



SHARE THE
SURGICAL SCHEDULE
WITH YOUR REPS

VENDOR MANAGEMENT EXPERT



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Jeff Wertz | Vice President Surgio Health

Beyond Clean Vendor Management Expert:

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Not allowing reps access to the surgical schedule creates more risk than it solves.

If you've worked in ortho and spine cases, it's likely you have experienced a situation where a patient is on the table but the implants or instruments are nowhere to be found because the rep wasn't notified. This is usually the result of inconsistent rep notification procedures. Because access to the surgical schedule is taboo, reps are totally reliant on that process from the facility, surgeon, or surgeon's office to prepare.

With everything else the hospital staff, surgeon, and surgeon's office have going, it's understandable that this notification step can sometimes slip through the cracks. Everyone involved thinks someone else is doing it.

Why not let your reps help you? Their business is dependent on being prepared for those procedures, so they are the most motivated to proactively review that schedule (void of PHI obviously) for where their equipment may be necessary.

By involving them in the process you should significantly decrease the chances of missed cases, while also helping drive more efficiencies and standardization.

When reps can properly plan with the surgeon, they don't have to take the "kitchen sink" approach of bringing everything that could possibly be needed. Hospital/ASC's could even make them responsible for communicating their awareness of procedures days or weeks in advance to encourage more accountability.

We've previously reviewed strategies for Reducing Late Loaned Tray Deliveries which requires more data and reporting. Sharing the schedule and making your vendors accountable in the process is a simple first step that can make a big impact.

Have more vendor management questions? Contact Jeff at: jwertz@surgio.com

Beyond Clean Vendor Management Expert Biography:

JEFF WERTZ

VICE PRESIDENT SURGIO HEALTH



Jeff has 10 years of healthcare experience developing, implementing, and selling technology to hospitals, ASC's, and private practices throughout the country. He currently serves as VP of Product & Business Development at Surgio Health where he partners with health systems to design and deliver innovative modern technology and data to improve surgical logistics. Jeff spent his early years as a medical device representative supporting surgeons and hospitals in orthopedic trauma and extremities procedures. He is passionate about drawing on this past experience to apply novel technology solutions that better address and inform the needs of each stakeholder.

For more information about improving vendor management in your facility, contact Jeff at jwertz@surgio.com

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