

Four Challenges Facing Hospital Executives

SOP Compliance

- No Direct Palpation After Cleaning the Site
- Challenging Compliance for Clinicians
- Pressure to Gain Vascular Access
- More Educated Patients
- The Joint Commission Patient Safety Standards
- Clinicians Need a Better Tool

Cost Control

- Reduce Unnecessary PICC Lines
- Reduce Unnecessary Butterfly Needles
- Reduce IV Start Kits
- Reduce Treatment Delays
- Increase Clinical Efficiency
- Add Value with Tangible ROI

Clinical Issues

Economic Issues



AccuVein AV300

Infection Control

- Catheter Related Blood Stream Infections (CRBSI)
- ~\$6 Billion Annual Hospital Issue
- Oct 2008 – CMS Ends Reimbursement
- Expensive and Non-Reimbursable
- MRSA, C-DIFF, VRE – Serious Patient Safety Concerns

Patient Satisfaction

- Positive correlation Between Patient Satisfaction and Hospital Profit
- Press Ganey, HealthStream and HCAHPS Report Venipuncture Low
- Needed Improvements:
 - IV Start Scores
 - Blood Draw Scores
 - Comfort and Pain Management Scores
 - Waiting Times for Test or Treatments
 - Perceived Skill of the Clinician

Regulatory Issues