



Quality and Cost

Cepheid Solutions Services



In the last five years, organizational stakeholders have been forced to really understand what each other's roles are.

The Need

- The changing healthcare industry is facing unprecedented challenges
- In order to survive, hospitals and healthcare systems will need to make significant improvements in their performance
- These challenges require innovative strategies and significant change



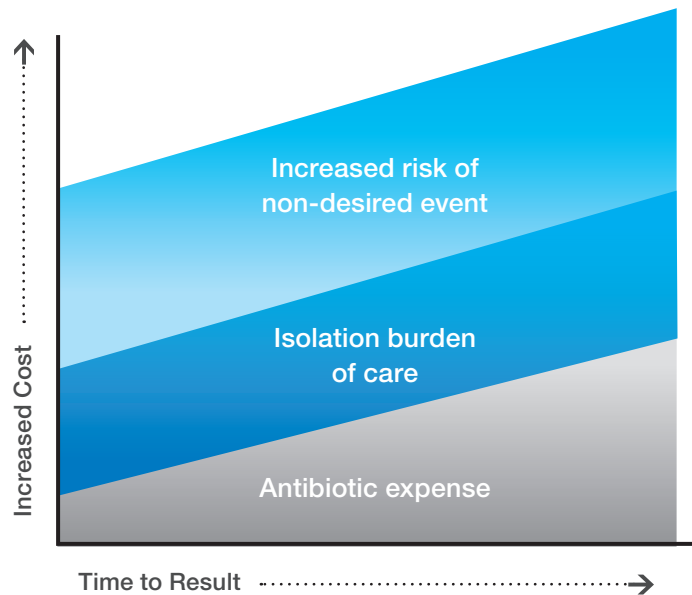
How are more than 1,400 hospitals in the U.S. harnessing this opportunity?

- **Integrating** process & technology to aid in reductions in length of stay and readmissions due to hospital acquired infections (HAIs)
- **Implementing** care coordination and ensuring quality delivery
- **Balancing** resources to achieve best organizational outcomes
- **Real time results** to aid in the selection of appropriate therapies and enhance stewardship programs



Optimizing Resources

By reducing turn-around time of diagnostic information, clinicians and patient care providers are more quickly able to impact individual aspects of patient treatment. This results in better use of antibiotics, isolation equipment, and other hospital resources.



Subject Matter Experts

Cepheid provides solutions and services across the healthcare enterprise. Support is provided by dedicated staff with extensive experience in Lean, Six Sigma, Change Management and Activity Based Costing. Our comprehensive approach increases quality, enhances services and reduces costs by aligning people, processes and technology in a patient centric manner. Cepheid Solutions Services can work with you to enhance delivery of care.

Our Solutions team analyzes how best to bring together people and departments to optimize technology and resources. We can help you realize the advantages of new technology and incorporate systems optimizations throughout the healthcare continuum that serve all downstream clients by tailoring engagements to your specific needs.



As part of their Infection Prevention program, John T. Mather Hospital made significant improvements:



82%

reduction in MRSA infections



25%

decrease in ICU/CCU Length of Stay



4,481

saved patient care days



\$2.17M

saved with 82% reduction in MRSA infections



Through coordinated multi-disciplinary Infection Control initiatives and support from our hospital leadership, we decreased the cost of infections by 48% resulting in a savings of \$2,170,000 during the 7 year period.”

Denise Uettwiller-Geiger, Ph.D.

Clinical Chemist and Director of Clinical Research, John T. Mather Hospital, Port Jefferson, NY

Mather Hospital
NY, USA¹



82%

Loyola Medical Center
IL, USA²



68%

VAMC Houston
TX, USA³



50%

Pordenone Hospital
Italy⁴



78%

Labor Berlin
Germany⁵



50%



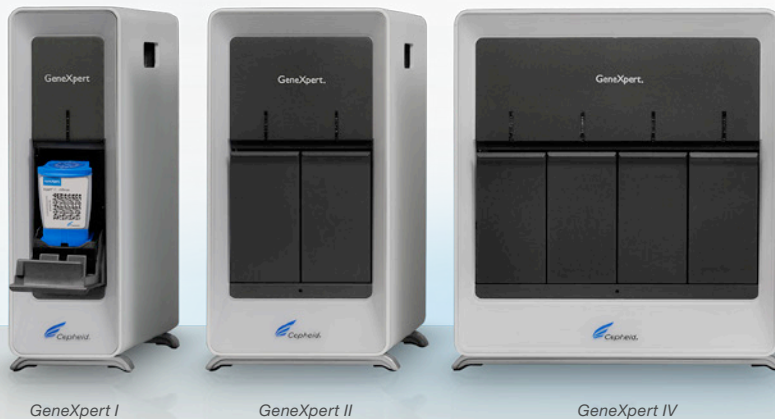
Our Approach

- ■ We meet with each department to **understand how** current practices flow inside and outside the lab (infection control, information technology, pharmacy, purchasing, bed managers, etc..) for microbiology testing.

- ■ We then **analyze the impact** of the implementation of the GeneXpert® System on the entire patient pathway from admission to discharge. Our goal is to understand how and when each department/stakeholder uses results in their day-to-day patient management.

- ■ Next, we work with the organization to **calculate costs and benefits** to the hospital through utilization of GeneXpert testing.

- ■ Upon completion of our analysis we will help you **implement seamless**, integrated process improvements to maximize the benefits of GeneXpert technology.



Please contact your local representative to see how the **Cepheid Solutions Services** can help you meet your goals.

References:

1. In house data as reported in 2012 AACC Lab Automation Report by Denise Uettwiller-Geiger, PhD, DLM (ASCP). Updated 2014 for AACC case study.
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3. Awad, S et al. Implementation of Methicillin-resistant Staphylococcus aureus (MRSA) Prevention Bundle in Decreased MRSA Surgical Site Infections. Am J Surg. 2009;198:607-610.
4. Stano, P et al. Methicillin-resistant Staphylococcus aureus Infection Rate After Implementation of an Antibiotic Care Bundle Based on Results of Rapid Molecular Screening. in vivo. 2013;27:873-6.
5. Walter, M et al. Investment in Rapid on Demand Screening for MRSA and Immediate Isolation of MRSA Positive Patients Reduces Overall Hospital Costs in a German Emergency Hospital. Poster presented at EAHM Congress 2013.

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