA from Kennesaw State University in Georgia.

Aesculap is an industry leader in asset repair and maintenance, partnering with healthcare facilities to extend the value of their surgical instrument fleet and equipment. Offering services both on-site and at their National Repair Facility, Aesculap customizes solutions to keep assets working at peak performance.

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Have more instrument repair questions? Contact Tim at: tim.cochran@aesculapusa.com