

Medtronic

Integrated Health SolutionsSM

Operational Excellence:
Lowering OR costs and
treating more patients

Istituto Dermopatico dell'Immacolata - IRCCS
Rome, Italy



Overview

Istituto Dermopatico dell'Immacolata (IDI), located in Rome, is one of Italy's leading hospitals for dermatology. It is known for its high-quality healthcare services, especially for rare dermatological diseases, and has become a Scientific Institute for Research, Hospitalization and Healthcare (IRCCS).

The hospital's operating room (OR) procedures include plastic and reconstructive surgeries for skin cancers and colorectal and vascular procedures. In the past five years, their surgeons and clinicians have performed more than 66,000 surgical interventions, nearly 3,000 vascular procedures, and treated almost two million patients.

66K

surgical
interventions

3K

vascular
procedures

2M

patients
treated



The opportunity

The hospital partnered with Medtronic Integrated Health Solutions (IHS), the company's services and solutions arm, **to expand the range of available services, optimize costs and further enhance the quality of care for patients.**

Working with IHS, they identified areas for improvement in the OR, including better materials/supply chain

management and equipment management, with an approach that has enabled IDI to better allocate resources while maintaining a high quality of care.

After an initial six-year contract, the institution extended its agreement with IHS in 2023 to continue reducing operating costs and optimizing processes, especially maximizing the use of the hospital's operating rooms.

// IHS services and solutions have ensured the timely availability of materials for surgical procedures and, consequently, adherence to the surgical schedule, benefiting our patients and healthcare staff. We are also launching new innovative projects that will allow us to improve our offerings and expand the available care for patients."

**Giampaolo D'agnese, Director of Strategic Planning
Innovation and Development, IDI Rome**

The solution

IHS began in 2017 by helping the hospital invest in updated equipment while reducing their operating costs. In 2023, the solution was redesigned to better optimize the hospital's resources by providing the following services under the updated agreement:

Materials management

Moving non-clinical supply management activities to IHS, which enabled hospital staff to focus more on patient care. It includes full-time onsite IHS staff who manage operating room stock and inventory and track product usage, which eliminated expiration risks and improved product availability.

IT enablement

Part of the materials management solution, this platform seamlessly integrated with the hospital's Client Information System to track material costs, consumption, and spending, while ensuring enough products are available based on pending procedures.

Equipment Maintenance & Supply Services

This solution ensures that OR equipment runs optimally with minimal downtime. It also includes lifecycle management for specialized equipment and ongoing and other maintenance.

Optimization/Operational Excellence

This solution is focused on maximizing the use of the hospital's 11 operating rooms. It entails defining a more efficient patient journey by streamlining flows between departments and ORs, improving bed availability, and improving OR efficiency and on-time starts. The solution also includes:

- *Supply Chain Operational Excellence*: Reviewing how the supply chain flows between departments and redesigning the approval process to better manage supply requests and control expenses.
- *Planning & Scheduling*: Using AI software to analyze the current use of rooms and suggest ways to improve efficiency and maximize usage.

The impact

Thanks to IHS services and solutions, IDI was able to identify and monitor areas for improvement, introduce the most appropriate corrective measures, and thus contain costs. The secured savings were reinvested in productive activities and technological investments, contributing to the expansion of services offered to patients. In 2023 alone, versus 2022, IHS' solutions:



Reduced costs by 13%.



Eliminated procedure cancellations that were due to the unavailability of equipment or materials.



Significantly **reduced the amount of administrative work** and invoice management required from the hospital.



Increased procedural volume by 12% without increasing costs by enabling the hospital to expand the types of procedures it offers, including ERCP* and EVAR**.



Supplied more than 1,200 types of products, handling over 5.7 million items, a **40% increase** in volumes compared to 2022.

*Endoscopic Retrograde Cholangiopancreatography
**Endovascular Aneurysm Repair

About Medtronic IHS

Integrated Health Solutions builds on Medtronic's unique combination of capital resources, process optimization expertise and therapy knowledge. In cooperation with medical institutions, IHS develops innovative services and solutions to improve efficiency, reduce costs, facilitate patients' access to different types of treatment, and improve outcomes.

In Italy, IHS activities are provided by NGC Medical S.r.l.

Would you like to know more about what IHS can do for your hospital? Learn more by visiting our [website](#), reaching out to your Medtronic contact or emailing us at: integratedhealthsolutions@medtronic.com

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