

Medtronic

Integrated Health SolutionsSM



Pathway
Accelerator solution

Using a unique and proven methodology and dedicated tools, we help providers build robust, resilient care pathways that accelerate patient access to care while minimising length of stay and supporting patients as they return home.

Why is a Pathway Accelerator needed?

Health systems around the world are realizing the need to shift toward lower-cost, patient-centered care guided by more-efficient pathways. This can be exceedingly difficult to accomplish, however, given the scarcity of time and resources. Another challenging factor is a lack of standardization in practices and duplication of effort in today's care approaches.

Current pathways are insufficient despite putting best efforts into setting them up based on quality standards or KPIs. In reality, an optimal pathway is one that is easy for the care team to follow, and is seamlessly and

consistently executed for every patient, regardless of which branch of the pathway they are on, or whatever stage of their journey they are in. To set up this type of pathway requires tools, templates, buy-in at all levels, and practical guidance. Without this level of support, care won't be harmonized and it certainly won't be efficient.

Broad-ranging complexities make pathway optimization a daunting task for healthcare providers to do on their own.

These include:



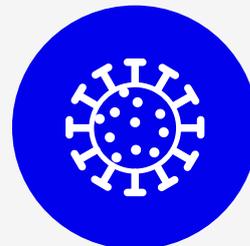
Fragmented hospital pathways that involve dozens of interactions, with different stakeholders over weeks or months



Too much variability, making it difficult to orchestrate a flow of care consistently, for every patient



A lack of visibility into current performance, lack of access to information on best-practices, sustainable implementation, and tracking improvement



COVID-19 shifts away from traditional healthcare settings, towards remote care, support at home, and digitalization is still in its infancy and requires expertise to drive effective transformation

What is a Pathway Accelerator?

Our Pathway Accelerator is a comprehensive and integrated solution to help providers implement, run and sustain care pathways that are evidence-based, best-practice-informed, and patient-centric.

Capitalizing on hundreds of care pathway optimization projects, across a broad array of medical conditions, we have created a proven Pathway Accelerator package that can quickly transform your pathway and deliver sustainable results.

The Pathway Accelerator:



Leverages an ever-growing knowledge base of best practices and learnings captured through hundreds of projects



Uses standardized and road-tested methodologies and tools that enable fast, cost-effective transformation and consistent deployment across medical conditions



Integrates full change management support to successfully orchestrate process, organizational, and technology transformation, (thus accelerating speed of implementation, maximizing adoption, and embedding into daily practice)



Takes a value-based approach, monitoring health outcomes of specific patient groups against resource use and costs for delivering these outcomes, and using that information as a way to drive clinical team engagement and alignment



How is the solution delivered?

Our solution is designed to provide everything needed to transform and operate a new and improved pathway. It includes:

- A digital Pathway Accelerator playbook
- Our Get Ready® digital platform that connects patients to their care team to enable greater coordination and management of care
- Expert implementation support including project and change management, training and coaching
- Access to best practices and learnings from 200+ partner accounts and the ability to benchmark and collaborate with them



The digital Pathway Accelerator playbook

A suite of enhanced content to speed pathway development and implementation. Containing:

- Standard Operating Protocols developed with our centres of excellence
- A repository of best-practices (e.g. patient cohort segmentation criteria, evidence-based interventions lists, outcomes, costs and process indicator sets, organization models)
- A repository of templates and tools (e.g. pre-procedure checklists, scripts for nurses to use with patients, patient information and education material)
- Base line configuration templates for pathway digitization and digital patient engagement
- Change acceleration toolkits (e.g. road-tested HCP mobilization and training programs)

This includes assets for various therapy areas where Medtronic has strong presence, such as heart failure, diabetes, TAVI, ERAS, bariatrics, stroke, and more.



The Get Ready® digital solution

A flexible platform that can be applied across different use cases (e.g. same-day interventions, fast track programs, surgery preparation and follow-ups) to digitally integrate the patient journey as well as engage patients in their own care. It contains:

- A patient platform that enables self-management and monitoring. The app collects data from health questionnaires and monitoring devices. It provides automated alerts, educational content and activity reminder for improved adherence to protocols. It also enables bi-directional messaging between patients and care teams
- A care team platform that enables clinical and service teams to monitor patients remotely, triage cases requiring further investigation, and intervene as the patient's condition changes

Our expert implementation team can tailor a solution that addresses your specific pathway needs, using the playbook and the supporting assets to efficiently deliver solutions to you.

Our seasoned Lean experts and IHS consultants will support the project's success by:

- Engaging the relevant stakeholders upfront
- Locating and quantifying inefficiencies and root-causes along operational processes
- Identifying and prioritizing various pathway optimization levers
- Co-designing the pathway with you, leveraging our repository of critical resources, to tailor and implement
- Driving change and helping you create a culture of continuous improvement



Digital Pathway Accelerator playbook

To speed pathway development and implementation



Get Ready® digital platform

For patient engagement and remote monitoring



IHS experts

To support project and change management



Centres of excellence network

For coaching, benchmarking and collaboration

Especially relevant in these COVID-19 times

Since the pandemic, we've seen across our client base an increased willingness to make radical shifts in how and where care is provided, opening the door for even greater transformation. As a result, we have codified and embedded in our Pathway Accelerator Solution the best practices that are enabling clients to fast-track implementation of those care model innovations.

Our Pathway Accelerator helps our clients implement three fundamental shifts to better balance access to care while reducing strain on facilities and keeping employees and patients safe from unnecessary exposure.

1



In-hospital flow optimization

Drawing on the clinical and disease expertise of Medtronic, we can help:

- Reduce inpatient **length of stay** by **increasing efficiency** and introducing less invasive care concepts
- Maximize use of **in-hospital capacity** by standardizing and ensuring consistency in the care pathway

2



Ambulatorization

We can help capture efficiency gains and eliminate wasted time and effort in the pathway by:

- Shifting inpatient hospital care to **outpatient care** by introducing concepts like **day surgery & same-day intervention**
- Avoiding unnecessary or duplicative care, by shifting multiple outpatient visits into one **consolidated appointment**

3



Digital patient engagement

We can help apply the full power of digital solutions to drive pathway and care transformation by:

- Shifting pathway steps (where applicable) to **virtual settings** using **digital tools** and remote telemonitoring
- **Empowering** and **educating** patients pre/post-procedure via apps Accessing Medtronic in-house and partner solutions

Tried and tested: aproven track record

Broad footprint across EMEA

230

Accounts under managed services

27

Countries with operations

>600

CathLabs and OR's

800,000

Patients treated annually

350 experts

Architects, Biomedical, Engineers, Consultants, Hospital supply, Chain managers, Purchasers, Cathlab managers, Operating room, Managers, Hospital managers, Physicians, Health economists.



Benefits for patients:

- Accelerated access to care and treatment
- Personalised, systematic care
- Optimized experience and pathway journey
- Better management of pre- and post-procedure activities
- Reduced risk through standardized diagnostic and treatment pathways, minimizing unnecessary visits to the hospital
- Reduced length of stay
- Improved quality of care through adherence to evidence-based medicine



Benefits for hospitals:

- Activity growth through better utilization that enables helping more patients with same level of resources
- Cost-efficiency through reduced unnecessary resource utilization, leading to lower cost per case
- Pathway excellence through a robust pathway that delivers the highest quality standards
- Reduced risk and unnecessary variance through standardized diagnostic and treatment pathways
- Enhanced reputation through improved patient experience and satisfaction, and overall quality of care



Long term partnerships with leading institutions



Why Medtronic IHS?

Our Pathway Accelerator solution is driven by 3 key differentiators

1

Deep pathway expertise

Our approach is drawn from the clinical and disease expertise of Medtronic that includes:

- More than 70 years of innovation supporting clinicians in transforming their pathways
- Access to pre-eminent KOLs from our partner hospitals across EMEA, as well as in-house experts

2

Flow and process optimization

We specialize in capturing efficiency gains and eliminating pathway wasted time and effort through:

- The skill of more than 60 seasoned Lean process improvement experts
- Our proven track record of efficiency improvement from performing 200+ pathway projects annually

3

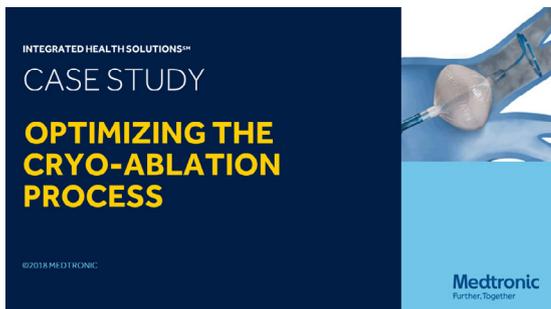
Pathway digitalization

We apply the full power of digital solutions to drive your pathway and care transformation by:

- Working in partnership with the Medtronic Digital Health Solutions team to shape your pathway
- Accessing and deploying Medtronic in-house and partner solutions

We deliver results.

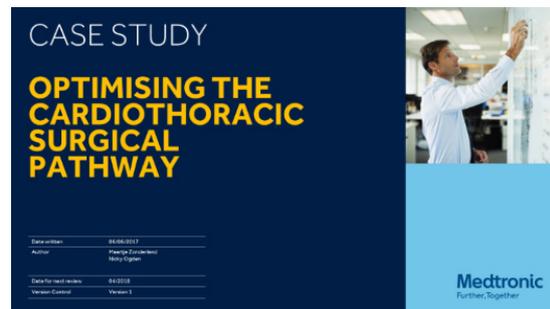
The following are examples of our pathway-related projects in the EMEA region:



33% reduction in procedure time
(from 86 to 58 min)

55% reduction in waiting time
(from 94 to 42 min)

- Doubling capacity unlocking capacity to do three extra procedures per day
- Reduced risk of vascular complications

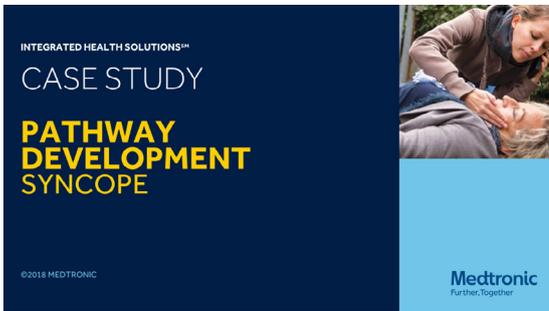


79% reduction in RTT
(from 12-14 weeks to 2-3 weeks)

20% increase in surgical activity

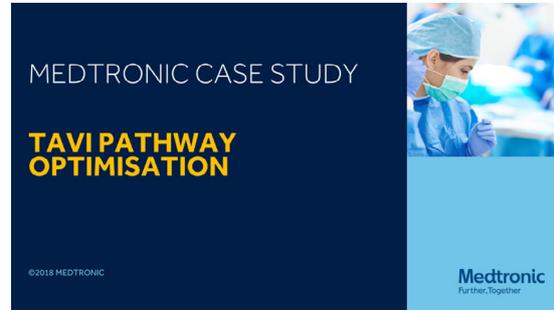
\$800,000

incremental revenue from additional procedures



23% reduction in length of stay (from 9.4 to 7.2 days)

- Patients diagnosed within 2 weeks improved from 50% to nearly 80%
- Diagnostic yield improved from 60% to 80%

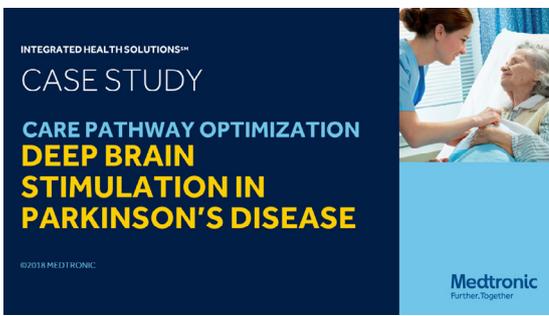


33% increase in patients treated per day per cath lab (from 3 to 4 TAVI procedures)

27% reduction in average length of stay

24% increase in total production levels

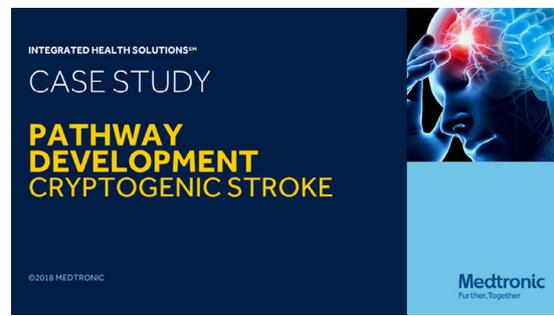
- Within 6–8 months and without adding resources



27% in referral to surgery time

55% reduction in hospital visits per patient (from 11 to 5)

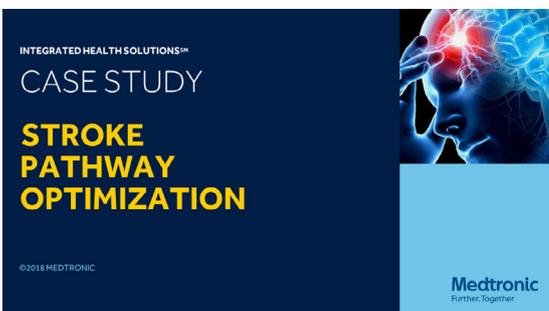
60% reduction in length of stay for DBS procedure (from 2.5 to 1 night)



89% reduction in incomplete diagnostic pathways

39% reduction in patients with cryptogenic stroke (= ischemic stroke with undetermined source) as a result of improved diagnostic & treatment pathway

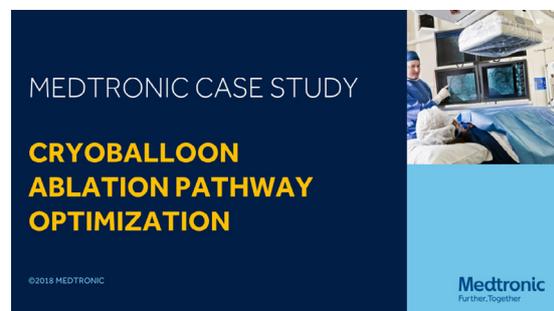
Less uncertainty for patients regarding their condition



50% decrease in lead time Door to CT (from 54 to 26 min)

24% decrease in lead time Door to IV-tPA decreased by 24% from 94 to 71 minutes

11-fold increase in the rate of ischemic stroke patients who receive IV-tPA (from 1,6% to 17,6%)



66% increase in patients treated per day (from 3 to 5 cryoballoon ablations per day per cath lab)

25% reduction in average length of stay post procedure

Enabling the cath lab to treat an extra 250 patients per year with existing staff resources

About Medtronic IHS

Integrated Health SolutionsSM 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.

Interested in improving your hospital's therapy pathway?

Visit our [website](#), reach out to your Medtronic contact or email us at: integratedhealthsolutions@medtronic.com

Medtronic

Medtronic International Trading Sarl
Route du Molliau 31
Case postale
1131 Tolochenaz
Switzerland
Tel: +41 (0) 21 802 70 00
Fax: +41 (0) 21 802 79 00

[medtronic.eu](https://www.medtronic.eu)

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