

# OR BUSINESS MANAGEMENT 2021 CONFERENCE

September 27-29, 2021  
Sheraton San Diego Hotel & Marina

CONNECTING THE BEST IN PERIOPERATIVE  
BUSINESS OPERATIONS & MANAGEMENT

# PROGRAM GUIDE



Download the official OR Manager Events app from the app store



[www.ORBussinesManagementConference.com](http://www.ORBussinesManagementConference.com)



# We know ASC planning and project management



The **Getinge Planning and Design Group** provides a full range of services for your new ASC or modernization/expansion project, from start to finish.

Once designed and planned, our experienced **Project Management Team** will help ensure on-time delivery, efficient implementation, and cost containment.

**Come partner with us—we know the possibilities!**

**Visit Getinge at Booth 6**

*Attend our sponsored Keynote Luncheon:*

## **Designing for Efficiency in the Operating Room**

Features two insightful speakers who will discuss strategies for constructing a well-designed ASC.

- **Tuesday, September 28, 2021**
- **11:45 AM to 1:00 PM**
- **Pacific Jewel Ballroom**

*1 Contact hour.*

# WELCOME TO SUNNY SAN DIEGO

Since we last held the OR Business Manager Conference, our communities and organizations have been coping with the radical impacts of the COVID-19 pandemic. It can be challenging to prioritize a reinvestment in your professional skills and psyche, and we are thankful that you have chosen to commit time and resources to learning and networking with your national and international colleagues.

In today's healthcare environment, meeting budget requirements, improving efficiencies and patient throughput, as well as making the best use of technology are among the daily challenges faced by OR business managers across facilities nationwide. Continuing education has become increasingly important. You must oversee room utilization, manage your supply chain, keep current with ever-changing tools and techniques, promote a respectful workplace, maintain appropriate staffing levels, and provide excellent, safe care for your patients.

You've taken a step in the right direction in attending this year, especially when we have all been apart for so long. You understand the importance of coming together and discussing everything we have endured these past 18 months and always looking ahead to what the future holds. By registering for educational sessions which will augment your current skill sets, you can make the best use of the many valuable resources available. We want to help you develop critical thinking skills and an in-depth understanding of both operational costs and financial management of the surgical suite. We hope to provide valuable tools, best practices, and new skills to assist you in continuing to be an effective team leader who fosters a positive, efficient workplace and a safe patient experience.

Thank you for joining us. We look forward to a successful conference!



**Mary Lou Jones, BSN, CSSM**  
Business Manager  
Maricopa Integrated Health System



**Bethany Daily, MHA**  
Executive Director, Perioperative Services & Healthcare Systems Engineering  
Massachusetts General Hospital

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# COVID & YOUR SAFETY



## Our Commitment to Safety

We are excited to host a safe and productive OR Business Management Conference! We are committed to enhanced safety measures at the event, including:

- » In accordance with CDC and county recommendations, masks will be required while indoors unless you are presenting on stage or eating or drinking.
- » Our onsite OR Business Management Conference staff in gold name badges were required to provide proof of vaccination prior to the event.
- » The Sheraton San Diego is an accredited GBAC STAR facility, and has committed to thorough and constant cleaning and sanitizing of surfaces, meeting rooms and exhibit spaces, as well as providing hand sanitizer throughout the conference areas.

Sunday, September 26		
1:00 – 5:00pm	Registration Open   Pacific Jewel Foyer	
3:00 – 5:00 pm	Pick Up Your Badge, Champagne Reception   sponsored by Hospital IQ   Pacific Jewel Foyer	
Monday, September 27		
7:00am – 6:00pm	Registration Open   Pacific Jewel Foyer	
7:30 – 8:00am	Networking Breakfast   sponsored by PrefTech   Pacific Jewel Ballroom	
8:00 – 9:00am	Opening Keynote: Leadership Gold – How To Be a Leader Worth Following   Pacific Jewel Ballroom	
9:15 – 10:15am	Stop, Drop & Role: Stop Dropping Patients with Financial Burdens and Roll with Price Transparency   Coral 1 & 2	Patient Satisfaction Starts with a Solid Perioperative Assessment Program   Coral 4 & 5
10:15 – 10:45am	Morning Networking Break   Pacific Jewel Ballroom	
10:45 – 11:45am	What the OR Needs to Know About the New Gainsharing Rules   Coral 1 & 2	Optimizing Surgical Care through Advanced Predictive Analytics   Coral 4 & 5
12:00 – 1:15pm	Keynote Luncheon: Creating and Sustaining High-Performing Surgical Services   sponsored by Surgical Directions   Pacific Jewel Ballroom	
1:15 – 1:45pm	Dessert with Exhibitors   Pacific Jewel Ballroom	
1:45 – 2:45pm	Managing Through a Crisis – How Data Analytics Can Make Life Bearable   Coral 1 & 2	Move Your SPD From Low to High Performance with Lean Six Sigma   Coral 4 & 5
3:00 – 4:00pm	Improving OR Access and Utilization with Predictive Analytics   Coral 1 & 2	Tracking Orientation, Competencies, and Nursing Skill Sets   Coral 4 & 5
4:00 – 5:00pm	Networking Event with Exhibitors   Pacific Jewel Ballroom	
5:00 – 7:00pm	Welcome Reception   sponsored by Cohealo & PrefTech   Eventide Gardens	
Tuesday, September 28		
7:00am – 4:00pm	Registration Open   Pacific Jewel Foyer	
7:30 – 8:00am	Networking Breakfast   Pacific Jewel Ballroom	
8:00 – 9:00am	Morning Keynote: Leveraging Self Awareness to Maximize Leadership Effectiveness   Pacific Jewel Ballroom	
9:15 – 10:15am	Data is King: Smart KPIs to Optimize Supplies and Rein in Costs   Coral 1 & 2	Value Analysis Teams: Making the Most of Your Staff   Coral 4 & 5
10:15 – 10:45am	Morning Networking Break in the Exhibit Hall   Pacific Jewel Ballroom	
10:45 – 11:45am	Using Technology to Tackle Preference Cards   Coral 1 & 2	Stress: Your Key to Success, Part I   Coral 4 & 5
11:45am-1:00pm	Keynote Luncheon: Designing for Efficiency in the Operating Room   sponsored by Getinge   Pacific Jewel Ballroom	
1:00 – 1:30pm	Dessert with Exhibitors   Pacific Jewel Ballroom	
1:30 – 2:30pm	Tame the Beast: Right-Size Your Surgical Supply Inventory   Coral 1 & 2	Stress: Your Key to Success, Part II   Coral 4 & 5
2:30 – 3:00pm	Afternoon Networking Break in the Exhibit Hall   Pacific Jewel Ballroom	
3:00 – 4:00pm	The Inclusive OR: Roles and Goals for Creating a Diverse Team   presented by Whitman Partners   Pacific Jewel Ballroom	
4:30 – 6:30pm	Night Out – Catamaran Cruise   Separate Ticket Required	
5:00 – 8:00pm	San Diego Dine-Around	
Wednesday, September 29		
7:30 – 8:45am	Keynote Breakfast: Perioperative ‘Systemness’ Aligning People, Processes and Technology for Better Patient Care and Better Financial Performance   sponsored by LeanTaaS   Pacific Jewel Ballroom	
9:00 – 10:00am	I Want My Surgical Team! Using Predictive Analytics to Drive Successions Planning, Staff Scheduling, and Surgical Team Training   Coral 1 & 2	The Hidden Cost of Implants   Coral 4 & 5
10:15 – 11:15am	How Has the COVID-19 Pandemic Shaped the Future of the OR Supply Chain?   Coral 1 & 2	Pandemic’s ‘New Normal’ Paves Way for Reducing Instrumentation   Coral 4 & 5
11:30am	Conference Adjourns	

# DOWNLOAD THE APP & STAY CONNECTED



## Look for this icon in the App store!

Download the official OR Manager Events app. Keep track of sessions, find fellow attendees, take CE quizzes, talk to exhibitors and see all the OR Business Management Conference has to offer!



### CONFERENCE PROGRAM

Search the program for session titles, speakers, and room locations.

### INFORMATION AND UPDATES

Receive live notifications from the OR Manager Conference team on important details as well as any changes to the program.

### CONNECT

Use the Networking function to connect with attendees and exhibitors. And tag us on social media with #ORBMC2021 to share your experiences with the OR Manager community!

### SPEAKERS

Search for speakers by name or company and see their related session(s).

### SCHEDULE BUILDER

Customize your daily schedule! Bookmark your favorite sessions and networking events, designate time to visit vendors in the exhibit hall, and set meetings with fellow periop leaders.

### EXHIBITOR LISTINGS

Search for company descriptions, products & services, and view booth locations in the exhibit hall floorplan.

## CONTINUING EDUCATION

**Attendees of the 2021 OR Business Management Conference can earn 15.0 continuing education credits in keynote presentations and breakout sessions over the three days in San Diego.**

Access Intelligence is approved as a provider of continuing education by the California Board of Registered Nursing, provider #15831. Contact hours earned at OR Business Management Conference meet CSSM® eligibility requirements. The 2021 Conference Program is approved for 15 contact hours.

The Certified Surgical Services Manager (CSSM) certification is for perioperative leaders interested in improving and validating their managerial knowledge and skills to advance the performance of their surgical services departments. CSSM certification recognizes the important role managers have in directing staff, programs and budgets in delivering safe patient care, and provides recognition for the important and distinct role of surgical services leaders.

By attending sessions at the OR Business Management Conference, you will receive contact hours which meet continuing education coursework requirements necessary for the exam application, as well as recertification activities. Learn more about the CSSM credential and requirements on [www.cc-institute.org/cssm](http://www.cc-institute.org/cssm) or with this document: CSSM Certification.

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Don't forget to take your CE quiz for each session in the OR Manager Events app. CE certificates will be distributed after the ENCORE Digital Event in November.



**SURGICAL**  
DIRECTIONS

# Taking procedural performance to the next level.

At Surgical Directions, we're moving procedural and anesthesia services forward with smart, effective solutions. We've empowered over 400 healthcare organizations across the country to dramatically improve OR productivity with a comprehensive approach. From cultural transformation to financial contributions, discover how we can make a meaningful change for you.

Visit [SurgicalDirections.com](https://SurgicalDirections.com) to learn more

# MEET YOUR 2021 PROGRAM COMMITTEE



**Chair**  
**Mary Lou Jones, BSN, CSSM**  
 Business Manager  
*Maricopa Integrated Health System*



**Co-Chair**  
**Bethany Daily, MHA**  
 Executive Director, Perioperative Services & Healthcare Systems Engineering  
*Massachusetts General Hospital*



**Education Coordinator**  
**Amy Bethel, MPA, RN, NE-BC**  
 Education Coordinator  
*OR Business Management Conference*



**Gail Avigne, NSM, RN, BA, CNOR**  
 Principal Consultant  
*Press Ganey Associates, Inc.*



**Christin Gravalese, MSN, RN, NE-BC, CPAN, CAPA**  
 Administrative Director, Perioperative Services  
*Detroit Receiving Hospital*



**Cory Guy, MBA, CPA**  
 Finance Director  
*Cleveland Clinic*



**Cynthia Kildgore, MSHA, BSN, RN, CNOR**  
 Education Coordinator  
*OR Manager Conference*



**Megan Mitchell, MBA**  
 Director, Business Operations, Perioperative, Orthopedic & Neurosciences  
*Memorial Medical Center*



**Michael Pfannes**  
 Regional Sales Director  
*Getinge*



**Dolores Reisert, MS, RN, CNOR, NE-BC**  
 Senior Administrator Director II  
 Perioperative Services  
*Long Island Jewish Medical Center*



**Matthew Ruby, MHA**  
 Business Operations Director, Surgical Services  
*Northwestern Memorial Hospital*



**Sheila Stein, CNS, RN, FNP-BC, RNFA**  
 Director, Surgical Services  
*Cayuga Medical Center*



**Denise Waslo, MSN, RN, CNOR, CSSM, NE-BC**  
 Associate Executive Director, Perioperative Services  
*Long Island Jewish Valley Stream*

## BUILD YOUR AGENDA: TRACK CATEGORY ICONS AND DETAILS



The **Finance Track** focuses on the bottom line of your facility. Discover how to balance costs with operational improvements, staffing and make room for improvement budgeting.



Large amounts of data can be overwhelming and not always have a clear path for improvement. Learn how to leverage analytics to sustain productivity, reduce costs and grow new service lines in the **Data Analytics Track**.



The **Supply Management Track** delved into matching supply with demand. Find out how data transparency and the use of the right technology can drive efficiencies and cost savings.



Providing excellent healthcare requires an excellent team. Learn from the experts about how to engage staff at all levels to improve consistency of using best practices and prevent nurse burnout in the **Operations Track**.



The **Performance Improvement Track** tackles using new tools that are constantly working to improve the OR. Discover how to properly integrate new technology to benefit your facility.

# SUNDAY, SEPTEMBER 26

**Registration Hours:** 1:00 – 5:00 pm

## Pick Up Your Badge, Champagne Reception

**Sponsored by:**  **Hospital IQ**

**3:00 – 5:00 pm**  
**Pacific Jewel Ballroom**

Join your peers for a networking fun-filled champagne reception, sponsored by Hospital IQ!

# MONDAY, SEPTEMBER 27

**Registration Hours:** 7:00 am – 6:00 pm  
**Exhibit Hall Hours:** 7:30 am – 5:00 pm

## Networking Breakfast

**Sponsored by:**  **PREFTECH<sup>®</sup>**  
**OPERATING ROOM**

**7:30 – 8:00 am**  
**Pacific Jewel Ballroom**

Get an early start to your morning and network with your peers!

## Opening Keynote: Leadership Gold – How To Be a Leader Worth Following

**8:00 – 9:00 am**  
**Pacific Jewel Ballroom**

In an era of increased competition and pressure to perform, decreased profit margins, and a multitude of other challenges, how well are you leading your team? How are you managing the toughest person in the room? To be a successful leader, you need the intelligence, strategy, and expertise to answer these types of questions. Whether you are having difficulty responding to unanticipated challenges or simply want to improve your leadership skills, this presentation will give you the strategies you need to help your team succeed.

### WHAT YOU WILL LEARN

- Identify the defining moments in your leadership journey.
- Describe three critical choices to make before you make anything else.
- Determine why people quit people, not companies.



**Ed Krow, SPHR, SHRM-SCP, CCP**  
Talent Transformation Expert  
Ed Krow, LLC

## BREAKOUT SESSIONS | 9:00 – 10:15 am



### **Patient Satisfaction Starts with a Solid Perioperative Assessment Program** **Coral 4 & 5**

Day-of-surgery cancellations cost hospitals millions of dollars every year in revenue, but the impact on the patient is far greater. It can be emotionally or psychologically devastating, especially when the cancellation could have been prevented. Implementation of a comprehensive preoperative assessment program The Ohio State University Wexner Medical Center has reduced day-of-surgery cancellations by 75% and saved well over a million dollars. Learn how we did it and what tools can help you develop or refine your own program for surgical patient optimization.

### WHAT YOU WILL LEARN

- Discuss the impact of day-of-surgery cancellations.
- Describe the benefits of implementing a surgical optimization program.
- Identify specific metrics to measure outcomes.

### **Sheryl Burtch, MS, BSN, NEA-BC**

Sr. Director, Surgical Services  
The Ohio State University Wexner Medical Center

### **Brenda Kendall, DNP, MS, RN, CNOR**

Associate Chief Nursing Officer  
The Ohio State University Wexner Medical Center



### **Stop, Drop & Role: Stop Dropping Patients with Financial Burdens and Roll with Price Transparency** **Coral 1 & 2**

Healthcare is the only section of the economy in which service providers and consumers do not know the total price of a given transaction. Because more patients have high-deductible health plans than in the past, they have more financial responsibility for their care. Healthcare pricing transparency is the key to timely collection of revenue for which the patient is responsible. Providing healthcare consumers with pricing and out-of-pocket cost information well in advance of their surgical procedure enables them to make informed financial decisions. Learn how you can help your patients while also strengthening your bottom line.

### WHAT YOU WILL LEARN

- Discuss why healthcare pricing transparency matters now.
- Identify guiding principles for healthcare price transparency.
- Describe the relationship between price transparency and the patient experience.

### **Becky Ziegler-Otis, MHA, CASC, RHIA, CPHQ, CHC**

Administrator  
Ambulatory Surgical Center of Stevens Point

## Morning Networking Break

**10:15 – 10:45 am**  
**Pacific Jewel Ballroom**

Network in the exhibit area and enjoy refreshments and coffee with your peers!

**BREAKOUT SESSIONS | 10:45 – 11:45 am**



**What the OR Need to Know About the New Gainsharing Rules**

**Coral 1 & 2**

Balancing cost, quality, and revenue has become more achievable with new guidance on gainsharing agreements from the Centers for Medicare & Medicaid Services (CMS) and the Office of Inspector General (OIG). With some of the operational obstacles loosened, it is easier to define and monitor value-based purpose and activity through the alignment of physicians and hospital teams. We will discuss the political, legal, and data requirements to start the process as well as the differences between co-management and other physician alignment strategies. After appropriate legal agreements are in place, surgeons can become actively involved in sourcing strategies that will allow product choice but also significant savings. Lessons learned in physician gainsharing and other alignment activities will be discussed to help attendees gain surgeon buy-in.

**WHAT YOU WILL LEARN**

- Discuss how CMS gainsharing rules are linked and drive adherence to OIG rules.
- Identify appropriate quality metrics for a value-based activity within a value-based purpose.
- Describe the opportunity to use gainsharing as an effective physician alignment strategy.

**Anthony Long, MBA, FACHE, FACCA, CAAMA**

Partner  
Pinnacle Healthcare Consulting

**Girard Senn, MS, RN**

Director  
Pinnacle Healthcare Consulting



**Optimizing Surgical Care through Advanced and Predictive Analytics**

**Coral 4 & 5**

Surgical services represent both highest cost and the highest operating margin for providers. Optimizing surgical capacity is key to ensuring surgeon satisfaction and profitable operations. During this session, HealthInsights.ai will share how advanced and predictive data science has enabled healthcare leaders to rethink surgical case scheduling, including:

- Retrospective analytics that identify opportunities to recapture cost time and reduce variations in care through self-service analytics tools.
- Near-real-time analytics that identify bottlenecks leading to delays and potential overtime for surgical staff.

- Predictive analytics that use machine learning and outlier detection techniques to forecast block utilization, improve schedule accuracy, and reduce potential billing errors.

**WHAT YOU WILL LEARN**

- Identify the clinical, financial, and operational source data sets used for the analytics.
- Identify the highest priority key performance measures.
- Describe the analytics views and statistical functions that are used to effectively manage and optimize surgical capacity and reduce supply costs.

**Shikha Kashyap**

CEO  
Healthinsights.ai

**Keynote Luncheon: Creating and Sustaining High-Performing Surgical Services**

Sponsored by: **SURGICAL DIRECTIONS**

**12:00 – 1:15 pm**  
**Pacific Jewel Ballroom**

A prestigious Southeast hospital sought to turn its surgical services department into a best-in-class facility with high clinical, operational, and financial performance. The hospital's surgical services are part of a blended adult/pediatric Level II trauma center that is the busiest in the region. The goals were to improve patient access; increase engagement of surgeons, anesthesia providers, and staff; resolve scheduling issues; increase efficiency; and solidify the facility's reputation as a great place to work and receive care. Through a focused effort supported by Surgical Directions consultants, the hospital revamped its surgical services governance council, reduced room turnover times, redesigned and gain surgeon buy-in on a new block schedule, and improved first case on-time starts. As a result, both patient care and the contribution margin of surgical services improved.

**WHAT YOU WILL LEARN**

- Identify ways to reduce same day-cancellations, improve prime-time utilization, and create a seamless experience for surgical patients.
- Describe how to establish and sustain a high-functioning surgical services governance council.
- Discuss how to increase collaboration among surgeons, anesthesia providers, nursing, and administrators.



**Leslie Basham, MBA, BSBA**

President and CEO  
Surgical Directions

Do you struggle with the maintenance of your preference cards?

YES

Do you want to improve your efficiency, save money, and increase standardization efforts?

YES



**Then PrefTech OR is for you!**  
**We are excited to see you at ORBM 2021!**

**Make sure you visit our booth to meet our team, view a demo, and grab cool Preftech swag! Scan the code to learn more.**





**Tom Blasco, MD, MS**  
Senior Physician Managing Director  
Surgical Directions



**Barbara McClenathan**  
Director, Perioperative Nursing  
Surgical Directions

**Dessert with Exhibitors**

**1:15 – 1:45 pm**  
**Pacific Jewel Ballroom**

The icing on the cake! Enjoy desserts while you network with exhibitors and learn about the latest technologies to help you in your business!

**BREAKOUT SESSIONS | 1:45 – 2:45 pm**



**Move Your SPD From Low to High Performance with Lean Six Sigma**  
**Coral 4 & 5**

Institutional barriers can make it very hard for the sterile processing department (SPD) to improve instrument availability, functionality, and safety. Using case studies, we will apply Lean Six Sigma principles and tools to find and resolve the root causes of poor performance in the SPD by implementing continuous improvement plans. If you face any of the typical obstacles that tend to compromise performance in the SPD, you will gain insights from these examples to help increase efficiency in your facility.

**WHAT YOU WILL LEARN**

- Discuss the historical origins of the SPD and the institutional barriers to success.
- Describe how to apply Lean Six Sigma principles and tools to fix the SPD.
- Discuss the commitment needed from executive leadership to transform the SPD.

**Gregg Agoston, MBA, BS, CCSVP, Lean Six Sigma Green Belt**  
Vice President, SPD Transformation Services  
SpecialtyCare



**Managing Through a Crisis – How Data Analytics Can Life Bearable**  
**Coral 1 & 2**

Backorders and recalls are significant disruptors in the perioperative services world. To cope with these disruptions, data and analytical staff at Massachusetts General Hospital (MGH) collaborated with nursing leadership and frontline staff to develop novel data analytics, reporting, and messaging. This multispecialty group not only ensured that no procedure at MGH was cancelled but also used the knowledge gained from its supply chain crisis to better prepare for the future.

**WHAT YOU WILL LEARN**

- Discuss the benefit of leveraging data from supply chain, vendors, and other stakeholders to diminish the impact of shortages.
- Identify the post-crisis changes that led to better efficiency and preparation for the future.
- Describe how to anticipate and manage any potential supply chain disruptions.

**Joseph Owayda, BS**

Financial Analyst, Department of Anesthesia, Critical Care and Pain Medicine  
Massachusetts General Hospital

**Stephen Spring, BA**

Executive Director for Finance  
Massachusetts General Hospital

**BREAKOUT SESSIONS | 3:00 – 4:00 pm**



**Tracking, Orientation, Competencies, and Nursing Skill Sets**  
**Coral 4 & 5**

Supporting RNs through education requires a balancing act to help them build skills to gain and/or enhance safe patient care in the OR. Optimizing the skill mix of novice and experienced OR RNs requires coordination of onboarding orientation processes linked with in-service educational activities, computer-based modules, simulation labs, and individualized, ongoing learning. Transparent and meticulous electronic documentation is essential in identifying missing records for staff members' compliance for annual training and accreditation audits. Get the tools you need to get your staff to the next level of competencies for optimal performance.

**WHAT YOU WILL LEARN**

- Discuss how to maintain organized and efficient tracking system for training requirements, ongoing education, license renewals, etc.
- Identify ways to minimize disruptions and/or nursing turnover rates due to learning and professional development needs.
- Describe how to promote professional responsibility and accountability for safe and optimal care of the surgical patient.

**Dineta Haughton, CNOR**

MOR Education Coordinator  
Walter Reed National Military Medical Center

**Ignacia Joyner, BSN, RN, CNOR**

Surgical Quality Manager  
Walter Reed National Military Medical Center



**Improving OR Access and Utilization with Predictive Analytics**  
**Coral 1 & 2**

Current block schedule management techniques fail to optimize OR time and consequently fall short in making more OR time available to surgeons. Many ORs across the country are underutilized during prime hours, yet off-prime case volume continues to grow, leading to expensive overtime costs as well as patient and staff dissatisfaction. We will discuss how University Hospitals in Cleveland leveraged predictive analytics to predict and release OR blocks that had a high likelihood of being unused weeks in advance. This gave surgeons increased visibility and access to available OR time. Find out how you can analyze block utilization patterns and other key metrics to improve overall OR utilization and performance.

**WHAT YOU WILL LEARN**

- Provide your surgeons with increased access and visibility to available OR time.
- Identify and prioritize improvement opportunities across your department.
- Describe how to manage and track performance to goals and KPIs.

**Dan Towarnicke, MBA**

Vice President, Perioperative Services  
University Hospitals

## Networking Event with Exhibitors

**4:00 – 5:00 pm**  
**Pacific Jewel Ballroom**

Network with your peers and be part of the action! Gain insight on the latest tools and technologies to help you in your business.

## Welcome Reception

**Sponsored by: COHEALO**   
**5:30 – 7:00 pm**  
**Eventide Gardens**

Relax with your peers at the end of the day, enjoy the festivities, delicious food, cocktails and networking with your colleagues.



**TUESDAY,**  
**SEPTEMBER 28**

**Registration Hours:** 7:00 am – 4:00 pm

**Exhibit Hall Hours:** 7:30 am – 5:00 pm

## Networking Breakfast

**7:30 – 8:00 am**  
**Pacific Jewel Ballroom**

Get an early start to your morning and network with your peers!

## Morning Keynote: Leveraging Self Awareness to Maximize Leadership Effectiveness

**8:00 – 9:00 am**  
**Pacific Jewel Ballroom**

The unprecedented transformation occurring in healthcare requires all leaders to adapt quickly to serve the needs of their staffs, their physicians, their patients, and their communities. To do this, they need to develop self-awareness and the ability to lead with authenticity; build up grit, emotional stamina, and coping strategies to avoid burnout; and empower their teams. This presentation will walk you through the steps you can take to leverage self-awareness and invest quality time in staff instead of squandering time to manage unproductive behavior. Engage your team, and transform today's challenges into tomorrow's opportunities!

### WHAT YOU WILL LEARN

- Identify how to become more self-aware.
- Identify signs of burnout and how to prevent it from impacting your goals.
- Discuss tools to transform your organization for the future.



**John Polikandriotis, PhD, MBA, MPH, FACHE, FACMPE**  
CEO  
Vail Summit Orthopaedics & Neurosurgery

## BREAKOUT SESSIONS | 9:15 – 10:15 am



### **Value Analysis Teams: Making the Most of Your Staff** **Coral 4 & 5**

With cost containment a priority in healthcare facilities nationwide, it's virtually impossible to add staff for projects. As a result, staff members are pulled in multiple directions and into multiple projects. How does a manager ensure the right work is being done? Massachusetts General Hospital has brought together staff from multiple disciplines to develop and implement savings initiatives, process improvements, and novel reporting approaches. Exposing staff to new perspectives and roles has provided opportunities for growth and advancement in their careers. Learn how you can take similar steps to boost staff engagement and satisfaction at your facility.

### WHAT YOU WILL LEARN

- How to leverage and maximize existing staff skill sets.
- Understanding and utilizing frontline staff experiences.
- Learn strategies to promote growth and career development opportunities within your department.

### **Stephanie Casanova, MBA, BS**

Senior Manager, Perioperative Business Services  
Massachusetts General Hospital

### **Stephen Spring, BA**

Executive Director for Finance  
Massachusetts General Hospital



### **Data is King: Smart KPIs to Optimize Supplies and Rein in Costs** **Coral 1 & 2**

Early in the COVID-19 pandemic, supply chain costs were predicted to become the top expense for hospitals in 2020, yet most hospitals lack the tools needed to reduce costs and optimize supply management. At Loma Linda University Medical Center, we used key performance indicators (KPIs), such as expiring/expired inventory as a percentage of on-hand inventory value, and purchased vs. consumed inventory to achieve visibility, accountability, and control of inventory expense. In this session, you will learn how to automate operations, reduce waste, and increase billing and clinical documentation accuracy.

### WHAT YOU WILL LEARN

- Discuss the impact of UDI-compliant inventory management on financial, operational, and clinical processes.
- Identify which KPIs to track to identify trends, and how to achieve desired trends.
- Describe key functionalities of automated data capture solutions that will meet data and technology needs.

### **Lana Makhani, BS**

COO  
VUEMED

### **Russell Royer, MBA, RCES, SA**

Director of Heart and Vascular Services  
Loma Linda University Medical Center

## Morning Networking Break in the Exhibit Hall

**10:15 – 10:45 am**  
**Pacific Jewel Ballroom**

Network in the exhibit area and enjoy refreshments and coffee with your peers!

**BREAKOUT SESSIONS | 10:45 – 11:45 am**



**Using Technology to Tackle Preference Cards**  
Coral 1 & 2

Engaging physicians in the utilization of preference card software can help organizations develop a standard process for improving, maintaining, and optimizing surgical preference cards. Use of this system at Tufts Medical Center has helped keep cards up to date, which has had a positive impact on surgical team members and improved efficiency.

This presentation provides a case study on how Tufts Medical Center benefited by changing its processes for managing preference cards. The results led to increased efficiencies, cost savings, and improved staff satisfaction.

**WHAT YOU WILL LEARN**

- Discuss the importance of engaging physicians in the preference card process.
- Describe how to develop a standard workflow for preference card maintenance.
- Identify specific features of preference card software.

**Susan Lewis, BSN, RN**

Clinical Informatics Manager for Perioperative Services  
Tufts Medical Center



**Stress: Your Key to Success, Part I**  
Coral 4 & 5

The OR is often a very stressful environment. Stress can cause you to focus on your own needs over the needs of others, adversely affecting your performance and that of your staff. But once you recognize stressors and learn to change how you react to them, you can use stress as an opportunity for learning, growth, and greater resilience. Having the right mindset and personalized behavioral practices can help bring out the best in you and your staff, increase engagement, and improve performance. Through dynamic, interactive activities, this session will help you move the needle from negative to positive outcomes.

**WHAT YOU WILL LEARN**

- Identify common OR environment stressors and triggers.
- Identify your habitual reactions to these stressors and triggers.
- Describe positive behaviors to help develop resilience.

**Gerry Ibay, JD, MHA**

Vice Chair and Assistant Professor, MHA Program Director  
University of Oklahoma Health Sciences Center

**Miki Thompson, MSN, ACCNS-AG, CNOR**

APRN- Clinical Nurse Specialist  
OU Medicine

**Keynote Luncheon: Designing for Efficiency in the Operating Room**

Sponsored by: **GETINGE** 

**11:45 am – 1:00 pm**

**Pacific Jewel Ballroom**

As more surgical procedures are shifting to ambulatory setting, it important for the physical layout of the ambulatory surgery center (ASC) to accommodate increased volumes and case mixes. This continuing education session will discuss strategies for constructing a well-designed OR to enhance perioperative workflow to promote efficient flow of

patients, staff, and supplies. Additionally, strategies for room design to utilize space effectively, enhance flexibility, and decrease turnover time.

**WHAT YOU WILL LEARN**

- Discuss design concepts that facilitate the flow of patients, staff, and supplies within the OR.
- Identify important considerations in the planning phases of operating room (OR) design.
- Describe strategies to employ in the room design process to include how to integrate expertise of stakeholders and reduce change orders.
- Discuss elements of room design to utilize space effectively, enhance flexibility, and decrease turnover time in the OR.



**Andi Dewes**

Director of Sales & Marketing  
Pfiedler Education



**Debbie Smith, MSN, RN, CNOR**

Senior Clinical Program Manager  
Pfiedler Education

**Dessert with Exhibitors**

**1:00 – 1:30 pm**

**Pacific Jewel Ballroom**

The icing on the cake! Enjoy desserts while you network with exhibitors and learn about the latest technologies to help you in your business!

**BREAKOUT SESSIONS | 1:30 – 2:30 pm**



**Stress: Your Key to Success, Part II**  
Coral 4 & 5

The OR is often a very stressful environment. Stress can cause you to focus on your own needs over the needs of others, adversely affecting your performance and that of your staff. But once you recognize stressors and learn to change how you react to them, you can use stress as an opportunity for learning, growth, and greater resilience. Having the right mindset and personalized behavioral practices can help bring out the best in you and your staff, increase engagement, and improve performance. Through dynamic, interactive activities, this session will help you move the needle from negative to positive outcomes.

**WHAT YOU WILL LEARN**

- Identify common OR environment stressors and triggers.
- Identify your habitual reactions to these stressors and triggers.
- Describe positive behaviors to help develop resilience.

**Gerry Ibay, JD, MHA**

Vice Chair and Assistant Professor, MHA Program Director  
University of Oklahoma Health Sciences Center

**Miki Thompson, MSN, ACCNS-AG, CNOR**

APRN- Clinical Nurse Specialist  
OU Medicine



**Tame the Beast: Right-Size your Surgical Supply Inventory**  
Coral 1 & 2

The surgical supply inventory can be overwhelming, but Cincinnati Children's Hospital Medical Center (CCHMC) has successfully used a multidisciplinary, data-driven approach to right-size and distribute its

surgical supplies. The approach blends data-driven decision making with engagement from frontline clinical staff to make best use of limited staff, space, and budget. CCHMC has identified opportunities for nearly \$2 million in savings by reducing low and slow-moving items and adjusting par levels to more closely match supply with demand. Attend this session to discover how to harness the power of data and staff to increase efficiency.

**WHAT YOU WILL LEARN**

- Discuss how to complement inventory management efforts with data-driven metrics.
- Develop a framework for evidence-based management of surgical supplies.
- Describe strategies for partnering with clinical and nonclinical stakeholders.

**Ash Crowe, MHA**  
Project Manager  
St. Onge Company

**Brooke Mullett, MBA**  
Senior Director of Operations for Perioperative and Surgical Services  
Cincinnati Children’s Hospital Medical Center

**Afternoon Networking Break in the Exhibit Hall**

**2:30 – 3:00 pm**  
**Pacific Jewel Ballroom**

Network with your peers and be part of the action! Gain insight on the latest tools and technologies to help you in your business.

**Keynote: The Inclusive OR: Roles and Goals for Creating a Diverse Team**

**Presented by:**  WHITMAN PARTNERS

**3:00 – 4:00 pm**  
**Pacific Jewel Ballroom**

Despite recent strides made in equity hiring, representation of BIPOC nurses (Black, indigenous, people of color) still lags in the healthcare industry, particularly in the OR. This panel discussion with current BIPOC leaders, hiring executives, and executive recruiters will discuss the unique challenges faced by minority candidates, the benefits of a more inclusive team, and how to set hiring policies, goals, and action plans that will make your facility more diverse, dynamic, and effective. We will also explore how mentoring, career recognition, and opportunities for BIPOC leaders to share their perspectives can serve the local community, perioperative industry, and individual patient experience in many ways.

**WHAT YOU WILL LEARN**

- Identify how racism and racial stereotyping manifest in the OR.

- Discuss how to create a culture of inclusion when there are only a few BIPOC nurses in your OR.
- Describe how to determine, construct, and implement diversity hiring goals and objectives for your organization.
- Discuss current legislation that addresses justice.



**Brian Dawson, MSN, RN-BC, CNOR, CSSM**  
System VP of Perioperative Services  
CommonSpirit Health



**Dr. Edna Gilliam**  
Senior Director of Perioperative Services & SPD,  
Delaware Valley  
Nemours/A.I. duPont Hospital for Children



**Dr. Randy McClain**  
System Manager for Nurse Residency and Specialty  
Fellowship Programs  
Wellstar Health System



**Josiah Whitman**  
Managing Partner  
Whitman Partners

**Night Out – Catamaran Cruise**

**4:30 – 6:30 pm**

Come sail away with us! Join your peers on a sunset catamaran cruise around San Diego’s picturesque waters. Take in the sights on the outer deck or enjoy 360-degree views from within the luxurious interior salon. This 2-hour cruise includes food and beverages!

\*separate ticket required

**San Diego Dine-Around**

**5:00 – 8:00 pm**

Called one of “America’s best cities for foodies” by Travel & Leisure magazine, San Diego’s culinary scene is a burgeoning, vibrant mix of locally inspired flavors, from delightfully simple to artfully sophisticated. As a conference attendee, you can hop on a complimentary, round-trip shuttle from the Sheraton San Diego Hotel & Marina Lobby to the lively downtown neighborhood of the Gaslamp District. Home to more than 100 of San Diego’s top restaurants, you can partake in informal dining experiences throughout the area. Transportation provided and recommendations listed below.

Visit [www.gaslamp.org](http://www.gaslamp.org) to discover everything the Gaslamp District has to offer!

**Hospital IQ helps you create more OR time**  
(An Apple Watch won’t, but it’s still a nice giveaway)

Visit us at **Table #46** for the chance to win an Apple Watch with AirPods and learn how you can increase access to available OR time and improve OR utilization.

[hospiq.com](http://hospiq.com) | [info@hospiq.com](mailto:info@hospiq.com) | (617) 960-8600



# WEDNESDAY, SEPTEMBER 29

**Registration Hours:** 7:00 – 11:00 am

## Keynote Breakfast: Perioperative ‘Systemness’ Aligning People, Processes and Technology for Better Patient Care and Better Financial Performance

**Sponsored by:**  **LeanTaaS**

**7:30 – 8:45 am**  
**Pacific Jewel Ballroom**

As health systems have grown inorganically, they naturally ended up inheriting varying practices, procedures, policies, and systems across locations and regions. This lack of “systemness” across the system has led to an inconsistent patient experience, higher costs, and missed opportunities for improved financial performance. Adopting a systemwide electronic health record alone doesn’t achieve or define “systemness,” nor do cross-team huddles without the right tools.

Achieving systemness, particularly in perioperative services, requires aligning the right people, processes, and policies around a common set of technologies. Without the right technology, systems cannot realize economies of size or scale, and they cannot identify true best practices. Invariably, millions of dollars of unused OR capacity remain on the table. Learn how your organization can tackle the challenge of achieving perioperative systemness.

### WHAT YOU WILL LEARN

- Describe why “systemness” is needed to deliver a consistently high-quality patient and surgeon experience, facilitate growth, and lower costs.
- Discuss myths and best practices for adopting tools, processes, and policies that enable “systemness.”
- Discuss the importance of process standardization, transparency, and collaboration across departments and facilities within the broader provider’s ecosystem.



**Ashley Walsh**  
Director, Client Services  
LeanTaaS

## BREAKOUT SESSIONS | 9:00 – 10:00 am



### **I Want My Surgical Team! Using Predictive Analytics to Drive Succession Planning, Staff Scheduling and Surgical Team Training**

**Coral 1 & 2**

This presentation will discuss the ever-present surgeon complaint of wanting or needing “surgical service line teams.” Often an OR manager either commits to providing this service or refuses to consider the notion. Attend this session to review and understand the barriers to true proficiency in ORs and how to recreate a staffing plan based on real-time data. We will discuss a real life example of an innovative product developed using EPIC data, dumped to an Excel database, that can be recreated in facilities to give managers real-time analytics when choosing a room or service assignment.

### WHAT YOU WILL LEARN

- Describe and discuss the current state of training and scheduling in most operating rooms.
- Discuss common barriers to accurately planning and assessing staffing and training needs.
- Identify and demonstrate a model successfully used to create real time decision making for training, staff assignments, succession planning, and to demonstrate needs to C-Suite stakeholders.

**Jason Goodwin, MSN, MPH, RN, CNOR**

Perioperative Leader  
Innovative Cultures



### **The Hidden Cost of Implants**

**Coral 4 & 5**

With rising supply chain costs and what seems like the daily introduction of new implants, real control over supply chain costs can elude even the most seasoned OR business manager. At the same time, new reimbursement models are putting pressure on hospitals to reduce expenses of high-volume, high-cost procedures in such areas as cardiology, orthopedics, and neurosurgery.

This presentation will explain why physician preference items (PPI) are so difficult to effectively manage and will provide best practices and legal terms & conditions (T&C) to address the issues. PPI may represent only 3% of the line items purchased, but they can account for more than 20% of the total expense being managed. Lack of contracting strategies, physician engagement, auditing, and detailed reporting can cost hospitals more than 18% of their implant budgets.

### WHAT YOU WILL LEARN

- Identify the loopholes suppliers use and learn the critical T&Cs to add to your contract purchase agreements as well as best practices to manage and control the surprises.
- Discuss strategic procurement and different sourcing strategies to manage your pricing and overall expense.
- Describe advantages and disadvantages of using an implant formulary to manage product price, utilization, and overall case expense.

**Girard Senn, MS, RN**

Director  
Pinnacle Healthcare Consulting

**BREAKOUT SESSIONS | 10:15 – 11:15 am**



**Pandemic’s ‘New Normal’ Paves Way for Reducing Instrumentation**  
Coral 4 & 5

The shutdown of elective surgery and social distancing restrictions related to COVID-19 inspired the team at Jefferson Health to create innovative solutions to reduce costs. We realized that a virtual communication platform, which was replacing in-person meetings, could also be used to obtain feedback on instruments. Surgeons could view pictures of trays online and provide feedback via a chat room. Find out how this platform enabled a true team approach for reducing instrumentation—a project we had previously attempted without success.

**WHAT YOU WILL LEARN**

- Describe the role of virtual collaboration technology in reducing instrument processing costs.
- Discuss the use of technology-based physician surveys to develop instrument reduction recommendations.
- Identify data components of a sustainable maintenance for instruments.

**Erin Kini, MSN, RN, CNOR**  
Case Carts/Project Manager — SPCC  
Thomas Jefferson University Hospital

**Steve Kucinski**  
Informatics Specialist  
Thomas Jefferson University Hospital



**How Has the COVID-19 Pandemic Shaped the Future of the OR Supply Chain?**  
Coral 1 & 2

Disruptions that were experienced during the COVID-19 pandemic have made collaboration between supply chain and the OR more important than ever. How can we grow from what we were faced with during the pandemic? There are opportunities to offset financial losses by implementing standardization initiatives. Using what happened as a learning experience and making necessary changes will help to prepare surgical services teams for whatever comes next.

**WHAT YOU WILL LEARN**

- Discuss the importance of a collaborative relationship between the OR and supply chain before, during, and after the pandemic.
- Discuss opportunities identified by Premier Health to reduce expenditures and offset some of the losses related to the pandemic.
- Identify ways to improve collaboration between OR and supply chain and be better prepared if future disruptions occur.

**DeAnne Short, RN, MSN, MBA, HCM**  
Director of Clinical Quality Value Analysis and Clinical Sourcing  
Premier Health



**We’re heading to the Rockies!**

**OCTOBER 18-20, 2022 | DENVER, COLORADO**



[www.ORManagerConference.com](http://www.ORManagerConference.com)

# THE ENCORE DIGITAL EVENT

**When:** November 15-19, 2021

**Where:** Online from wherever you are

**The ENCORE Digital Event is included in your All-Access pass for the OR Business Management Conference at no additional cost.**

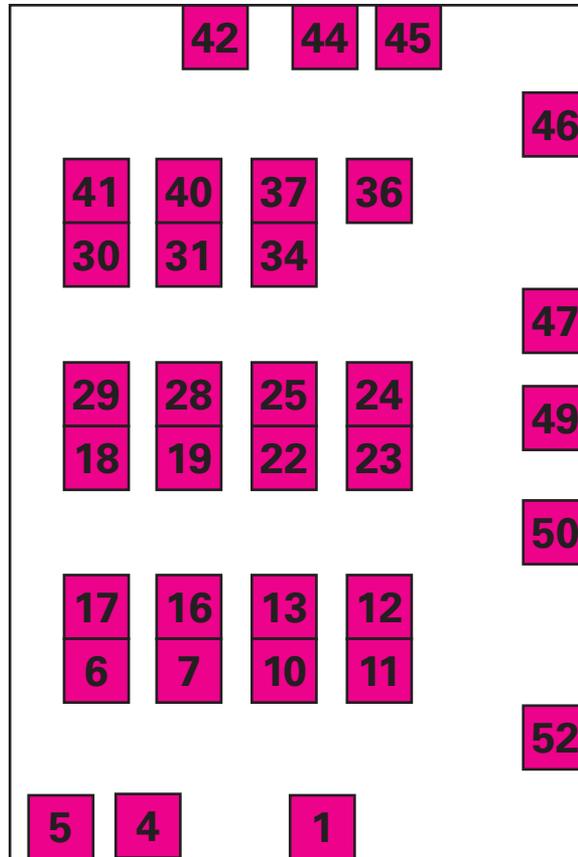
This year’s in-person event will be complemented with our ENCORE Digital Event, which takes place November 15-19th. All sessions will be recorded onsite in San Diego, so during ENCORE you’ll be able to rewatch your favorite sessions, check out the ones you didn’t get too onsite, and even access NEW digital sessions. It’s a great way to earn even more CEs! You’ll also be able to video chat and message with fellow attendees and vendors from your respective show.

**Stay tuned for email updates about the ENCORE Digital Event for how to join in on these live sessions.**

## The ENCORE Digital Event Live Schedule \*all times listed in Central Time

Monday, November 15	
12:00 PM - 1:00 PM	Biggest Takeaways from San Diego — Program Committee Roundtable
1:00 PM - 2:00 PM	Virtual Expo Hall
Tuesday, November 16	
8:00 AM - 9:30 AM	The Power of Purpose and Refreshing Your Why
9:30 AM - 10:30 AM	Virtual Expo Hall
10:30 AM - 12:00 PM	Navigating the Pandemic and Its Financial Impact on Healthcare
Wednesday, November 17	
2:45 PM - 4:15 PM	The Inclusive OR — Roles and Goals for Creating a Diverse Team
4:15 PM - 5:15 PM	Virtual Expo Hall
Thursday, November 18	
3:00 PM - 4:00 PM	“Ask Me Anything” — Business Leaders Roundtable
4:00 PM - 5:00 PM	Virtual Expo Hall
5:00 PM - 6:00 PM	Virtual Networking Activity
Friday, November 19	
9:00 AM - 10:00 AM	Awards Recap and Winners Circle Session
10:00 AM - 10:15 AM	ENCORE Sign off with Prize Giveaways

**The ENCORE Portal Will Remain Open Through December 31st, 2021.  
You’ll Be Able to Stream Sessions for 6+ Weeks!**



<b>3T MEDICAL SYSTEMS</b> 41	<b>DABIR</b> 23	<b>LeanTaaS</b> 17	<b>PREFTECH<sup>®</sup> OPERATING ROOM</b> 42	<b>SURGICAL DIRECTIONS</b> 52
<b>Boston Scientific</b> 31 <small>Advancing science for life™</small>	<b>GETINGE</b> ✖ 6	<b>medtel</b> 36 <small>TRANSFORMING MEDICAL CARE EXPERIENCE</small>	<b>Qventus</b> 22	<b>SYFT</b> 1
<b>CAREstream AMERICA</b> 34	<b>HealthInsights.ai</b> 40	<b>Meperia</b> 13 <small>Committed to making life easier</small>	<b>ReadySet Surgical</b> 7	<b>TrackCore</b> 29 <small>Implant Tracking Simplified</small>
<b>Casechek</b> 11	<b>HealthNautica.com</b> 28	<b>MICROLINE SURGICAL</b> 37	<b>Seabright</b> 18 <small>efficiency • data • oversight</small>	<b>twistle</b> 44 <small>by HealthCatalyst</small>
<b>CF Nutrition</b> 49	<b>Hospital IQ</b> 46	<b>MOAB HEALTHCARE</b> 47	<b>SIS</b> 45	<b>WHITMAN PARTNERS</b> 50
<b>COHEALO</b> ✖ 30	<b>IMO Intelligent Medical Objects</b> 12	<b>ORManager</b> 19	<b>SPEND MEND</b> 5	
<b>Copient Health</b> 24	<b>Invita</b> 16 <small>HEALTHCARE TECHNOLOGIES</small>	<b>PREFCARDS</b> 4	<b>SPM</b> 25	

# Optimize OR Performance

- Do you/your surgeons trust your data?
- Are you ready to optimize block utilization and create more open time?
- Do you struggle to balance surgeon needs with target utilization and revenue targets?

Join over 200 hospitals across more than 40 health systems – totaling more than 2,100 ORs – who rely on iQueue for Operating Rooms to maximize OR access by optimizing Block and Open Time.

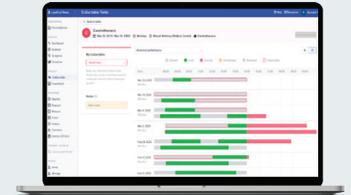


## Collect

Identifying truly “collectable blocks”

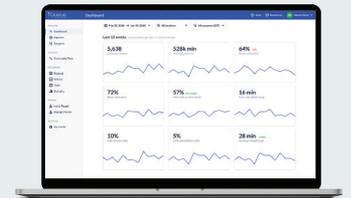


Better data to make decisions faster



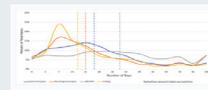
## Analyze

Creating a single source of truth to increase visibility, transparency and accuracy



## Exchange

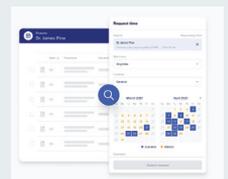
Monitor booking patterns



Proactive release reminders



Schedule in open time sooner



## Results

- \$500K per OR per year improvement in revenue
- 6%, on average, improvement in primetime utilization
- Higher surgeon, patient and staff satisfaction
- Increased capacity and reduced capital expenditures on unnecessary expansions
- Engaged surgeons
- Growth of surgical market share

# THANK YOU TO OUR EXHIBITORS!



41

Surgical facilities are always being challenged to do MORE with LESS. ONETRAY rigid containers provide a solution that allows facilities to meet these demands head-on by processing loaner, consignment, and high turn hospital instrumentation in a fraction of the time it takes sterile wrap or traditional rigid containers. When ONE TRAY is used with EX-TRAX you can maximize reprocessing of orthopedic sets by reducing 6-8 vendors.

[www.3tmedical.com](http://www.3tmedical.com)



31

Boston Scientific Corporation is dedicated to transforming lives through innovative medical solutions that improve the health of patients around the world. Boston Scientific Urology-Pelvic Health is the worldwide partner of choice driving meaningful innovations and solutions in the urologic sub-specialties: Kidney Stone Management, including disposable ureteroscopes and lasers; Prostate Health, Prosthetics, Pelvic Health.

[www.bostonscientific.com](http://www.bostonscientific.com)



34

As the premier partner of the Serres® Suction System, CAREstream America offers a full suite of solutions making the process of fluid waste management efficient, easy, and environmentally safe. CAREstream is the exclusive distributor of Pharma Systems HCHs and filters for anesthesia, neonatal, and respiratory needs. Our extensive range of quality filtration and humidification devices provide patients with comfort and infection prevention.

[www.carestreamamerica.com](http://www.carestreamamerica.com)



11

Casechek connects hospitals and medical device suppliers to ensure the correct products are delivered and processed for surgery. With its proprietary supplier databases and interfaces with hospital information systems, Casechek brings automation to this complex supply chain.

[www.casechek.com](http://www.casechek.com)



49

CF Nutrition exists to innovate clean, delicious, and functional clinical nutrition beverages medical professionals can feel confident recommending to patients facing a health challenge. We are known for improving the way millions of people prepare for and recover from surgery with our ERAS®-compliant, anesthesiologist-developed flagship drink, CF(Preop)®. We have expanded to offer presurgical kits for patients.

[www.drinkcf.com](http://www.drinkcf.com)



30

Cohealo enables health systems to save money by sharing medical equipment between facilities, eliminating rentals, redundant purchases, and unnecessary capital expenses. The Cohealo solution combines a technology platform, equipment utilization analytics, and supporting logistics to automate sharing activities, turning idle equipment capacity into new opportunities for growth.

[www.cohealo.com](http://www.cohealo.com)



24

Copient Health develops and markets solutions that increase case volume and optimize OR block management in hospitals and surgery centers.

[www.copienthealth.com](http://www.copienthealth.com)



23

Hospital-Acquired Pressure Injuries are painful for patients and increase treatment costs for providers. Nearly 25% of HAPIs are acquired intra-operatively during surgeries lasting three hours or more. Dabir systems are innovative solutions that have been clinically demonstrated to provide tissue offloading to promote healthy tissue perfusion, mitigate the effects of deep tissue deformation and skin shear to prevent pressure injuries.

[www.dabir-surfaces.com](http://www.dabir-surfaces.com)



6

Getinge provides hospitals and life science institutions with products and solutions aiming to improve clinical results and optimize workflows. Product offerings include solutions for intensive care, cardiovascular procedures, operating rooms, sterile reprocessing and life science. Getinge employs over 10,000 people worldwide and products are sold in over 135 countries.

[www.getinge.com](http://www.getinge.com)



40

HealthInsights.ai provides data analytics solutions and services that are tailored for providers, payers, and accountable care organizations in the healthcare industry. sights.ai Our mission is to enable healthcare leaders to achieve their strategic goals and improve outcomes by unleashing the power of their data. HealthInsights.ai is an established leader in delivering valuable solutions that drive the healthcare of today and tomorrow.

[www.healthinsights.ai](http://www.healthinsights.ai)



28

HealthNautica's eORders is a comprehensive cloud solution for managing the entire perioperative process without changing your scheduling system. HealthNautica's eORders solution can help your hospital grow surgical volumes, drastically decrease 24-hour cancellation rate, eliminate denials, improve patient safety and increase physician satisfaction.

[www.healthnautica.com](http://www.healthnautica.com)



46

Hospital IQ's Perioperative Solution is a cloud-based, hospital operations planning and management software platform that combines advanced data analytics, machine learning and simulation technology with an easy-to-use, intuitive user interface to deliver real-time scorecards, online block management, and labor management capabilities that enable surgical leadership to optimize OR utilization.

[www.hospiq.com](http://www.hospiq.com)



12

IMO is developer of the most widely-used, physician preferred medical terminology service for EHR systems. The latest IMO solution provides a continuously maintained library of surgical scheduling procedures attributed to industry standard coding systems. It helps ensure proper searching, scheduling, communicating and preauthorization that can save your organization time and can improve Medicare reimbursement.

[www.e-imo.com](http://www.e-imo.com)



16

InVita provides chain of custody software technologies for complex medical, forensic and community care environments. Our solutions optimize supply chains, sample tracking, and visibility across blood and plasma operations, the tissue and implant lifecycle, and environments spanning DNA and forensics. InVita's solutions support increased compliance and cost control, reduced risk, and improved patient and public safety outcomes.

[www.invitahealth.com](http://www.invitahealth.com)



17

To successfully manage OR time, perioperative leaders need to have access to data, metrics, and easy-to-use tools "on the fly". LeanTaaS' iQueue for Operating Rooms creates a system for managing Block and Open time while maximizing staff, equipment and capital utilization. The results: \$500K per OR per year improvement in revenue, higher surgeon, patient and staff satisfaction, increased primetime utilization and growth of surgical market share.

[www.leantaas.com](http://www.leantaas.com)



36

Medtel connects the surgical office with the OR, suppliers, and administration, eliminating the need for faxes and phone calls to schedule surgical cases. By putting the surgical team on one real-time platform, Medtel empowers the value-based care team with the data they need to improve their financial and clinical outcomes.

[www.Medtel.com](http://www.Medtel.com)



13

Meperia Implant Management Solution (MIMS): A system that automates the bill-only and consignment process, combining both provider and supplier into a single portal. The benefits are item/pricing transparency, mitigation of product recalls/expirations and accurate contract pricing.

[www.meperia.com](http://www.meperia.com)



37

Microline Surgical partners with healthcare providers to streamline intraoperative efficiencies and drive significant cost savings. Our minimally invasive solutions enable your organization to deliver high quality care in a cost-effective manner.

[www.microlinesurgical.com](http://www.microlinesurgical.com)



47

Moab Healthcare partners with hospitals that are struggling with unfilled vacancies and lack expertise in Sterile Processing Departments. We provide SPD Staffing, Interim Management & Consulting. Industry leaders who can run daily SPD operations, as well as make recommendations for process improvement. Certified travelers who average 7 years of experience.

[www.MoabHealthcare.com](http://www.MoabHealthcare.com)



19

OR Manager is your #1 resource for perioperative leadership education. With 2 annual events, a monthly publication, webinars, career resources and a plethora of daily news, OR Manager is your go-to source for CEs, AEU's, and education you can implement in your facility right away. OR Manager offers news and expert advice specifically for managers, directors, administrators of the OR, ASC and PACU.

[www.ormanager.com](http://www.ormanager.com)



4

PREFcards is a cloud-based, mobile friendly preference card platform that allows users to easily access, update, manage, print and share cards from anywhere...even via mobile phones and tablets. We also make Case Costing a snap, with one-touch automatic case costing reports. We integrate with 80+ EHRs and work with ASCs and Hospitals all across North America to solve the headaches of managing preference cards.

[www.prefcards.com](http://www.prefcards.com)



42

PrefTech is revolutionizing Preference Card Management (PCM) with intelligent, effective, user-friendly software that is improving the lives of nurses, surgeons, and patients. The PrefTech OR platform provides the analytics, the specific card changes recommendations, and the workflow controls that you need to maintain your cards on a continuous basis. Implementation is straightforward.

[www.preftech.com](http://www.preftech.com)



22

The Qventus Perioperative solution combines powerful AI and behavioral science to encourage proactive block release, accelerate surgical case growth, and provide real-time insights to sustain improvements - adding over a case per OR per month.

[www.qventus.com](http://www.qventus.com)



7

ReadySet Surgical improves the profitability of implantable device supply chains for hospitals and surgery centers. Our Predictive Analytics, Inventory Management, Billing Reconciliation and Real-Time Reporting Solutions provide Supply Chain, OR and SPD personnel with unmatched supply chain visibility. Eliminate non-compliant inventory requests, late vendor deliveries, and pricing discrepancies.

[www.readysetsurgical.com](http://www.readysetsurgical.com)



18

Seabright Healthcare Solutions is a healthcare technology firm focused exclusively on automation and cost savings related to bill only implants. Seabright's Bill Only Portal eliminates paper charge sheets and enables our customers to create effective cost containment strategies and reduce the impact of vendor discretion.

[www.seabrighthealthcare.com](http://www.seabrighthealthcare.com)



45

We understand that your OR and clinical departments demand prompt and tailored responses to their needs—and you need to be agile enough to provide them. Our instrument and device management programs will help keep your facility running smoothly. Have you heard that we can dramatically reduce the cost of your robotic surgeries? Stop by and ask us how.

[www.sis-usa.com](http://www.sis-usa.com)

**SPEND  
MEND**

5

At SpendMend, we use our industry expertise to find the cause of financial leakage and provide a path to prevent future loss. When medical device warranty tracking and audits use aged transactions, it's challenging to analyze why financial leakage occurs and to close the control gaps. The findings are often irrelevant to current day-to-day practices. SpendMend provides insights and tracking capabilities for Medical Device Warranty Credit tracking.

[www.spendmend.com](http://www.spendmend.com)



25

STERIS SPM delivers software solutions for managing the demands of the modern sterile processing department. The portfolio of products addresses all aspects of the sterile processing function including surgical asset management, staff training and productivity, sterility assurance, quality compliance, and the broadest array of reporting and decision-support tools available anywhere.

[www.steris.com](http://www.steris.com)



52

Surgical Directions is a leading OR transformation and staffing solutions provider. Our solutions are designed to optimize the performance, resources and capacity within hospital operating rooms and across the care continuum. With our peer-to-peer consulting model, we partner with our clients to deliver sustainable and actionable results.

[www.surgicaldirections.com](http://www.surgicaldirections.com)

**SYFT**

1

Syft® enables enterprise-wide inventory management through a powerful combination of services, automation tools, and real-time data analytics. The comprehensive Syft Synergy® platform eliminates the need for multiple point solutions and facilitates immediate supply savings with a range of capabilities including master data management, inventory services, supply chain management software, analytics, and advanced reporting.

[www.syftco.com](http://www.syftco.com)



29

TrackCore, Inc. is the industry leader in biologic tissue and implant management software. TrackCore remains the only solution reviewed by Joint Commission Resources that fully incorporates all implant categories. Through integrations with the hospital's EHR/ERP systems, TrackCore provides a fully touchless experience for its end-users, eliminating manual documentation and reducing human error.

[www.implantracking.com](http://www.implantracking.com)



44

Twistle uses patient-centric communication to coach patients before and after surgery to reduce same-day cancellations, length of stay, postop complications and readmissions, and referrals to skilled nursing facilities. Care coordinators are alerted when patients require early intervention to prevent complications. Twistle drives 90%+ patient engagement, 38% fewer readmissions, 30% shorter length of stay, 29% fewer phone calls, and more.

[www.twistle.com](http://www.twistle.com)



**WHITMAN PARTNERS**  
Director of Surgical Services  
Search | Consulting | Community

50

Whitman Partners is a search firm dedicated to placing the Director of Surgical Services at hospitals and surgery centers around the country. At any given time, Whitman Partners is working on 400+ vacancies with a staff of 20 recruiters and a database of over 10,000 Perioperative Directors.

[www.whitmanpartners.com](http://www.whitmanpartners.com)

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**Always a capital request,  
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# OR BUSINESS MANAGEMENT CONFERENCE 2022

February 14-16, 2022

SAN ANTONIO, TEXAS

JW Marriott Hill Country  
Resort & Spa

## Call for Proposals!

*OR Manager* is seeking proposals for the 2022 OR Business Management Conference to be held in February of 2022.

**We are seeking presentations in the following topics for breakout sessions:**

- Fundamentals of reimbursement
- Capital equipment strategies
- Budgeting strategies
- Integrating value-based payment models
- Matching staffing to demand
- Leveraging cost-saving initiatives
- Streamlining inventory
- Budgeting for design & construction
- Using data and analytics
- Strengthening partnerships with clinicians

**SUBMIT YOUR PROPOSALS**  
**SUBMISSIONS CLOSE OCTOBER 8**

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