



HEALTHTRUST
Performance Group®

Medical Device
Management

HSHS gained full visibility into **orthopedic utilization patterns** and identified significant savings in weeks

Hospital Sisters Health System (HSHS) is a healthcare provider with \$2.9B in spend and a network of 13 acute care hospitals and numerous community-based healthcare centers. They engaged HealthTrust's Medical Device Management (MDM) team to gain insights into their hip and knee spend through the utilization of the **Orthopedic Analytics Dashboard**.

What We Do

HealthTrust's Medical Device Management is the industry's definitive source of clinically informed market intelligence for medical devices.

Built by industry experts and guided by physicians, Medical Device Management helps healthcare organizations go beyond mere pricing to capture newfound cost savings and influence utilization in high-value implants.



Check out our
case study
below.



For more information on HealthTrust's
Medical Device Management capabilities

Contact our team today:

Will Scott | will.scott@healthtrustpg.com | healthtrustpg.com

Health System Details:



**Hospital Sisters
Health System**



13 Hospitals



**Service Line:
Orthopedics**



Challenge

Many hospital systems face challenges in reducing costs and achieving product standardization. To achieve these goals, HSHS engaged the MDM team to better understand their hip and knee implant utilization. During a recent Orthopedic Quarterly Business Review, the MDM team identified a reusable drill bit that was being billed as a disposable in each case, resulting in over \$119k in overcharges for a single item.



Solution

HSHS engaged HealthTrust's Medical Device Management team to review their drill bit usage. HealthTrust's first task was to conduct a thorough review of HSHS's purchasing records and its current drill bit usage patterns. A comprehensive analysis was then carried out to identify any misalignments between the two, leading to recommendations on how utilization could be optimized. The result was a window into orthopedic spend through an interactive dashboard with transparency across hip and knee service lines.



Results

Once data was analyzed,
HSHS saw an instant

**\$119K
IN SAVINGS**

identified in 2 weeks

