

22 for '22

How to Prepare for the Top Surgical Trends of 2022



CHAD RAMOS - CEO, PREFcards™

**BILL NEUGEBAUER - CEO,
OutPatientPro**

**JARED COOLEY - VP of
Partnerships, PREFcards™**

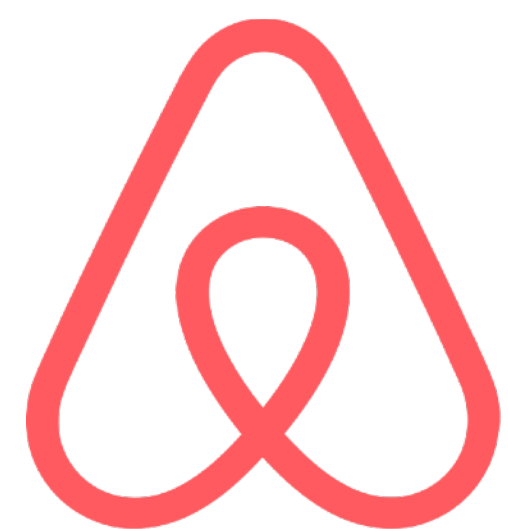


venmo

coinbase



DuckDuckGo.



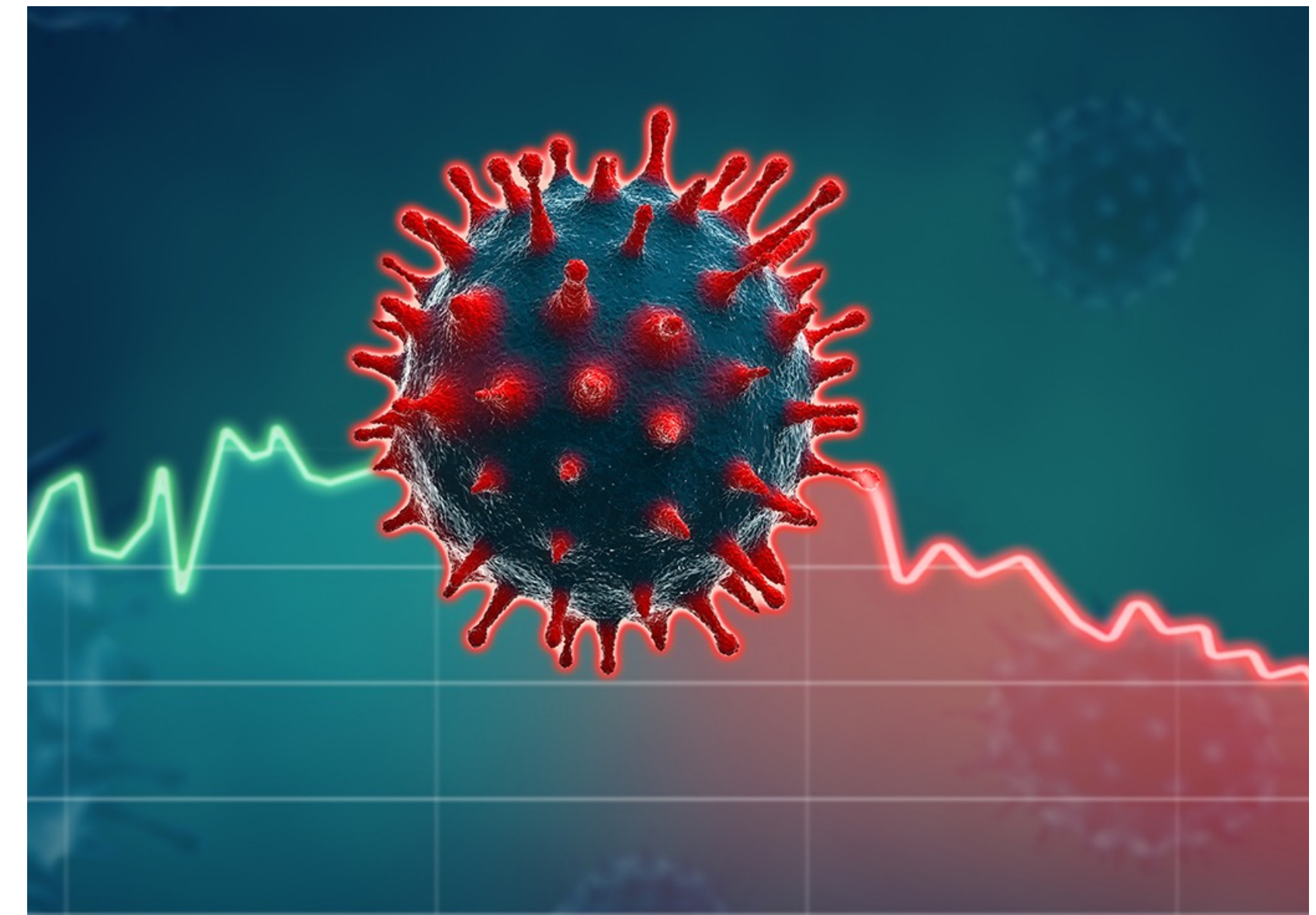
airbnb

Uber



NETFLIX

BEYOND MEAT®



~~Status Quo~~

The old way is not good enough anymore



22 for '22

The Top Surgical Trends for 2022

Nurse Shortage Explained



During the pandemic, demand for travel nurses has increased by **1,000%** in some areas.

11,000,000

additional nurses are needed to avoid a further shortage.



Employment opportunities

for nurses are projected to grow at a faster rate **15%** than all other occupations from 2016 through 2026.

There are currently approximately

one million

registered nurses older than **50 years**, meaning one-third of the workforce could be at retirement age in the next 10 to 15 years.

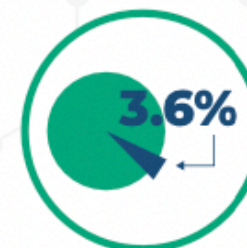


In 2029, the last of the baby boomer generation will reach retirement age, resulting in a **73% increase** in Americans 65 years of age and older, 41 million in 2011 compared to 71 million in 2019.



2022 expected inflation is **6.9%**... highest in 40 years.

3.6% more health care employees quit their jobs than in the previous year.

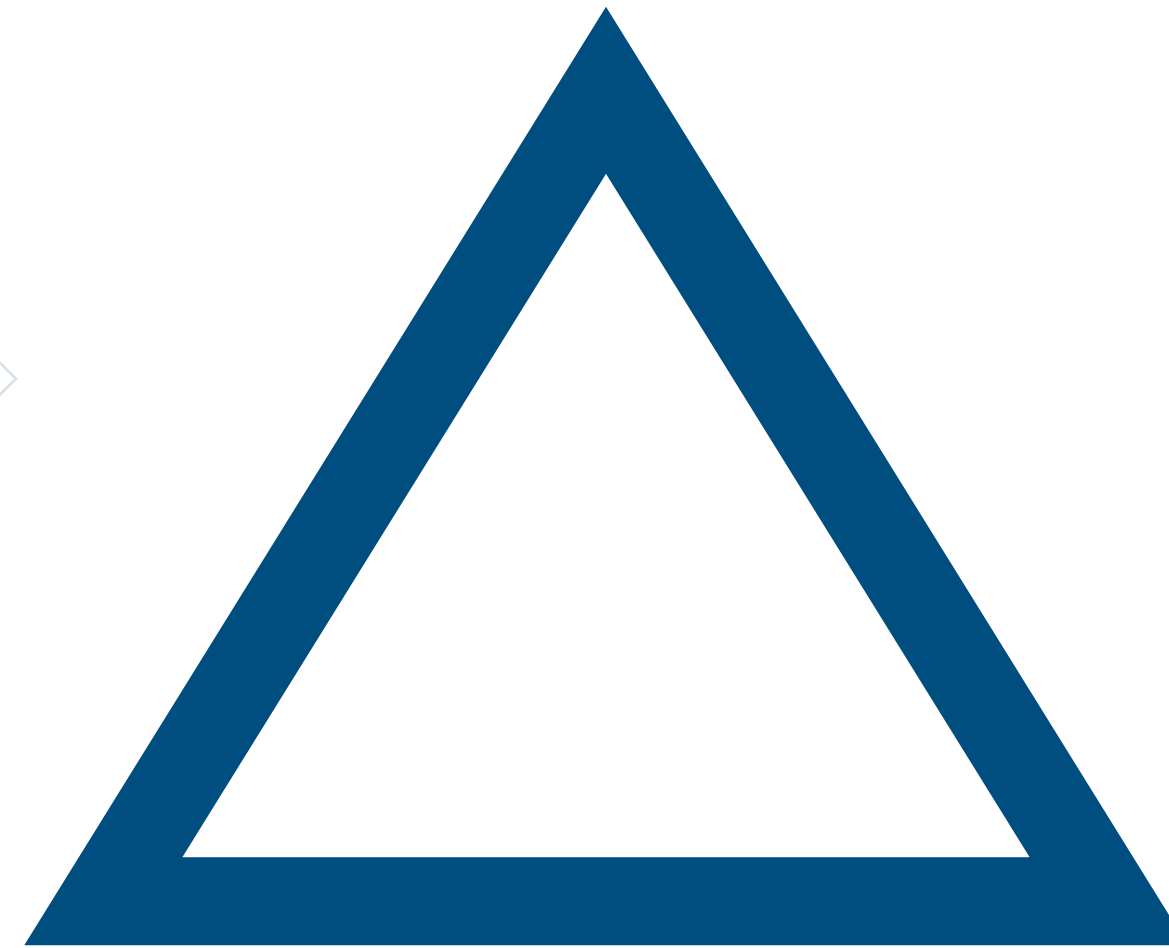


92% of Clinicians agree too much time spent on administrative tasks is a major source of

60-75% of clinicians report symptoms of exhaustion, depression, sleep







01

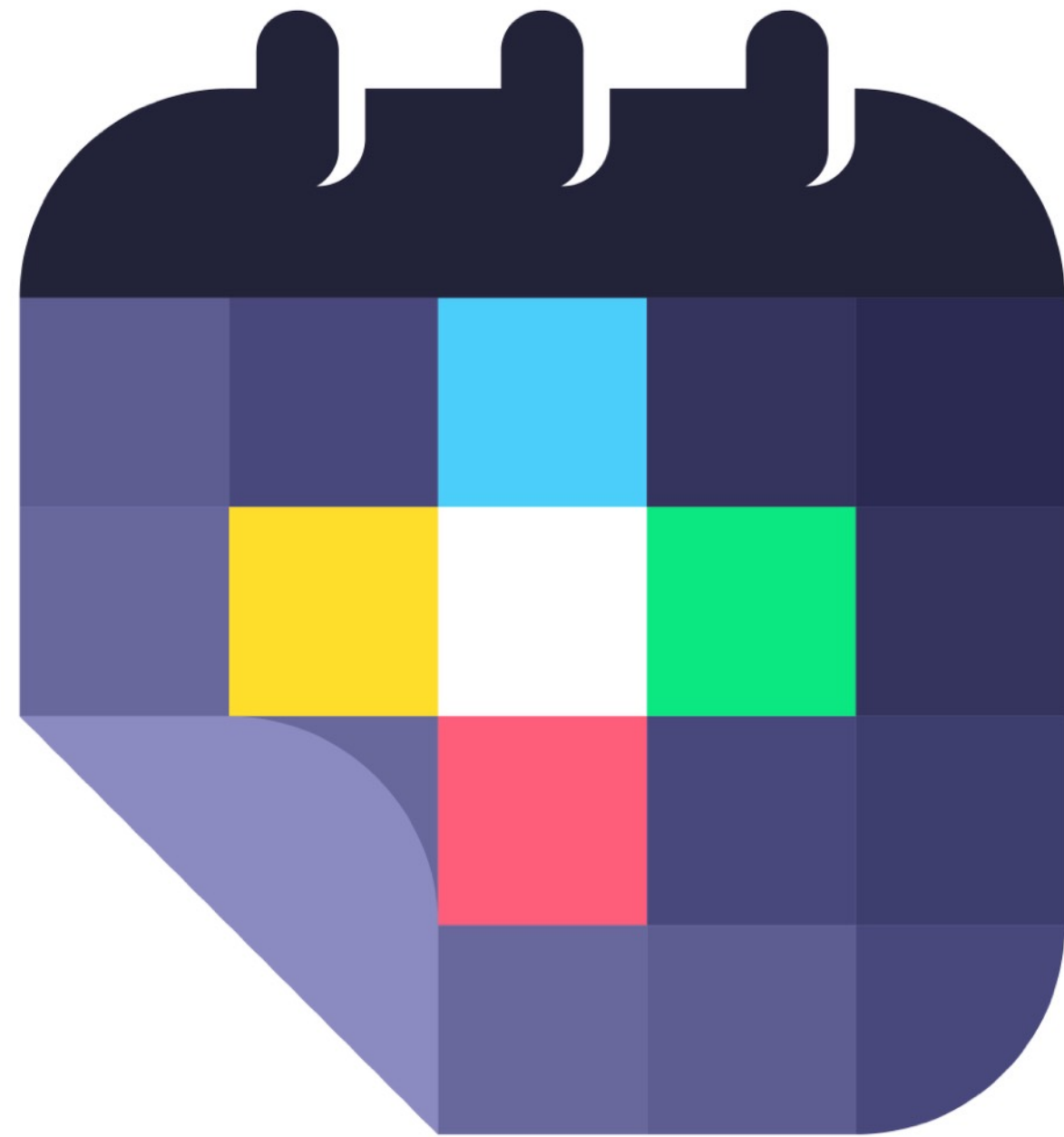
NURSE SHORTAGE



Do More with Less







OR
Scheduler

THE PROBLEM

Relying on a single person to collect, analyze and create the schedule is common, because they know all the nuances: the staff, personalities, availability, surgeon preferences, etc. This is problematic however because if anything happens to the scheduler: vacation, emergency, sick, or leaves the position...there is instant problems and scheduling can take 2-3X as long.



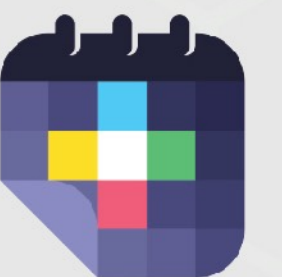
STAFFING AVAILABLE FOR SURGERY



TIME SPENT SCHEDULING



COMPROMISED QUALITY OF CARE



OR Scheduler

OR Scheduler

CASES

SCHEDULES

SURGEONS

NURSES

SCRUBTECHS

REPORTS

Support

Schedules

Cases

All ORs

9.20.21-9.24.21

Day Week Month

AT A GLANCE

CASES 210 TOTAL

180 3 27

UNREMOVED

4 3

CHECK AVAILABILITY

OR 1

OR 2

OR 3

OR 4

OR 5

OR 6

OR Scheduler

CASES

SCHEDULES

SURGEONS

NURSES

SCRUBTECHS

REPORTS

Support

Schedules

Cases

Operation Room: OR 1

9.19.21-9.25.21

Day Week Month

AT A GLANCE

CASES 15 TOTAL

6 5 1

UNREMOVED

4 3

CHECK AVAILABILITY

OR 1

DAY	TIME	PHYSICIAN	PROCEDURE	NURSE	SCRUB TECH
MONDAY	06:30-12:00	Wright, Harry	Left Eye Trans Par Plana	Green, Lauren	Barton, Ally
	06:30-12:00	Smith, Mason	Bilateral Tubal Ligation	Fate, Sara	Supple, Dee
	13:00-15:00	Raglan, John	Right Eye Par Plana Vitre	Snare, Josh	Green, Ally
TUESDAY	07:00-12:00	Shepard, Cason	Bilateral Mastectomy	Green, Lauren	Green, Ally
	13:30-15:00	Smith, Mason	Thyroidectomy		
WEDNESDAY	08:30-10:00	Poole, John	Cystoscopy		Hatfield, Rayna
	12:00-14:00	Sampson, Bryson	Laparoscopic Cholecystectomy		Ward, Raven
THURSDAY	15:00-16:30	Stein, Joshua	Shoulder Arthroscopy		Barrera, Kaitlyn
	06:30-14:00	Wright, Harry	Inguinal Hernia Repair	Green, Lauren	Barton, Ally
FRIDAY	06:30-12:00	Poole, John	Shoulder Arthroscopy	Tray, Stephen	
	06:30-12:00	Shepard, Cason	Left Eye Trans Par Plana	Snare, Josh	Barrera, Kaitlyn
	13:00-15:00	Flowers, Meagan	Bilateral Mastectomy	Green, Lauren	Barton, Ally

OR Scheduler

CASES

SCHEDULES

SURGEONS

NURSES

SCRUBTECHS

REPORTS

Support

Schedules

Cases

Operation Room: OR 1

9.19.21

Day Week Month

AT A GLANCE

CASES 1 TOTAL

2 1

UNREMOVED

4 3

CHECK AVAILABILITY

OR 1

	MONDAY	06:30-08:30	09:30-12:00	13:00-15:00
PHYSICIAN	Wright, Harry	Smith, Mason	Wright, Harry	
PROCEDURE	Inguinal Hernia Repair	Laparoscopic Cholecystectomy	Colonoscopy	
NURSE	Fate, Sara	Snare, Josh		
SCRUB TECH	Barton, Ally	Supple, Dee	LG SF	

OR Scheduler

CASES

SCHEDULES

SURGEONS

NURSES

SCRUBTECHS

REPORTS

Support

Schedules

Cases

Operation Room: OR 1

9.19.21-9.25.21

Day Week Month

AT A GLANCE

CASES 15 TOTAL

6 5 1

UNREMOVED

4 3

CHECK AVAILABILITY

OR 1

DAY	TIME	PHYSICIAN	PROCEDURE	NURSE	SCRUB TECH
MONDAY	06:30-12:00	Wright, Harry	Left Eye Trans Par Plana	Green, Lauren	Barton, Ally
	06:30-12:00	Smith, Mason	Bilateral Tubal Ligation	Fate, Sara	Supple, Dee
	13:00-15:00	Raglan, John	Right Eye Par Plana Vitre	Snare, Josh	Green, Ally
TUESDAY	07:00-12:00	Shepard, Cason	Bilateral Mastectomy	Green, Lauren	Green, Ally
	13:30-15:00	Smith, Mason	Thyroidectomy		
WEDNESDAY	08:30-10:00	Poole, John	Cystoscopy		Hatfield, Rayna
	12:00-14:00	Sampson, Bryson	Laparoscopic Cholecystectomy		Ward, Raven
THURSDAY	15:00-16:30	Stein, Joshua	Shoulder Arthroscopy		Barrera, Kaitlyn
	06:30-14:00	Wright, Harry	Inguinal Hernia Repair	Green, Lauren	Barton, Ally
FRIDAY	06:30-12:00	Poole, John	Shoulder Arthroscopy	Tray, Stephen	
	06:30-12:00	Shepard, Cason	Left Eye Trans Par Plana	Snare, Josh	Barrera, Kaitlyn
	13:00-15:00	Flowers, Meagan	Bilateral Mastectomy	Green, Lauren	Barton, Ally



KEY RESULTS



15 HOURS

Hours spent on scheduling decreased from 15 hours to 1 hour per week.



STAFFING

Amount of filled temporary staffing assignments increased from 39% to 75%.



\$25K

Saved over \$25,000 per year in payroll.

CASE STUDY INFORMATION

After implementing OR Scheduler, the accuracy, staffing issues and surgeon satisfaction improved immediately. **The amount of filled temporary staffing assignments increased from 39%, to 75%.**

The amount of hours spent on creating the schedule compared to our old way, **decreased from an average of 15 hours per week, down to one hour,** resulting in a **savings of over \$25,000 a year in payroll.**



"With OR Scheduler, there is no stress about short staffing situations, I no longer fret about last minute changes for tomorrow's surgical schedule, as well have more time to focus on what matters the most, improving patient care and physician satisfaction."

Jessica Estep MSN, RN, CNOR :

OR Manager - Baylor Scott & White Surgicare. Fort Worth, Texas.



OR Scheduler

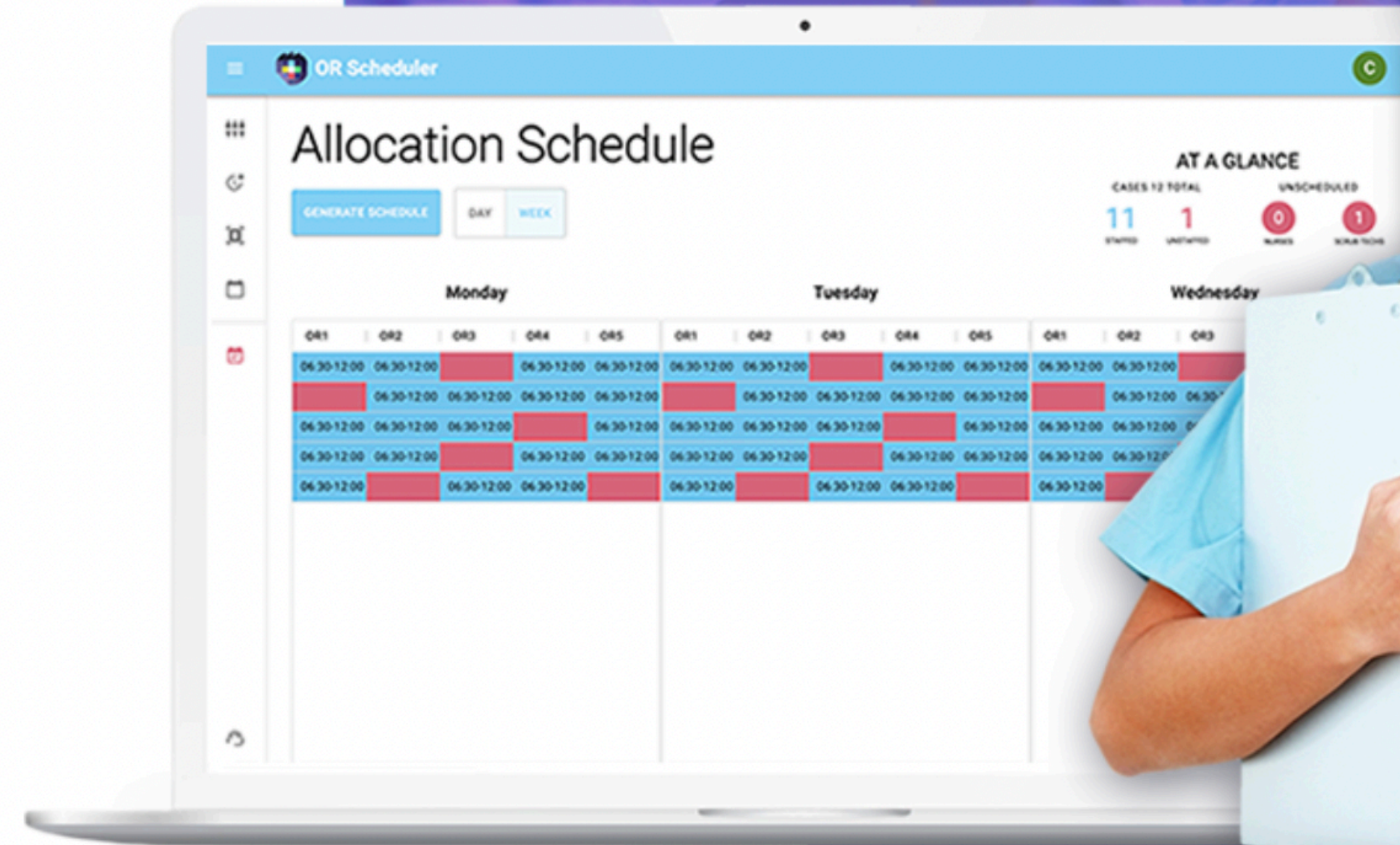


OR Scheduler

AI-Powered O.R. Staff Scheduler

The world's fastest way to automatically generate a schedule for your O.R. Staff (Nurses, Scrub Techs, etc....)

[SEE A DEMO](#)



Early Access Request



OR Scheduler



PREFCARDS

1,000%

Travel & Per Diem Nurses are up 1,000%.



11,000,000

**11 Million additional nurses are needed to avoid a
further shortage**



INSTITUTIONAL KNOWLEDGE

“Brain Drain” is a real problem in O.R.s



* Doesn't like tape on incision

Likes purple foam on armboards instead of pads

IF PATIENT HAS AN ALLERGY MAKE SURE JUICE IS VANCOMYCIN 500MG

SURGEON: Reynolds

PROCEDURE: Breast Aug

GLOVE SIZE: 8 ortho x3 (Tech also needs 3 pr gloves)

POSITION OF PATIENT: Supine Kerlix(x2)

SKIN PREP: Chloraprep

DRAPES: Chest/Breast, White towels, ~~Staple~~ ~~drapes~~

SUTURES AND NEEDLES

INSTRUMENTS AND EQUIPMENT

TIES: 3-0 Nylon PS2 - drain stitch

PERITONEUM: 3-0 PDS SH X2

FASCIA: 3-0 Monocryl PS2 X2

SUB-CU: 4-0 Monocryl PS2 - X2

SKIN: Straight betadine on field

RETENTION: Ropivacaine .5% Irrigation

OTHER: ~~Local tit mixture~~ ~~tit Lidocaine~~ ~~.50% Marcaine~~ NSS + bacitracin gentamicin

DRESSINGS: Xeroform, 4x4's, ~~Antibiotic ointment~~ Bra

BASIC: Table cover, Mayo cover, Gown x2, Needle counter, light cover, skin marker, 15 blade, Asepto, Laps x3, Suction tubing.

SPECIAL: Yankauer, Towels, Bovie, guarded tip, Extended tip, 10cc, 25g, 25m. tegaderm & 1 big tegaderm (hold) low setting.

Edwards Tray, Lighted bet, Headlight (cordless) Right Angle Retractors - when capsules

HEMOSTASIS: Ins. FCP 50 min

ELECTROSURGERY: 40/40 Blend 80mg.

WOUND DRAINAGE:

* Drain 15 Fr. full fluted on 2189 * Biopatch, 25m tegaderm

BACK - ASK if he wants drain

* Doesn't like tape on incision likes purple foam on armboards instead of pads

IF PATIENT HAS AN ALLERGY MAKE
BIG JUICE & VANCOMYCIN SOON!

* IF AN ALLERGY

SURGEON

GLOVE SIZE

SKIN PREP

TIES:

PERITONEUM

FASCIA:

SUB-CU:

SKIN:

RETENTION

OTHER:

~~field~~

DRESSINGS: Xeroform, 4x4's, Oxygel

(Fluffs)
HPV

Antibiotic ointment
Bra



1g
Kerlix(x2)
te towels,

ENT

Over, Gown x2,
r, Skin marker
Suction Tubing,
ovie, guarded
5g
arm (hold)
setting

st, Headlight
(cordless)
when capsules

BACK

ASK if
he wants
drain

* Drain 15 Fr. full fluted 07218
* Biopatch, 2sm tegaderm

CENTENNIAL HILLS HOSPITAL
Department of Surgical Services
Surgery Preference Card

Primary Surgeon: Hillock MD, Ronald
Procedure: Arthroplasty Knee Total Replacement

<u>LOCATION</u>	<u>ITEM DESCRIPTION</u>	<u>MANU CAT #</u>	<u>OPEN</u>	<u>HOLD</u>	<u>ITEM #</u>
<Not-Defined>					
<Non-Classified>	SUTURE 3-0 30CM STRATAFIX SPIRAL MONOCRYL PLUS UNDYED PS-2 SXMP1B106	SXMP1B106	1	1	38065066
Drapes, Gowns and Packs	GOWN SURGICAL BREATHABLE IMPERVIOUS SLEEVE AAMI LEVEL 4 REINFORCED SUPREL POLYESTER LATEX FREE STERILE PROXIMA AURORA 3XL 49IN LENGTH	DYNJP2712	1	0	77553220
Drapes, Gowns and Packs	GOWN SURGICAL SOFT AAMI LEVEL 3 PROTECTION STERILE ROYALSILK LARGE	9518	1	0	6471
Drapes, Gowns and Packs	PACK TOTAL KNEE CUSTOM LATEX FREE SOP52TK88	SOP52TK88C	1	0	78532777
Sponges	SPONGE GAUZE 16PLY 4X4IN.	NON25416	1	0	78562352
Supplies	MANIFOLD 4 PORT NEPTUNE SYS 700-20	700-20	2	0	78821840
Supplies	SPLINT KNEE 3PANEL 20X16-19IN	79-80025	0	0	78500295
<u>Y SVHOR NON INVENTORY</u>					
<Non-Classified>	HEMOBLAST BELLOWS ~ 12 1.65G BELLOWS AND CANNULAS 10CM BQF02-US	BQF02-US	1	0	70780
<Non-Classified>	SUTURE STRATAFIX KNOTLESS TISSUE CONTROL SXPP1A400	SXPP1A400	1	1	38249108
<Non-Classified>	SYSTEM SKIN CLOSURE 2-OCTYLCYANOACRYLATE TOPICAL SKIN ADHESIVE APPLICATOR FLEXIBLE SELF ADHESIVE POLYESTER MESH TAPE DISPENSER DERMABOND PRINEO 22CM MESH LENGTH CLR222US	CLR222US	1	0	38327318
Medications and Solutions	SYSTEM DEBRIDEMENT IRRIGATION CLEANSING	IRRISEPT-403	1	0	37571
Positioning/Safety Devices	PAD POSITIONING AND GREEN COFLEX COHESIVE WRAP FOR KNEE POSITIONER FOAM LATEX FREE DISPOSABLE STERILE DE MAYO KNEE POSITIONER BLUE 4IN WIDTH	803-P-10	1	0	79525069
Supplies	APPLICATOR SOLUTION WINGS FOAM SPONGE 2% CHLORHEXIDINE GLUCONATE ISOPROPYL ALCOHOL DELIVERY OF CHLORAPREP SCRUB TEAL 10.5ML	260725A	2	0	78769650
<u>Y SVHOR PREOP PACU SUP RM</u>					
<Non-Classified>	60ML SYRINGE REGULAR LUER TIP	118600555T	1	0	56665
<u>Y SVHOR STERILE PROC</u>					
Gloves	GLOVE SURGICAL BEADED CUFF SMOOTH CURVED FINGER POLYMER COATING NATURAL RUBBER LATEX POWDER FREE STERILE BIOGEL INDICATOR GREEN SIZE 7.5 50PR/BX	31275	1	0	78550712



PREFCARDS™

< Back

Forward >

⚡ Quick Add

Surging Surgery Center

Cases

Surgeons

PREFcards

Inventory

Notifications

Reports

Settings

Switch Account

Chad Ramos

User Profile

Announcements 5

Feedback

Logout

© 2013-2021 PREFCARDS LLC

Home

Contact Us

Terms of Service

Surging Surgery Center / Hillock, Ronald

Updated 10/29/2021 3:30 PM

Actions

Total Knee Arthroplasty

CPT Codes: 27447

Important Note

Surgeons Hints:
*Dr. Hillock - 8.5 Blue / 9 Esteem 3XL Gown
*Debbie - 7.5 Indicator/ 7 Protegrity Large Gown

*If Mako Knee - No loban, Saw Blade or Pins. Uses Gelpis (In Set), 4-0 Monocryl PS-2, Mastisol & Steris for Tib & Femur Incisions. Will Need 1 Batch of Depuy Cement

Supplies and Custom Packs

Name	Cost	Ref #	Unit	Open	Hold
Total Knee Pack	\$128.80	DYNJ61480	Pack	1	0
Bone Cement	\$600.00	3092-040	Box	2	0
Steri Strips	\$1.23	R1547	Each	0	1
Only use on Mako knee cases (for Tib & Femur incisions)					
Mastisol	\$3.56	0523-48	Each	0	1
Only use on Mako knee cases (for Tib & Femur incisions)					
Tourniquet Cuff	\$80.40	60707010400	Each	1	0
Set to 300 mmHg					
18 gauge spinal needle	\$3.31	405184	Each	1	0
Surgical Hood	\$19.99	0408800100	Each	4	0
Grounding Pad	\$6.50	E7507	Each	1	0
Aquamantys Bipolar Sealer	\$499.00	23-112-1	Each	1	0
60cc Regular Syringe	\$0.68	1186000555T	Each	1	0
ChloroPrep	\$5.21	260725	Each	2	0
Knee Positioner	\$31.40	803-GP-10	Pack	1	0

Mayo Stand

Back Table

~~Status Quo~~

The old way is not good enough anymore

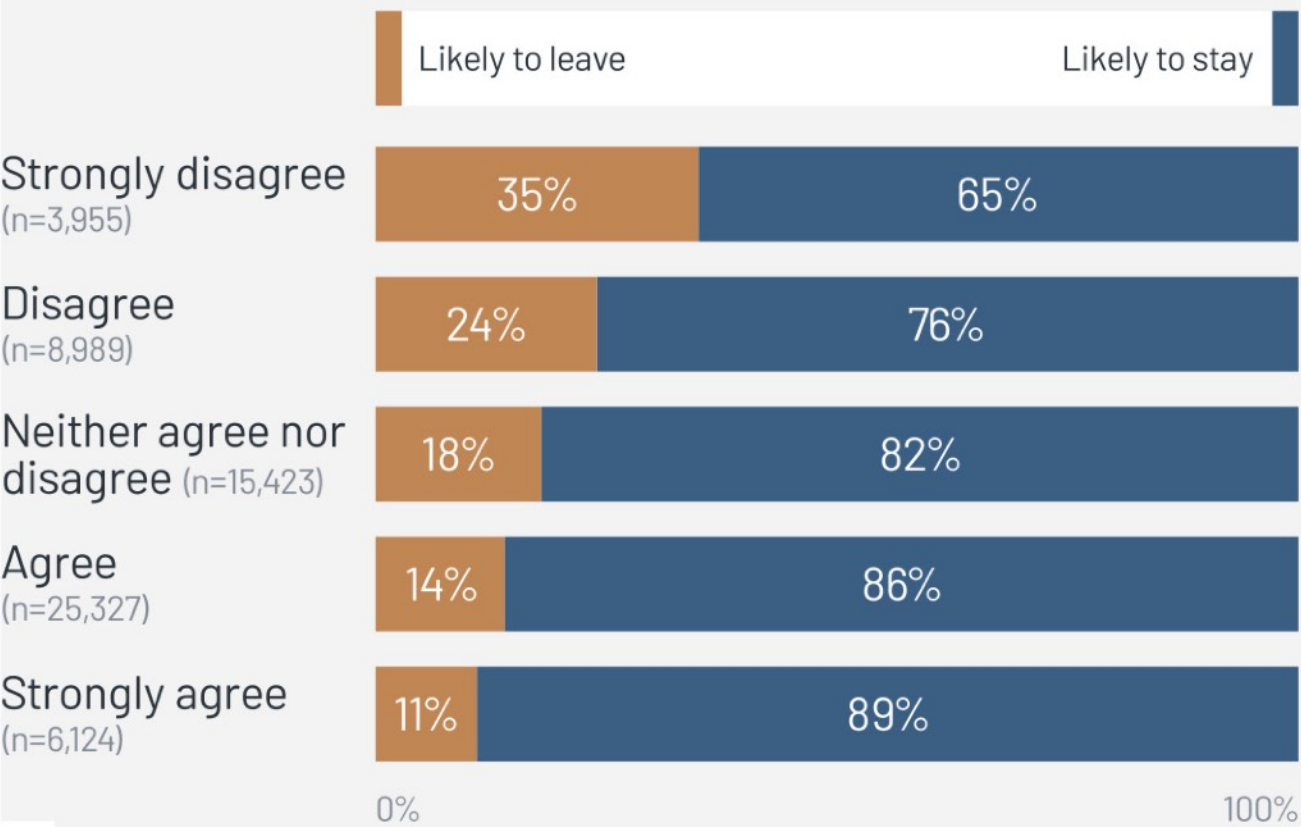


Problems With Electronic Health Records Linked to Nurse Dissatisfaction, Poor Patient Care

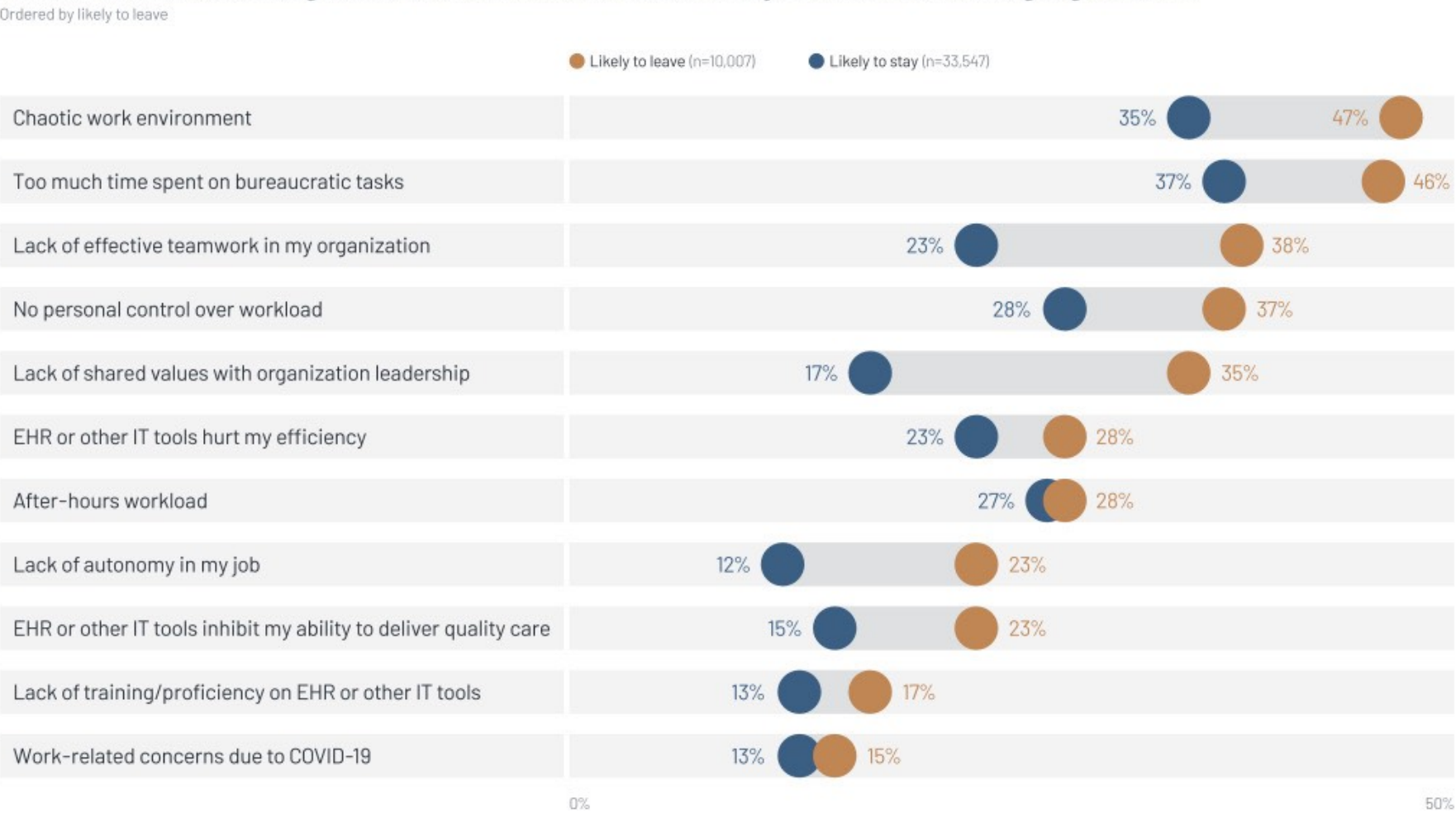
Hospitals using inadequate electronic health record (EHR) technology have higher rates of nurse dissatisfaction, burnout and intent to leave, as well as worsened patient outcomes and a higher likelihood of 30-day readmission, according to an AHRQ-funded study in *Medical Care*. Researchers reviewed data from more than 1.2 million surgical patients and 12,000 nurses at 343 hospitals in four states. They also found previously undocumented associations between EHR usability and an increased surgical patient mortality rate (21 percent) as well as significantly higher odds of 30-day readmission. Study authors suggested that employing EHR systems with suboptimal usability may be partly responsible for the growing prevalence of burnout

Low Trust in Organization and IT Leadership Correlated with Likelihood to Leave

Likelihood of Leaving Organization—by Agreement That Organization Leadership/IT Delivers Well



Percent of Clinicians Citing Factor as a Contributor to Burnout—by Likelihood of Leaving Organization



OutPatientPro

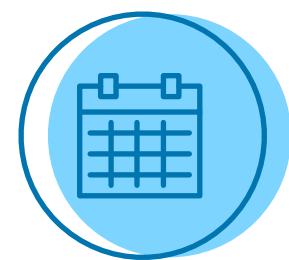
*“It’s not just Healthcare Technology,
it’s Human Technology”*

*SaaS Cloud-Based Platform designed just
for ASC’s and OBL’s*

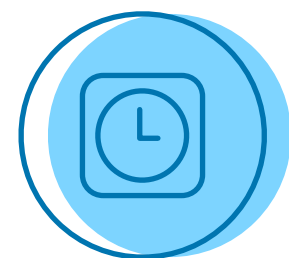
*William Neugebauer, CEO
Irvine, California*



INTRODUCTION TO OPP



Only SaaS company in BOTH ASC and OBL space, 100% cloud-based and designed to work closely with other software providers, manufacturing/distribution and outpatient centers / office-based labs.



The only One Sign-on, one dashboard for interoperable configuration. The OPP platform can integrate other applications not just OPP programs.



Provides White Label Solutions and other customizable software often 35% or more inexpensively compared to other industry platforms.

Making EMR and EHR “Lighter” and more “Friendly”

With over 80 percent of all nurses specifically notating IT issues and EMR/EHR as a significant source of job fatigue, OPP has worked to develop simpler, easy to use applications that are:

- Cloud-based
- Mobile Compatible
- Easy for traveling nurses to quickly learn
- Easy to connect to other facility IT functionality (scheduling, billing, inventory, etc.)
- Affordable



[Need Help?](#)[Login](#)[Book a Demo](#)

Automate the manual tasks of scheduling surgeries

[Consult our experts today](#)

Appointment

[Add New Appointment](#)

All Facilities



Physicians



Day



Today

< Day >

Appointments : 5

15 June 2022

DEMO

Room 1 (4)

Room 2 (1)

SCHEDYO

Search

Contact Support

Super Admin

→ Favorites

Dashboard

Appointments

Patients

Physician

→ Menu

Dashboard

Appointments

Patients

Masters

Admin

Dashboard

All Facilities

Physicians

Search Physician

Emilia Zoe

Mathew John

Lewis Fisher

Brandon up Reynolds up

William James

Michale Smith

Status

Speciality

253 Total

10 Requested

107 Pending

19 Canceled

117 Performed

Appointments

MRN	CASE NO	ACRONYM	FIRST NAME	LAST NAME	PHYSICIAN	DOS	TIME	STATUS	ACTION
search	search	search	search	search	search	search	search		
1012		SCS	Noah	Ethan	Dr. Hillock	04-19-2022	12:00 PM	Performed	✔
1020		SCS	Tyler	Aiden	Dr. Kimberly	04-19-2022	04:00 PM	Performed	✔
1001		CITIASC	Anthony	Ethans	Dr. Woods	04-19-2022	04:00 PM	Performed	✔
1001		SCS	Michael	Ryan	Dr. Hillock	04-19-2022	11:30 AM	Performed	
1002		SCS	William	Alexander	Dr. Reynolds up	04-19-2022	09:30 AM	Canceled	
1005		SCS	Alex	Daniel	Dr. Reynolds up	04-19-2022	02:00 PM	Canceled	
1001		SCS	Michael	Ryan	Dr. Reynolds up	04-19-2022	03:00 PM	Canceled	
1002		CITIASC	Logan	Noah	Dr. Woods	04-19-2022	04:30 PM	Performed	✔

SCHEDYO

Search

Contact Support

Super Admin

→ Favorites

Dashboard

Appointments

Patients

Physician

→ Menu

Dashboard

Appointments

Patients

Masters

Admin

Dashboard

All Facilities

Physicians

Search Physician

Emilia Zoe

Mathew John

Lewis Fisher

Brandon up Reynolds up

William James

Michale Smith

Status

Speciality

253 Total

10 Requested

107 Pending

19 Canceled

117 Performed

Appointments

MRN	CASE NO	ACRONYM	FIRST NAME	LAST NAME	PHYSICIAN	DOS	TIME	STATUS	ACTION
search	search	search	search	search	search	search	search		
1072	672	SCS	Brooks	Joe	Dr. Hillock	05-31-2022	09:00 AM	Requested	✎ ⬇
1079	678	SCS	Brooks	Jack	Dr. Hillock	05-31-2022	01:00 PM	Requested	✎ ⬇
1022	600	APSC	Sarah	Throne	Dr. Hillock	06-01-2022	10:30 AM	Requested	✎
1085	686	SCS	Lindy	Karl	Dr. Hillock	06-02-2022	09:00 AM	Requested	✎
1015	679	SCS	Ava	Mia	Dr. Hillock	06-03-2022	11:30 AM	Requested	✎ ⬇
1027	604	APSC	Ema	James	Dr. Hillock	06-06-2022	01:00 PM	Requested	✎
1026	602	APSC	Sophie	Smith	Dr. Hillock	06-06-2022	11:00 AM	Requested	✎
1026	603	APSC	Sophie	Smith	Dr. Hillock	06-06-2022	11:00 AM	Requested	✎

SCHEDYO

Search

Contact Support

Super Admin

→ Favorites

Dashboard

Appointments

Patients

Physician

→ Menu

Dashboard

Appointments

Patients

Masters

Admin

Dashboard

CheckList

CHECKLIST NAME	DUE DATE	COMMENTS	COMPLETION DATE	STATUS
Surgical Safety	04/23/2022	Ddfdsfsdfsfffff ...	04/20/2022	Completed
Lab Reports	04/20/2022	33333	04/20/2022	Completed
ICU	04/21/2022	Dem	04/21/2022	Completed
ICU	04/21/2022	Dem	04/21/2022	Completed
Initials	04/20/2022	Asfsdfsdf	04/20/2022	Completed
Total dose (MG)	04/20/2022	Sfgdfhg	04/20/2022	Completed
Total dose (MG)	04/21/2022	Dfdfadfad	04/20/2022	Completed

117 Performed

STATUS	ACTION
Performed	
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔
Performed	✔

Dashboard

Daine Cooper

Daine.cooper@gmail.com

15 Past

2 Upcoming

Upcoming Appointments

View All

28 Dec '20

9:00 am - 10:00 am

SPECIALITY

Cardiology

DOCTOR

Dr. Adam H

HYGIENIST

Dr. Hudson

30 Dec '20

9:00 am - 10:00 am

SPECIALITY

Cardiology

DOCTOR

Dr. Adam H

HYGIENIST

Dr. Hudson

Recent Activities

Your next appointment is confirmed with Hitec Health Dr. Adam. H

20 Dec '21

57%

Studies have shown new grad turnover rates as high as 30 percent during the first year of practice, and as high as 57 percent in the second year



PEOPLE FIRST

A Proven Method for an
Exceptional Healthcare Practice



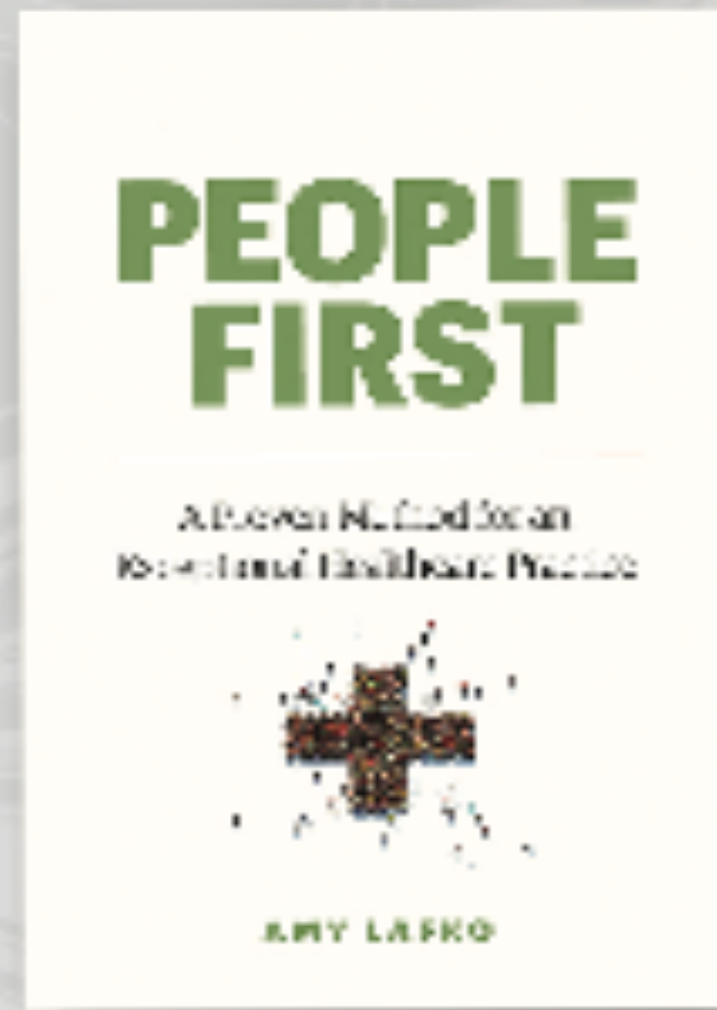
AMY LAFKO



What Gen Z nurses want:

1. On-the-job training and support
2. Mental health support
3. Financial support
4. Respect and recognition
5. Improved working conditions
6. Long-term workforce solutions
7. Patience
8. To be fulfilled

Becker's Healthcare: Excerpt from "10 Things Gen Z, millennial nurses want from their hospitals" by Bean, Gleeson, Gooch 3-11-2022

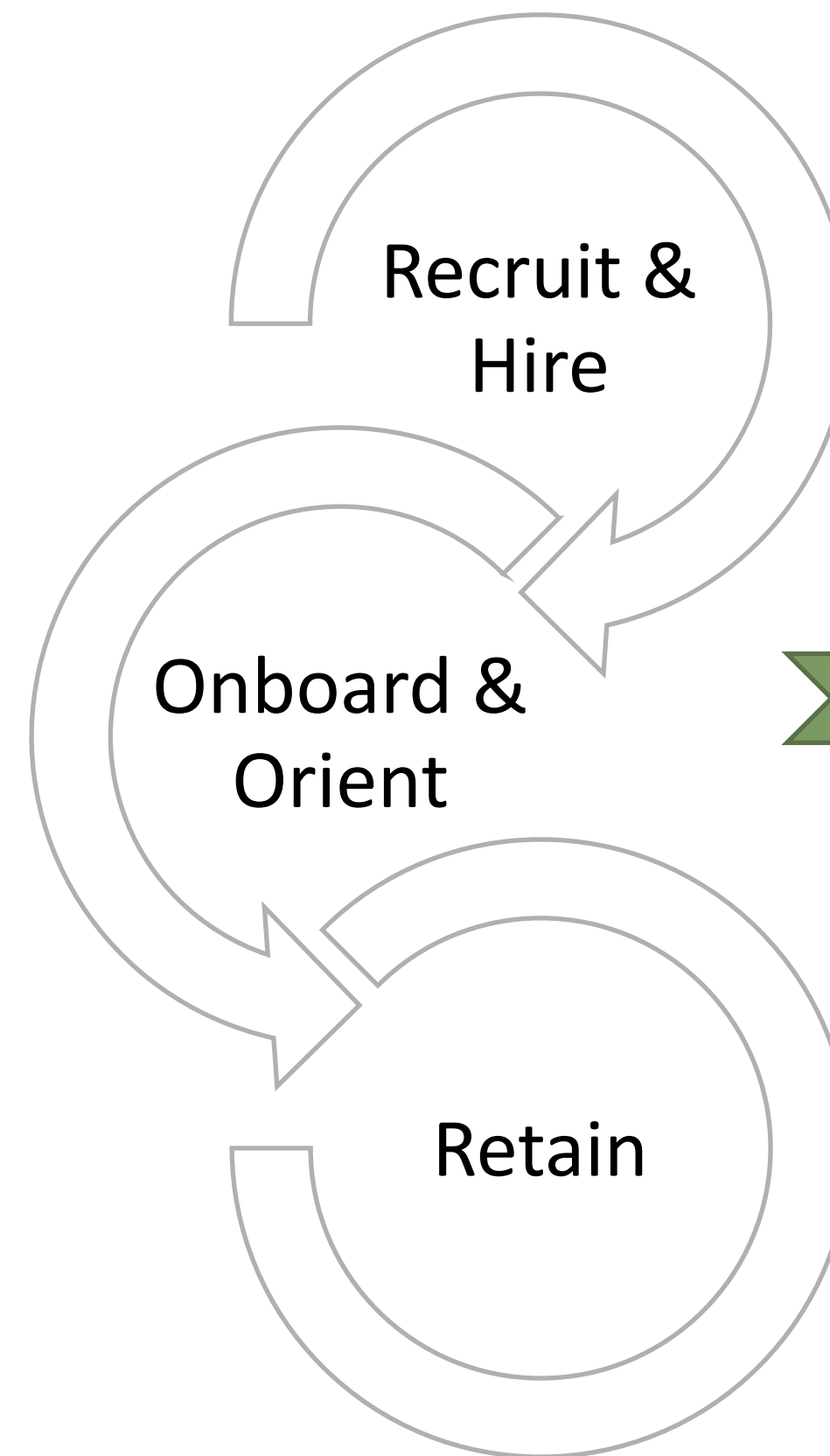


**GROW
YOUR
PEOPLE
GROW
YOUR
BUSINESS**

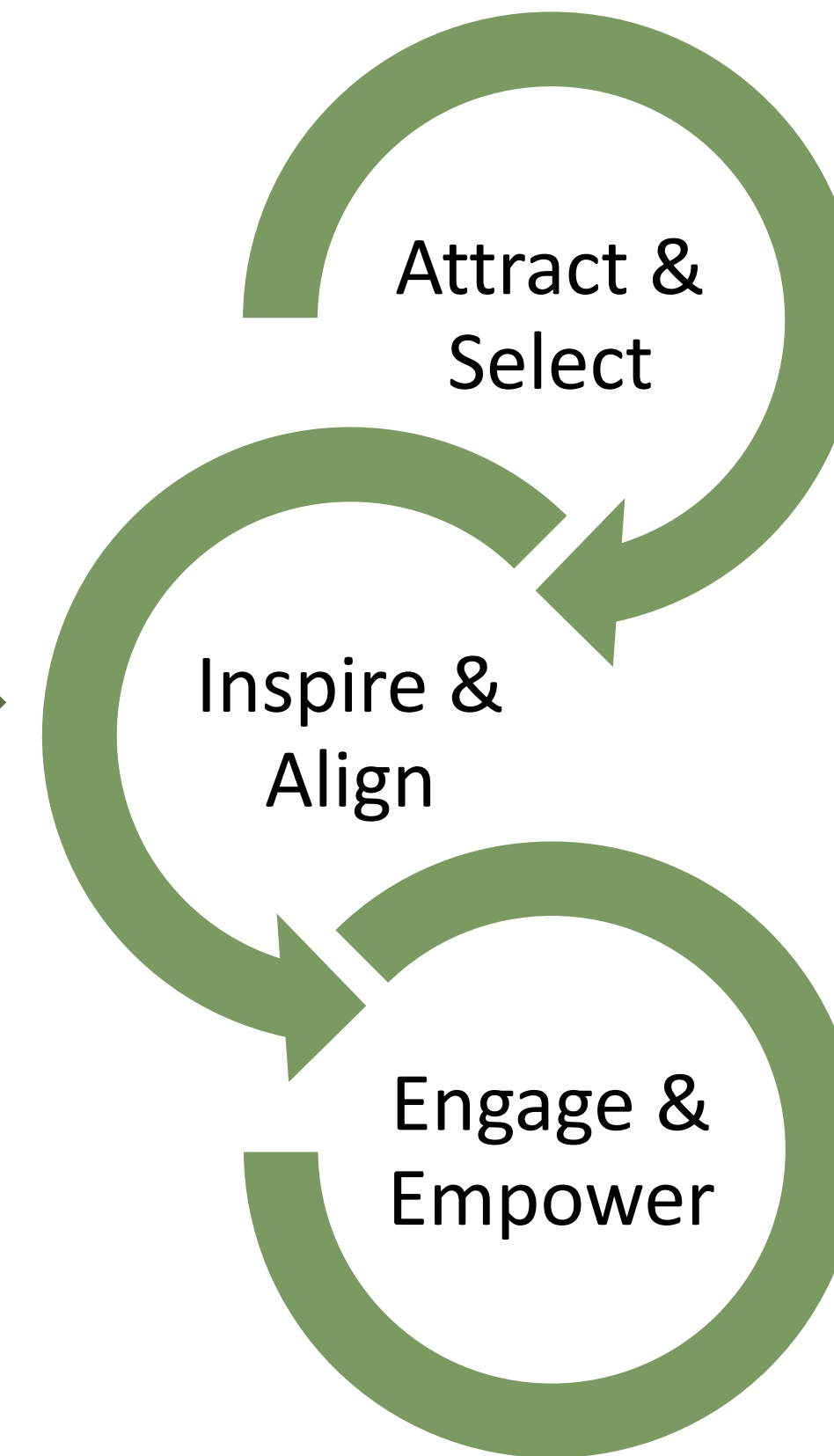
Collect your book
bonuses here!



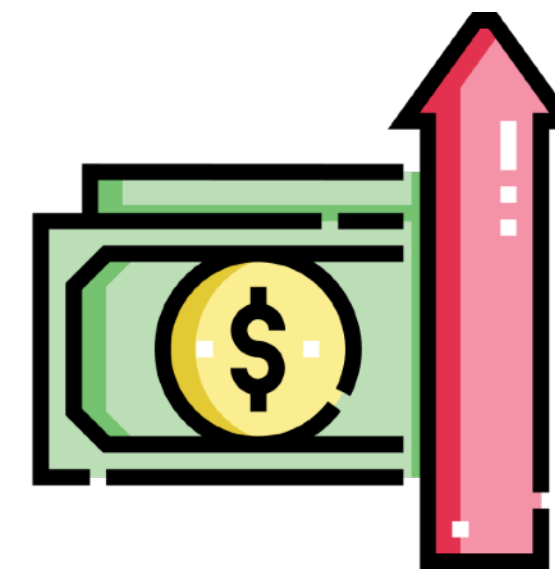
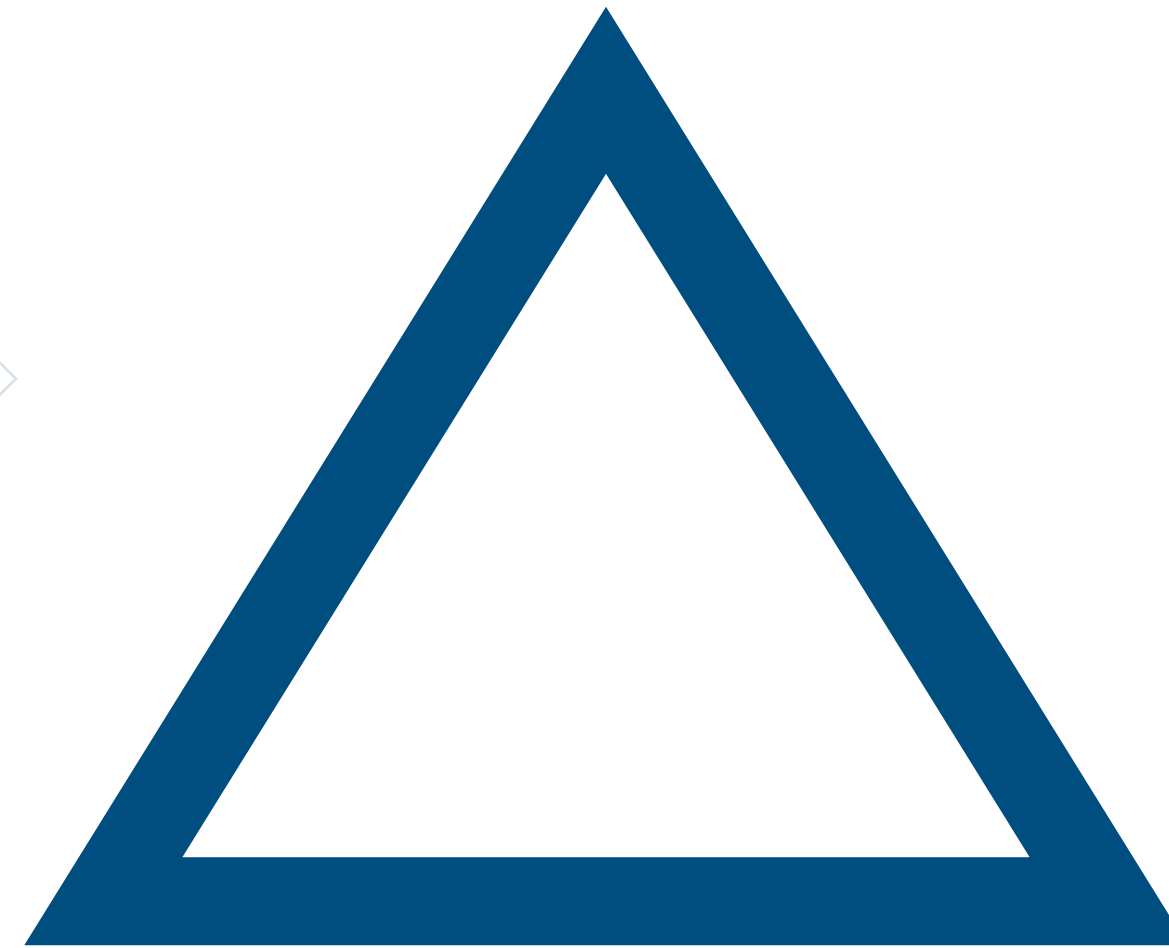
Traditional Approach



People First Approach



Traditional Approach	People First Approach
Who, What, When, Where, How	WHY (Mission, Vision, Values) then...who, what, when, where, how
Standardized checklist	Individualized plan
Preceptor	Coach
Introduction to the team	Connection to the team
Monitoring their performance	Monitoring your performance



02

GLOBAL SUPPLY CHAIN



99%

**99% of all US Hospitals & Health Care Systems
have reported serious challenges in procuring
needed supplies**



10X

**Shipping containers used for medical supplies
have increased from \$2k to close to over \$20k**



PREFCARDS™

< Back

|

Forward >

⚡ Quick Add

Surging Surgery Center

Cases

Surgeons

PREFcards

Inventory

Notifications

Reports

Settings

Switch Account

Chad Ramos

User Profile

Announcements 5

Feedback

Logout

© 2013-2021 PREFCARDS LLC

Home

Contact Us

Terms of Service

Predictive Ordering

31

Cases (next 30d)

487

Items (next 30d)

239

Items to order

\$5,211.73

Cost to order

Order to:

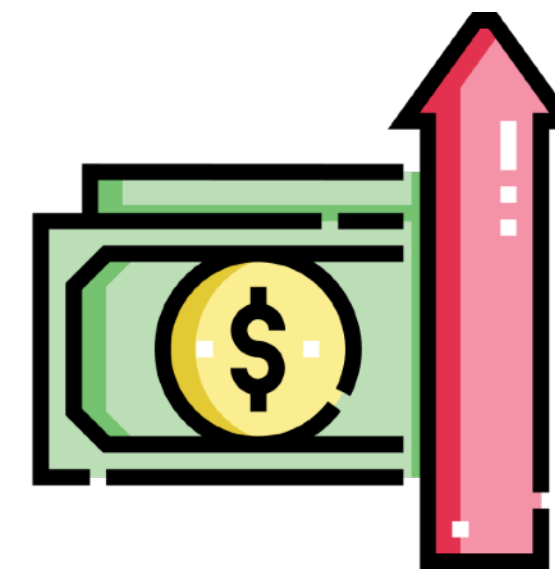
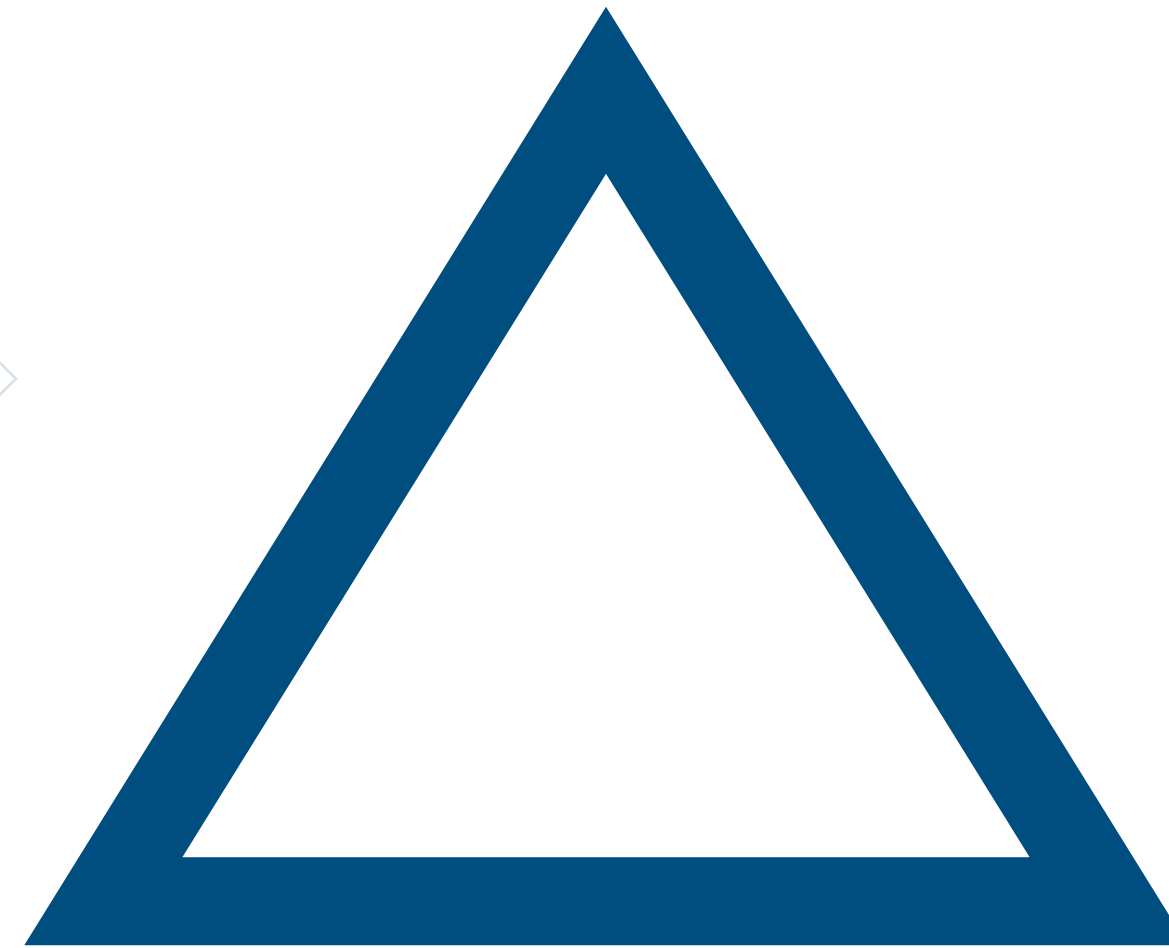
Replenish

Min Levels

50 rows

Search

Name	Reference #	Cost	On Hand	Needed	Order
#5 Fiberwire	QUXF-703	(MSRP) \$2.50	8	21	<div><div>-</div><div>17</div><div>+</div></div>
#7 Fiberwire	VECC-901	(MSRP) \$3.50	4	15	<div><div>-</div><div>15</div><div>+</div></div>
0cm Skinhooks	WARK-648	(MSRP) \$0.00	12	23	<div><div>-</div><div>14</div><div>+</div></div>
1 Encore orthopaedic Powder-Free Latex Brown	XFKC-364	(MSRP) \$1.00	2	10	<div><div>-</div><div>11</div><div>+</div></div>
2 White Surgical Gloves	CFVV-853	(MSRP) \$12.00	3	9	<div><div>-</div><div>10</div><div>+</div></div>
2cm Skinhooks	WIIF-838	(MSRP) \$2.00	6	13	<div><div>-</div><div>9</div><div>+</div></div>
3 White Surgical Gloves	JUTP-326	(MSRP) \$18.00	8	17	<div><div>-</div><div>9</div><div>+</div></div>
3cm Skinhooks	DHYE-293	(MSRP) \$3.00	7	11	<div><div>-</div><div>8</div><div>+</div></div>
5 White Surgicals Gloves	OYDN-965	(MSRP) \$30.00	0	3	<div><div>-</div><div>7</div><div>+</div></div>
5.5 Biogel Surgical Gloves	RDMV-961	(MSRP) \$60.00	5	12	<div><div>-</div><div>7</div><div>+</div></div>



03

RISING MEDICAL COSTS



10X

**Shipping containers used for medical supplies
have increased from \$2k to close to over \$20k**



Services Provided



SERVICES WE PROVIDE

▸ ASC Consulting

▸ Biologics

\$1,000

As much as \$1,000 is wasted on average per case.



⚡ Quick Add

Surging Surgery Center

Cases

Surgeons

PREFcards

Inventory

Notifications

Reports

Procedure Costs

PREFcard™ Health

Cases by Surgeon

Cases by Day

Settings

Switch Account

Chad Ramos

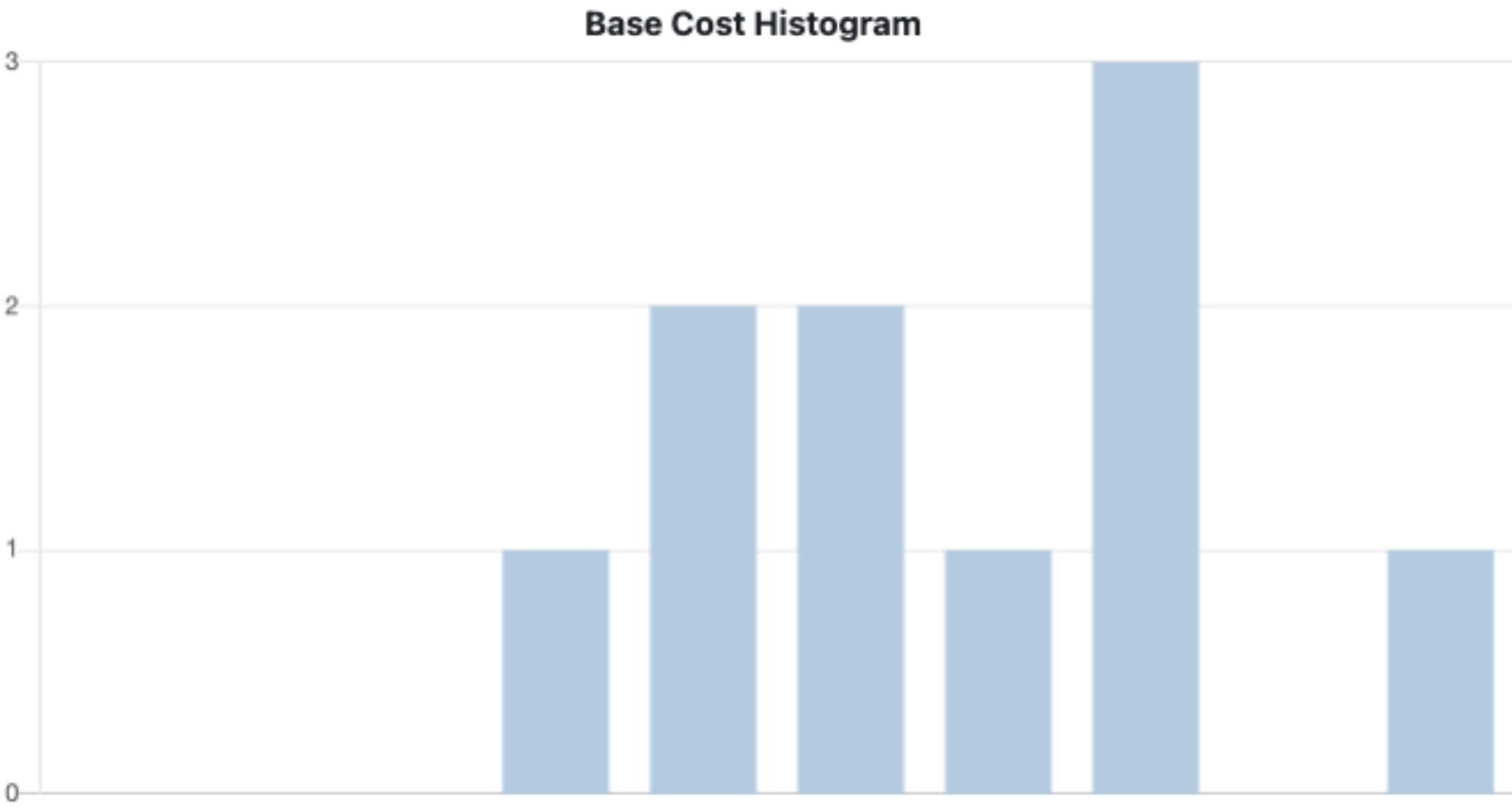
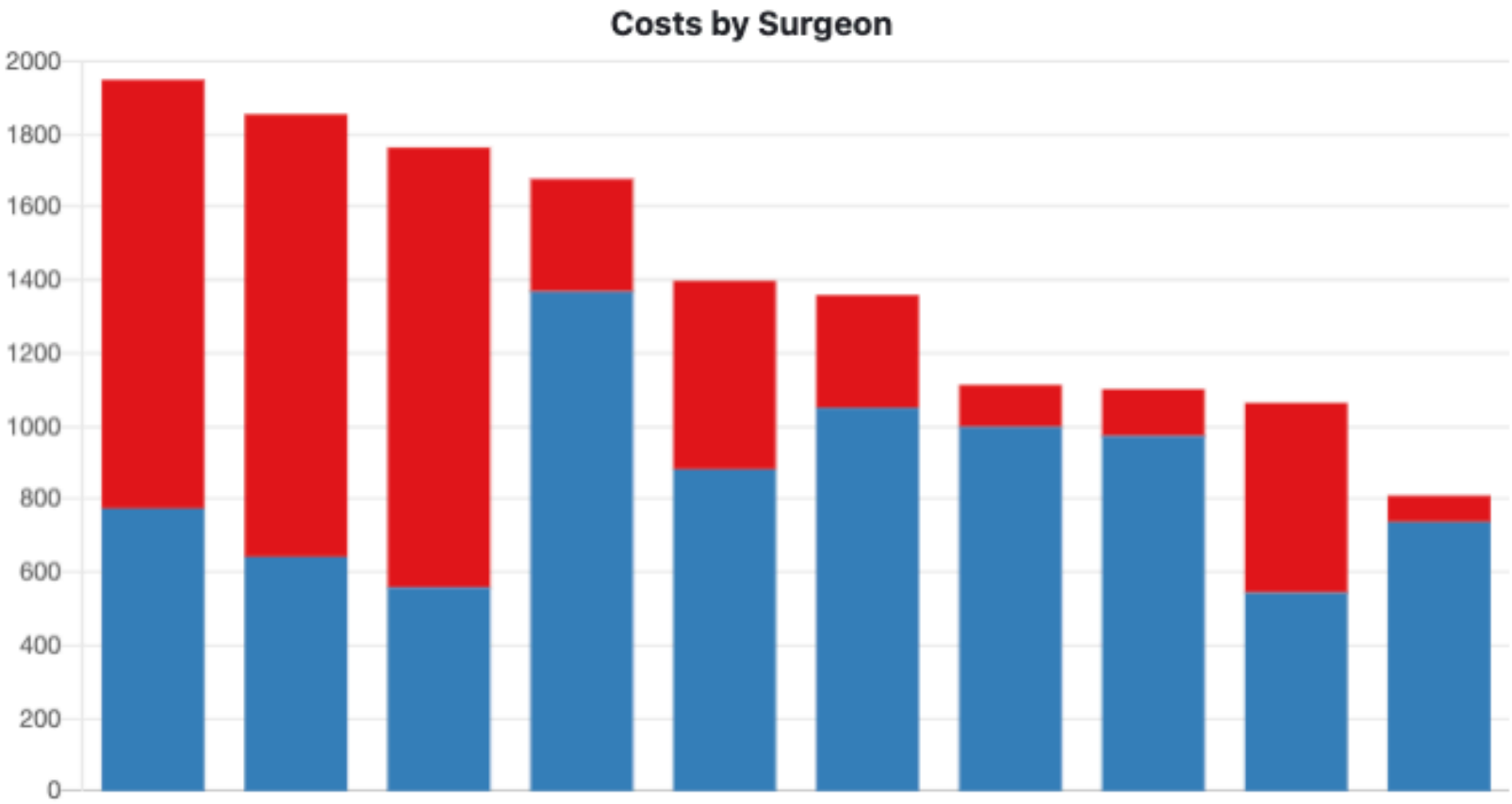
User Profile

Announcements 5

Feedback

Logout

Shoulder Arthroscopy



50 rows

Search

Surgeon	Base Cost	Max Cost	Disparity ?	Cases/Year	Annual Excess ?	Options
Hillock, Ronald	\$1,369.00	\$1,678.44	\$825.53	187	\$154,373.98	PREFcard
Andrews, Mark	\$1,050.50	\$1,359.94	\$507.03	107	\$54,252.14	PREFcard
Sparks, Alex	\$998.02	\$1,113.59	\$454.55	220	\$100,001.24	PREFcard
Murphy, Shawn	\$973.25	\$1,101.95	\$429.78	124	\$53,292.71	PREFcard
Brown, Clair	\$881.97	\$1,399.20	\$338.50	131	\$44,343.50	PREFcard
Resnick, Morgan	\$774.63	\$1,950.33	\$231.16	273	\$63,106.90	PREFcard
Glass, Aaron	\$737.53	\$810.22	\$194.06	197	\$38,229.84	PREFcard
Smith, John	\$642.15	\$1,855.80	\$98.68	267	\$26,347.48	PREFcard
Mcgee, William	\$558.04	\$1,764.23	\$14.57	204	\$2,972.22	PREFcard
Shah, Nicolas	\$543.47	\$1,064.30	\$0.00	152	\$0.00	PREFcard
Surgeon	Base Cost	Max Cost	Disparity ?	Cases/Year	Annual Excess ?	Options



Shoulder Arthroscopy

Dr. Hillock cases generate a potential \$154,373.98 annually in excess costs compared to some colleagues. Some potential items that could be considered for an alternative include:

1. **VAPR Coolpulse 90°Suction Electrode** in exchange for **90-S Cruise RF Ablation Probe** (please note this substitute does not include suction) for a savings of \$50 per case or \$9,350 annually.
2. **Pump Kit Pain Relief ON-Q Silver Soaker** could potentially be substituted with an anesthesia single shot or pump placed preop.
3. **Biocomposite Suture Anchor** (\$349) and **Arthrex Peek Swivelock C Anchor 4.75mm x 19.1mm** (\$240) could potentially be replaced with **Iconix Speed Suture Anchor** (\$200.83) for a savings of between 40 and 119 per anchor.
4. **S&N Shoulder Suspension Kit** could potentially be replaced with the following items for a savings of \$4,957.37 annually.
 - a. **Kerlix 2.25"x 3yd Gauze Cotton Roll**
 - b. **6" Coban**

50 rows

Search

VAPR Coolpulse 90° Suction Electrode

Add to Card

Remove from Card

90-S Cruise RF Ablation

Add to Card

Remove from Card

Pump Kit pain Relief ON-Q Silver Soaker

Add to Card

Remove from Card

Biocomposite Suture Anchor

Add to Card

Remove from Card

Arthrex Peek Swivelock C Anchor

Add to Card

Remove from Card

S&N Shoulder Suspension Kit

Add to Card

Remove from Card

\$ 154,373.98
Total Annualized Excess

VAPR Coolpulse 90°Suction Electrode



Name VAPR Coolpulse 90°Suction Electrode

Nickname

Category Supplies and Custom Packs

Manufacturer JOHNSON & JOHNSON INC

Part #

GTIN

Reference # 228147

Cost \$199.00

Status Approved

Verified ⊘ Unverified

Associated PRECard

22 for '22

How to Prepare for the Top Surgical Trends of 2022



PREFCARDS

The Experts in Preference Cards



←

→

↺

app.prefcards.com/admin/card-imports/e4b24372-d861-4e96-9af4-4d7cd6d3a44d

➤

☆

2

M

⋮

PREFCARDS™

< Back | Forward >

Site Admin

Users

Surgeons

Facilities

Statistics

Import

Import Cards

Master Items

Ops

Switch Account

Matthew Barlocker

User Profile

Announcements

Feedback

Logout

page 1 / 2

👁

⬆

⬇

1 - Scottsdale Eye Surgery Center

Report ID: IV4021 - Physician Preference Card - Run Date: 8/24/2021 2:56 PM

Page: 1 of 2

Cataract with IOL, LRI

Physician: Petelin, Paul M (118)

Procedure Code: P2 - Cataract with IOL, LRI

Instructions:

Glove Size: 7 1/2

Glove Type: Latex/ Non Latex

Skin Prep: 1/2 strength betadine gtt

Pt Position: Supine

Comments:

PRE-OPERATIVE

NEVYAS: no nevyas

WRIST REST: for left eyes ONLY

BED HEIGHT: low, up a few pumps

Pt eye should be at mayo stand level

TAPE FOREHEAD: yes, plastic twice around; support neck

SHIELD ON NON-OP EYE: yes

SKIN PREP: betadine gtt, betadine swabs x3

ADD TO IRRIGATION BOTTLE: 10mg/ml of 1% phenylephrine

INTRA-OPERATIVE

SURGEON SITS: superior

PREFERRED CHAIR: stryker

LOCATION OF OP- REPORTS: in the OR

IOL DOCUMENTATION: give Dr patient sticker, lens sticker with power, and time in his chart

FLOMAX PATIENTS: Dr wants to know if patient is on flomax or has history of flomax

TORIC LENS PATIENTS: hang toric map upside down.

LRI PATIENTS: hang the LRI map straight (upside) up.

30 arc, 400 micron degrees.

*record number of incisions and degree on OP note.

POST- OPERATIVE

POST OP MEDICATION: moxifloxacin 5mg/mL

WHEN PCN ALLERGY: N/A

DRESSINGS:

Block: Maxitrol ung

Topical:Tobradex gtts

Phone Calls: N

Safety Strap: Y

Grounding Pad: N

Music: Y

D.Straights or Sting

1. Surgeon

✓ Petelin, Paul

2. Procedure

✓ P2 - Cataract with IOL, LRI

3. Important Note

✓ (empty)

4. Notes

Title

POST- OPERATIVE

✓

Important Note

POST OP MEDICATION: moxifloxacin 5mg/mL

WHEN PCN ALLERGY: N/A

DRESSINGS:

Block: Maxitrol ung

Topical:Tobradex gtts

✓

Edit Note

Cancel

Extracted Notes

POST- OPERATIVE

✎

✖

INTRA-OPERATIVE

✎

✖

PRE-OPERATIVE

✎

✖

5. Items

6. Confirm

IMPORTANT NOTE

Surgeons Hints:
*Dr. Hillock - 8.5 Blue / 9 Esteem 3XL Gown
*Debbie - 7.5 Indicator/ 7 Protegrity Large Gown

*If Mako Knee - No Ioban, Saw Blade or Pins. Uses Gelpis (In Set), 4-0 Monocryl PS-2, Mastisol & Steris for Tib & Femur Incisions. Will Need 1 Batch of Depuy Cement

SUPPLIES AND CUSTOM PACKS

Name	Ref #	Open	Hold	Item Note
Total Knee Pack	DYNJ61480	1	0	
Bone Cement	3092-040	2	0	
Steri Strips	R1547	0	1	Only use on Mako knee cases (for Tib & Femur incisions)
Mastisol	0523-48	0	1	Only use on Mako knee cases (for Tib & Femur incisions)
Tourniquet Cuff	60707010400	1	0	Set to 300 mmHg
18 gauge spinal needle	405184	1	0	
Surgical Hood	0408800100	4	0	
Grounding Pad	E7507	1	0	
Aquamantys Bipolar Sealer	23-112-1	1	0	
60cc Regular Syringe	1186000555T	1	0	
ChloraPrep	260725	2	0	
Knee Positioner	803-GP-10	1	0	
Dermabond	CLR222US	1	0	
Hemoblast	BQF02-US-SD	1	0	
Knee Immobilizer	79-80025	0	1	
Neptune Suction Filter	700-20	2	0	
4 x 4's	NON25416	1	0	
Large Royal Silk Gown	9518	1	0	
3XL Proxima Aurora Gown	DYNJP2712	1	0	

INSTRUMENTS AND TRAYS

Name	Item Note
Gelpi	In Set - If Mako Knee
Z Retractors	Hold if Mako Knee
Hillocks Rongeur	
Osteotomes	
System 6	
Major Ortho Tray	

EQUIPMENT

Name	Ref #	Cost	Open	Hold	Item Note
------	-------	------	------	------	-----------

MAYO STAND



BACK TABLE



PREP/POSITIONING

*Prep: Wipes Knee With Sterile 4x4's And Alcohol Chloraprep X2
1015 No Foley
*Position:Supine Arms On Arm Board

MEDS/DRESSING

*Medications: Hillock Cocktail
(Grab From Pharmacy) Uses Hemoblast Instead Of Surgical Dressing

89%

Players with less unforced errors win 89% of the time.

