

# Clinical Asset Management Program

**Send your under utilized medical devices to CAMP**

Curtis Farley, MBA  
MD Expo – Houston, TX  
April 13<sup>th</sup>, 2019



# Welcome

- Curtis Farley
- Education: MBA, BS-Finance
- Experience: 7yr HTM Leadership, 10yr General Operations
- Family: 6 Children



# Sutter Health

- Some facilities date back to 1800's as independent hospitals opened
- January 1996 merger of California Healthcare System and Sutter Health
- Not-for-Profit model of healthcare delivery



# Sutter Health

## **Mission**

We enhance the well-being of people in the communities we serve through a not-for-profit commitment to compassion and excellence in healthcare services.

## **Vision**

Sutter Health leads the transformation of healthcare to achieve the highest levels of quality, access and affordability.

# Sutter Health

- Physicians (members of Sutter Medical Network) – 5,500
- Hospitals – 24
- Network and Affiliate Employees – 53,000
- Ambulatory Surgery Centers – 36
- Cardiac Centers – 6
- Cancer Centers – 9
- Acute Rehabilitation Centers – 5
- Behavioral Health Centers – 7
- Trauma Centers – 5
- Licensed General Acute Care Beds – 4,259
- Neonatal ICU's – 9
- Urgent Care Centers – 33
- Volunteers (approx.) – 5,000
- Walk-in Care Centers – 10

# Sutter Health

- And.....
- 426 Medical Office Buildings



# New Hospitals

- Opened 2 new hospitals in 7 months in San Francisco, CA
- Mission Bernal Campus
  - 120 bed facility
- Van Ness Campus
  - 274 bed facility

# Mission Bernal – San Francisco, CA



Old Hospital

New Hospital

# New Hospital – San Francisco



# New Hospital – San Francisco



# eEquip's Mission

*eEquip exists to provide effective, reliable and affordable clinical technology solutions that enhance excellence in patient care within a safe healthcare environment.*



# What is eQuip?

- eQuip is the brand name for the Center for Clinical Technology Management
- Some still refer to our department as Bio-Med

# Functions Performed by eEquip

## eEquip Operations

- Scheduled Maintenance
- Repair Services

## eEquip Support

- Comprehensive Budget Management
- Contract Management
- Invoice Processing

## Clinical Engineering

- Clinical Engineering & Regulatory Compliance
- Incident Investigation
- Data Management
- Project Management

## Asset Management

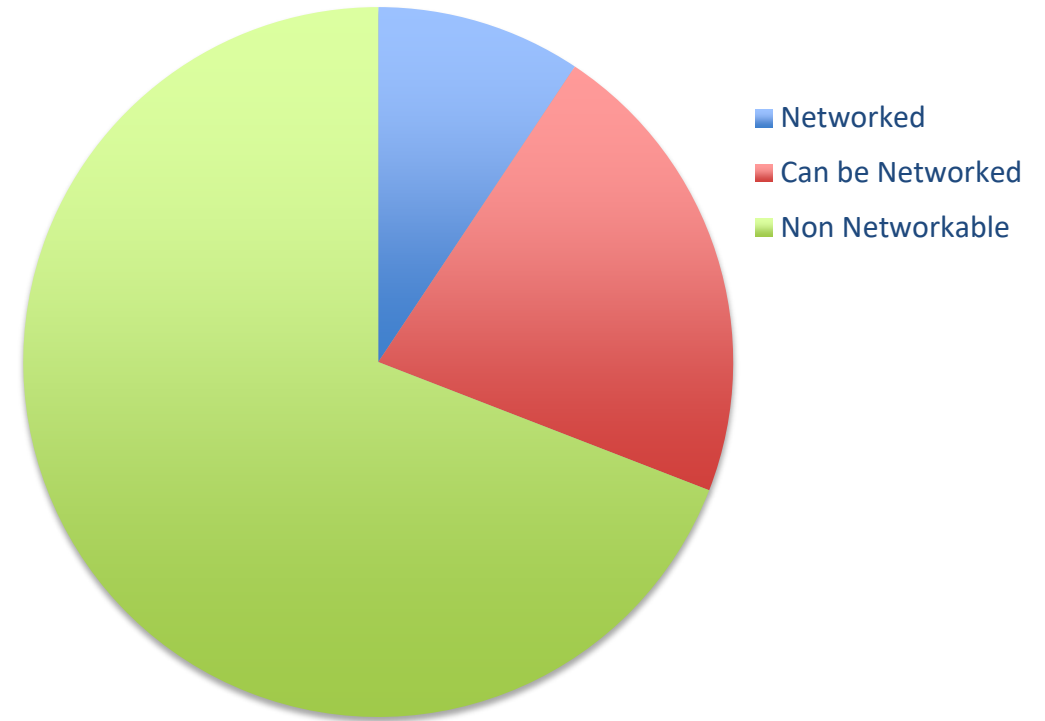
- Service Agreement Development
- Asset Disposition
- Capital Planning

# eEquip Asset Inventory

140,000 Total devices in eEquip database

134 Technicians, Support Staff, & Leadership

Most equipment serviced in-house with support of OEM



Imaging Systems Maintained by eEquip		
Bone Density	1.3% Mammo	3.4%
Radiotherapy/ Linear Accelerator	1.3% Injectors	3.5%
Gamma Camera/PET	1.9% Radiographic	10.7%
Stereotactic Guidance Systems	2.3% Flouro/Cath Labs	11.1%
MRI	2.7% Peripheral Devices/ Printers, CR readers/ Workstations/	22.7%
CT	3.3% Ultrasound	35.7%

# eQuip Clinical Asset Management Program

- Basic framework begin in 2012 where there was a need to re-deploy fully functional medical devices within the Healthcare system.
- Cost avoidance was recognized as a catalyst to implement program.

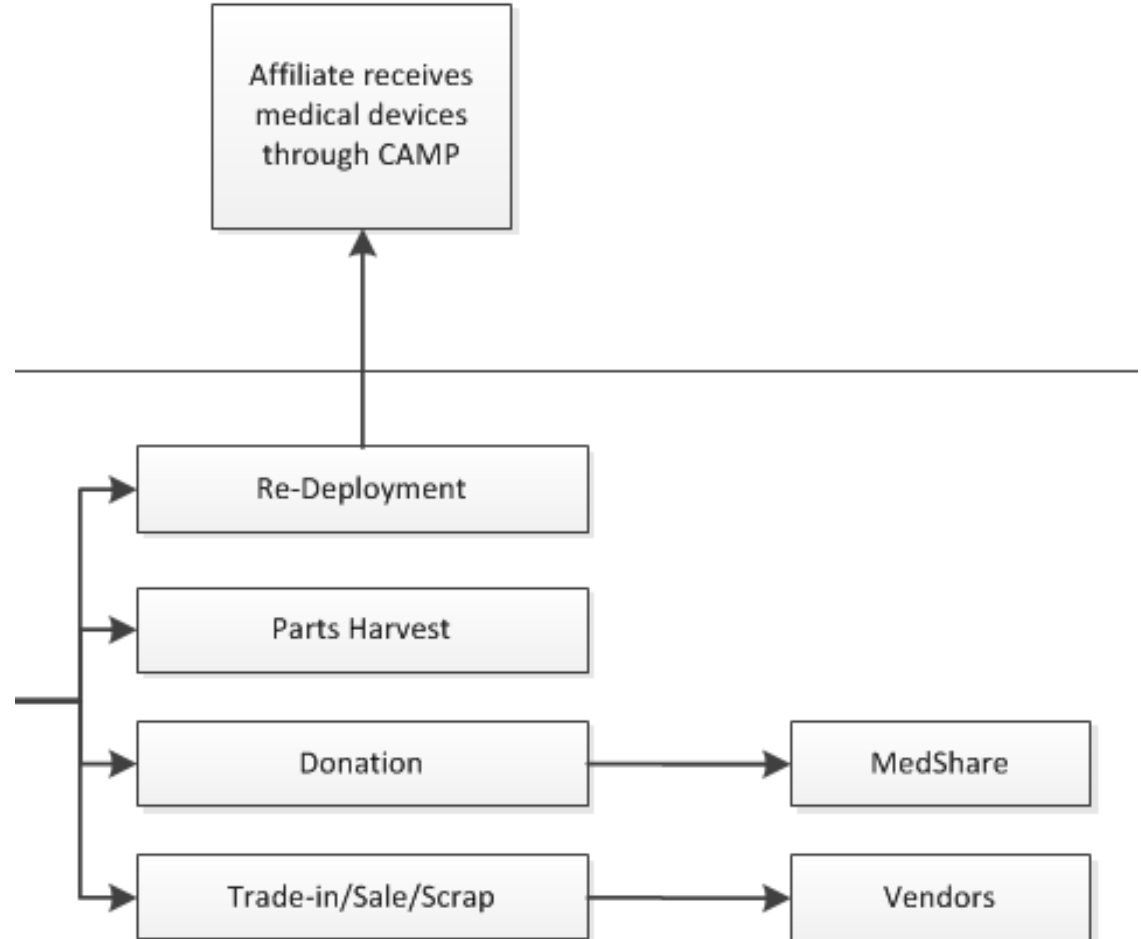


# eQuip Clinical Asset Management Program

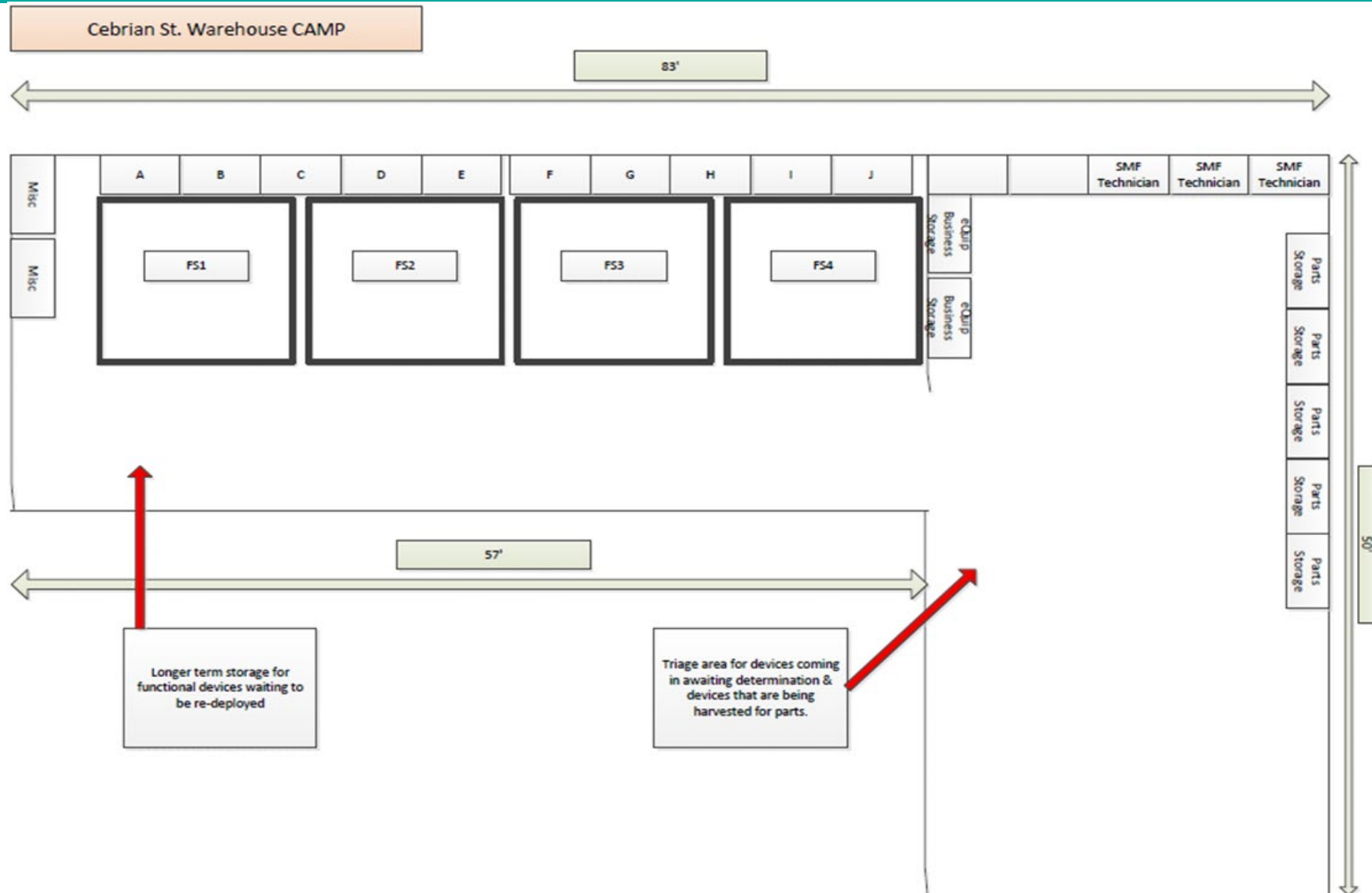
- CAMP (Clinical Asset Management Program) is able to provide cost avoidance of capital purchases by transferring medical devices from one affiliate to another.
- We facilitate moving, as well as inventory updates as part of this process.
- In addition, we consult with Asset Accounting to ensure proper documentation of asset financial information is transferred accordingly.
- Lastly, as part of our included services, we ensure safe handling of PHI and provide certificates of data destruction to be attached to service history

# CAMP Disposition Options

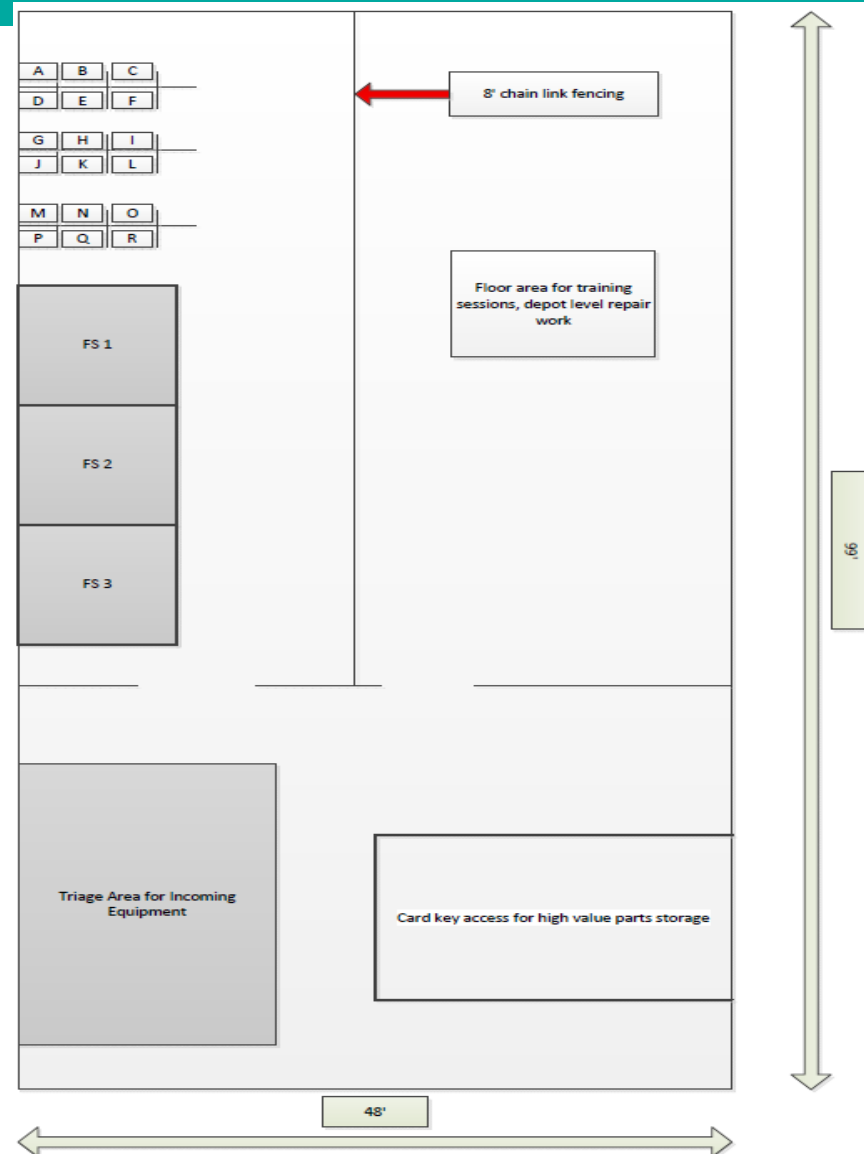
- 5-step process for disposition
- Re-deployment
  - Transfer devices to new affiliated site
- Parts Harvest
  - Harvest parts for use on other systems
- Donation
  - Preferred Partner 'Medshare'
- Trade-in/Sale
  - Greatest value obtained
- Scrap



# West Sacramento, CA Warehouse

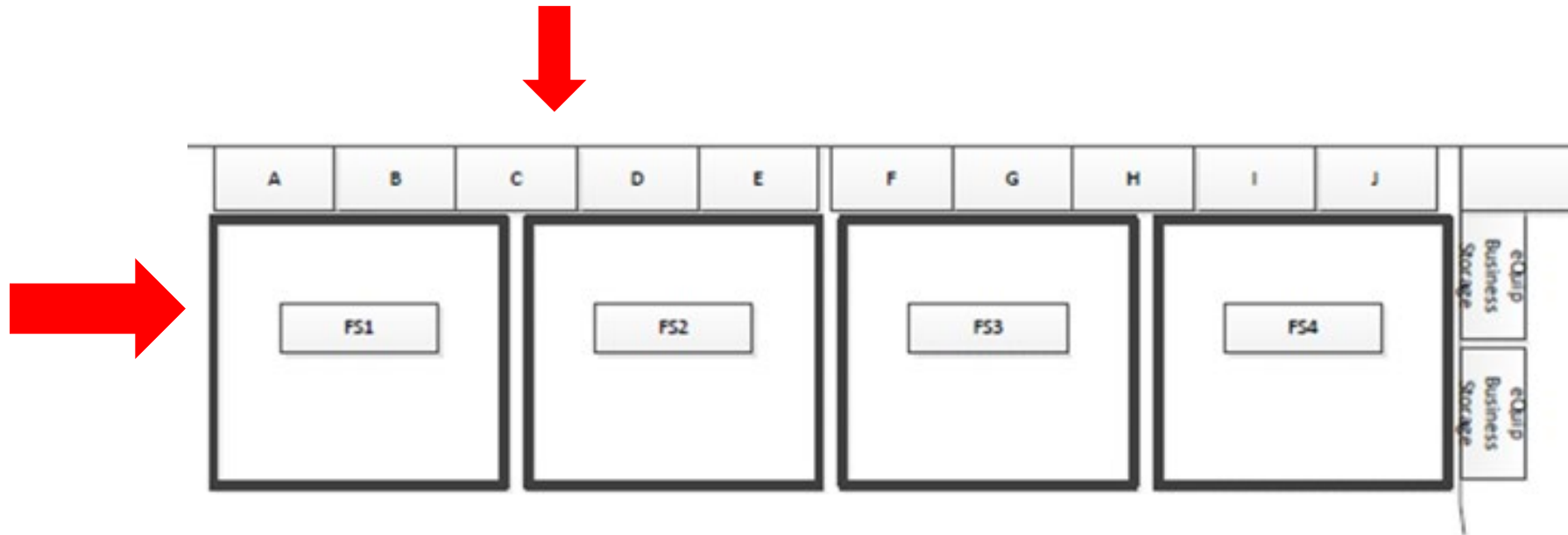


# Fremont, CA Warehouse



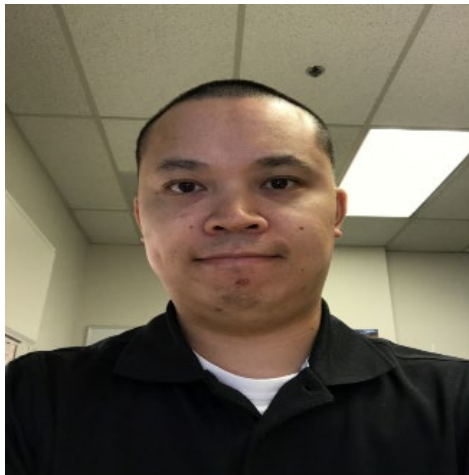
# Warehouse Development

- Imperative to have accurate inventory information
- Assists in parts harvest information to know where the equipment resides



# eQuip Clinical Asset Management Program

- Learning step 102
- Inundated with emails!
- Brainstormed ideas to automate processes
- Next step was to lean on in-house programming staff



# eEquip Clinical Asset Management Program

- Through this website you may:
  - Request excess medical equipment to be picked up
  - View devices that are ready to be deployed
  - View devices that you have already claimed
  - Add items to a wish-list, in the event they become available, the medical device will be transferred to you.

# eEquip Clinical Asset Management Program



## Clinical Asset Management Program

Home Administration



### Submit Request

Submit request for equipment removal



### Available Inventory

Medical devices availability



### My Claims

Click here to view device claim requests that you have already requested



### My Watchlist

If you are in need of a medical device, click here to submit a future request when a device becomes available

*Maintaining, moving and removing medical equipment is easier when you have a team of knowledgeable experts in your corner. Professionals with the Sutter Health Clinical Asset Management Program specialize in working with key medical equipment vendors across the Sutter Health network to remove and dispose of medical equipment from your facility once the decision has been made for removal.*






# eQuip Clinical Asset Management Program






Thu 3/28/2019 3:01 PM

equipassetmgmt@sutterhealth.org

A new request to remove a device has been submitted

To  Farley, Curtis



**Date:** 3/28/2019 3:01:02 PM  
**Name:**   
**Phone:**   
**Email:**   
**Facility:** Lakeside Hospital  
**Address:** 5176 Hill road E, lakeport, ca  
**eQuip Control #:** na  
**Device Model #:** 5348

**Notes/Description:** 2 external pacemakers by Medtronic. good working units removed because staff got new ones.

Click [here](#) to view

# eEquip Clinical Asset Management Program



## Clinical Asset Management Program

[Home](#) [Administration](#)

Click [here](#) to refresh

Open Device Removal Requests <b>196</b>	Available Devices <b>214</b>	Awaiting Claim Approvals <b>15</b>
--------------------------------------------	---------------------------------	---------------------------------------

### Open Device Removal Requests(196)

	Status	Date Requested	Name	Phone	Email	Facility Name	Address	Control # (if known)	
<a href="#">Edit</a>		07/20/2018	Anthony Campos	209-403-0441	camposa@sutterhealth.org	Sutter Tracy Imaging Center	1530 N Bessie Ave Tracy Ca	83910	Please contact Sh

Dashboard showing all open device removal requests



# eEquip Clinical Asset Management Program



Clinical

Home Administration

## Remove Equipment Request

[<< Back](#)

Status:

(\*) Name:

(\*) Phone:

(\*) Email:

(\*) Location of Device:

Facility Name:

Address:

eEquip Control Number (if known):

Description/Notes:

Client:

Status:	<input type="text" value="Acknowledged"/>
(*) Name:	<input type="text"/>
(*) Phone:	<input type="text"/>
(*) Email:	<input type="text"/>
(*) Location of Device:	<input type="text" value="Sutter Tracy Imaging Center"/>
Facility Name:	<input type="text" value="Sutter Tracy Imaging Center"/>
Address:	<input type="text" value="1530 N Bessie Ave Tracy Ca"/>
eEquip Control Number (if known):	<input type="text" value="83910"/>
Description/Notes:	<input type="text" value="Please contact [redacted] schedule pick up. 209-598-1706"/>
Client:	<input type="text"/>

Close Request

Save



Status Change

# eQuip Clinical Asset Management Program



Thu 3/21/2019 10:15 AM

equipassetmgmt@sutterhealth.org

Your request to remove a device has been dispatched

To

Cc

Your request for device removal has been dispatched, and a team member will be calling you within the next 24-48 hours when they are on their way to remove the device(s) from your site.

Address: 301 Old San Francisco Rd Sunnyvale, Ca 94086  
Facility: OBGYN 3rd Floor  
Control #(s): 102109  
Description: Serial #: 11145M213A Zonare Ultrasound Machine Its located in the Managers office

Thank you,  
eQuip Clinical Asset Management Program

# eEquip Clinical Asset Management Program

- Drivers are dispatched to facility once functional check is completed by on-site technicians.
- Equipment is brought to warehouses for disposition process
- For most equipment that doesn't have a strategic plan for disposition, our goal is 90 days in the warehouse then its out.

# eEquip Clinical Asset Management Program



## Clinical Asset Management Program

Home Administration



### Submit Request

Submit request for equipment removal



### Available Inventory

Medical devices availability



### My Claims

Click here to view device claim requests that you have already requested



### My Watchlist

If you are in need of a medical device, click here to submit a future request when a device becomes available

*Maintaining, moving and removing medical equipment is easier when you have a team of knowledgeable experts in your corner. Professionals with the Sutter Health Clinical Asset Management Program specialize in working with key medical equipment vendors across the Sutter Health network to remove and dispose of medical equipment from your facility once the decision has been made for removal.*

# eEquip Clinical Asset Management Program



## Clinical Asset Management

Home Administration

### Available Clinical Assets

#### Filters:

- Biomedical
- Imaging

#### Sort By:

- Description
- Manufacturer
- Model #
- Additional Info



#### IMAGE DIGITIZATION SYS, CR

Mfg/Model: FUJIFILM MEDICAL SYSTEMS (FCR CARBON XL)

Add'l Info:

[View](#) [Claim](#)

*\* stock picture may be used in place of actual picture of medical device*



#### LASER IMAGER

Mfg/Model: AGFA HEALTHCARE (DRYSTAR 5500)

Add'l Info:

[View](#) [Claim](#)

*\* stock picture may be used in place of actual picture of medical device*



#### RADIOGRAPHIC/FLUORO UNIT, MOBILE

Mfg/Model: GE OEC MEDICAL/DIASONICS INC (9800)

Add'l Info:

[View](#) [Claim](#)

*\* stock picture may be used in place of actual picture of medical device*



#### SCANNING SYS, US, GEN PURP

Mfg/Model: GE MEDICAL SYSTEMS (LOGIQ 9)

Add'l Info: Has probes, see picture.

[View](#) [Claim](#)

Displays available devices ready for deployment

Devices have been functionally checked

# eEquip Clinical Asset Management Program



## Clinical Asset Management Program

Home Administration



Displays device information on devices you have 'claimed' from available inventory



### Submit Request

Submit request for equipment removal



### Available Inventory

Medical devices availability



### My Claims

Click here to view device claim requests that you have already requested



### My Watchlist

If you are in need of a medical device, click here to submit a future request when a device becomes available

*Maintaining, moving and removing medical equipment is easier when you have a team of knowledgeable experts in your corner. Professionals with the Sutter Health Clinical Asset Management Program specialize in working with key medical equipment vendors across the Sutter Health network to remove and dispose of medical equipment from your facility once the decision has been made for removal.*

# eEquip Clinical Asset Management Program

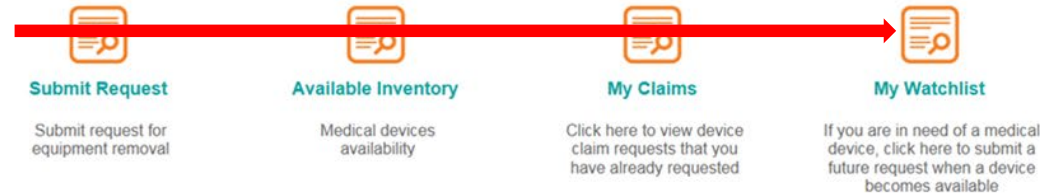


## Clinical Asset Management Program

Home Administration



Where you can add items to watch-list for CAMP staff to search for



*Maintaining, moving and removing medical equipment is easier when you have a team of knowledgeable experts in your corner. Professionals with the Sutter Health Clinical Asset Management Program specialize in working with key medical equipment vendors across the Sutter Health network to remove and dispose of medical equipment from your facility once the decision has been made for removal.*

# eQuip Clinical Asset Management Program

- Learning step 103
- Devices were coming in as non-functional
  - Implement plan to have all equipment functionally checked prior to inclusion in CAMP.
  - Addresses potential of PHI leaving facility
  - Ensures that device is properly retired from site inventory prior to moving to warehouse
  - Junk needs to be eWaste to prevent unnecessary work

# eEquip Clinical Asset Management Program

Reports can be generated from website activity

Manufacturer	Model	Control Number	Original Affiliate
--------------	-------	----------------	--------------------

Capital Acquisition	FMV	Depreciation Left	Age	Arrival Date	Days in CAMP
---------------------	-----	-------------------	-----	--------------	--------------

Date of Final Disposition	Final Disposition	Cost Avoidance	Final Disposition Vendor	Contains PHI
---------------------------	-------------------	----------------	--------------------------	--------------

# eEquip Clinical Asset Management Program

## Advantages to having this program

- Re-deploying used medical devices avoids capital expense
- Greater control of medical devices leaving facility
  - Potential of PHI loss
- Greater control of inventory of active medical devices
- Asset Accounting department

# eEquip Clinical Asset Management Program

Advantages to having this program, continued.

- Warehouse space for long-term storage of medical devices
- Consultation of trade-in devices to create greatest value
- Consolidation of Vendors to remove older Radiography/Nuc Med/CT/MRI

# eEquip Clinical Asset Management Program

## Overcoming Challenges

- “Selling” the program to internal customers
  - Presenting to different system-wide Leadership
- Learning Steps
- Greater communication and automating processes
- Overflow at warehouses
- Warehouse control access issues

# eEquip Clinical Asset Management Program



This is how equipment  
used to come into  
warehouse  
No inventory, some trash



After inventory,  
devices are placed on  
shelves and onto  
website

# MedShare Partnership

[www.MedShare.org](http://www.MedShare.org)



# Future Developments

- Enterprise eWaste vendor to include medical device eWaste
- On-site repair of medical devices in need of minor repairs
- Additional development of website to further integrate with CMMS
- Loaner program of medical devices reducing outside vendor expense

# Questions?

