Lee Memorial Health System

Strategic Initiative: New Surgeon Information

Strategy:
To Provide Information related to LMHS Surgery Processes and Key Contacts
New Surgeon Welcome & Orientation

• Lee Memorial Health System welcomes new surgeons to our facilities. In order to make your transition into our organization a positive experience with the best possible patient outcomes, we present the following information.
  ❖ Standardized Equipment
  ❖ Capital process
  ❖ New Product Request process
  ❖ Preference Cards
  ❖ OR Scheduling/Pre-procedure Testing
  ❖ Key Contacts
Standardized Equipment/Instruments

LMHS is a partner with Cooperative Services of Florida and LeeSar for purchasing of capital items/equipment, instruments, implants, and disposable supplies. As a result, we have standardized to the following products/vendors.

• Current standardized equipment:
  ❖ Stryker 1488 component video towers
  ❖ Stryker Neuro/ENT navigation systems
  ❖ Stryker Power (Neuro and Ortho)
  ❖ Steris Operating Room Lights
  ❖ Mind Ray anesthesia machines
  ❖ Covidien Force Triad ESU

• Standardized instruments
  ❖ Integra/Jarit
Capital Process

• Annual capital budgeting process begins in early calendar year and is final by mid-May for the following fiscal year (October 1\textsuperscript{st} fiscal year)
• Requests are made only through Director of Surgical Services at the appropriate campus. \textit{We cannot accept requests originating from staff or vendors.}
• If needs are identified after the final capital budget, then the director and surgeons must determine what can be substituted from the approved capital budget for the newly identified need.
• If new technology, the request must be analyzed for system impact (facilities, reimbursement, ancillary/support depts.). This process can be lengthy, and depending on the total capital expense, can be delayed until a future capital year.
Standardized products

• Through the cooperative, LMHS has the advantage of a wide array of disposable supplies and implants. In order to ensure the optimal pricing, some of our contracts are based on matrices or preferred vendor status:

• Matrix pricing:
   Spine Implants
   Orthopedic Total Joints
    • As long as the vendor agrees to matrix pricing, approval for new vendors can take a very short period of time.

• Preferred vendor:
   Trauma/Fracture management implants
    • Synthes
    • Stryker
New Product Request Process

• Surgeon meets with OR Director to discuss rationale/justification for new product
• OR Director submits New Product Request (NPR completed based on input from surgeon) to Surgery Resource Analyst.
• NPR is taken to Supply Management Action Team (SMAT) for approval.
• Director informed of SMAT decision.
• Process generally takes less than 2 weeks if product is from an approved vendor and we have information for similar products or business justification.
Preference Cards

• In order to ensure we have the correct instruments, equipment, and supplies for you and your patients, it is imperative that you make contact with the primary facility where you intend to operate as soon as possible. (contact list at the end of this presentation)

• OR Director/Manager will connect you with the Surgery Specialist assigned to you.

• Specialist will work with you to build your preference cards for your most frequent cases.
OR Scheduling/Pre-procedure Testing

• OR Scheduling is centralized for all of LMHS.
• Pre-Procedure Testing is strongly recommended for all surgical patients.
• A representative from OR scheduling and PPT will meet with you and your staff at your earliest convenience to provide information regarding scheduling guidelines and policies, LMHS approved documents and document compliance, and Pre-Procedure testing.
Communication

• In order to provide the optimal environment for surgical care, it is critical that surgeons and OR leadership communicate on a regular basis. The relationships formed through continuous interaction is invaluable to the overall success of surgical services and patient outcomes.

• For issues related to a specific campus, please make certain you first contact the OR Director for resolution.
## Key Contacts

<table>
<thead>
<tr>
<th>Facility</th>
<th>Contact</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cape Coral Hospital</td>
<td>Annette Forlenza-Haas, RN, MSN Director</td>
<td>239-424-2159 <a href="mailto:Annette.Forlenza@leememorial.org">Annette.Forlenza@leememorial.org</a></td>
</tr>
<tr>
<td>Gulf Coast Medical Center</td>
<td>Sandra Lackman, RN Director</td>
<td>239-343-0599 <a href="mailto:Sandra.Lackman@leememorial.org">Sandra.Lackman@leememorial.org</a></td>
</tr>
<tr>
<td>Health Park Medical Center</td>
<td>Kandy Dewitt, RN, BSN, MPA Director</td>
<td>239-343-6752 <a href="mailto:Kandy.Dewitt@leememorial.org">Kandy.Dewitt@leememorial.org</a></td>
</tr>
<tr>
<td>Lee Memorial Hospital</td>
<td>Denise, Anderson, RN, BSN, MSM Director</td>
<td>239-343-2478 <a href="mailto:Denise.Anderson@leememorial.org">Denise.Anderson@leememorial.org</a></td>
</tr>
<tr>
<td>Surgery Center at the Sanctuary</td>
<td>Kathy Fairfax, RN. MHA Director</td>
<td>239-343-9611 <a href="mailto:Kathy.Fairfax@leememorial.org">Kathy.Fairfax@leememorial.org</a></td>
</tr>
</tbody>
</table>