

**VALUE ANALYSIS  
AND INFECTION  
PREVENTION:  
CLINICAL  
PERSPECTIVES OF  
COLLABORATION**

**February 2, 2023**

**Via Webinar**



# Disclosures

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- ▶ **None**

# Objectives

- **Discuss the methodology of clinical value analysis in terms of infection prevention and control products.**
- **Review the steps to objectively evaluate new medical technologies and products.**
- **Discuss the role of the infection preventionists in the clinical value analysis process**

# Disclaimer

- **The opinions of the speakers of this program do not represent the official opinions or positions of any specific organization.**

**Karen Niven, MS, BSN, RN, CVAHP**  
**Senior Director, Performance Groups**  
**Premier, Inc.**  
**2022 AHVAP President-Elect**

Karen's primary responsibility is managing the Value Analysis Committee and the clinical process within the Performance Groups line of business. This is an ongoing value analysis process of identifying and articulating market requirements that define a product category's attributes. As a clinical expert she uses her understanding and medical expertise to analyze current and future market technology trends while prioritizing customer needs. In addition, Karen's responsibilities also include assisting the clinical work groups for all Performance Groups as well as working with members and suppliers to identify and develop strategies to introduce new technology and improve product utilization.

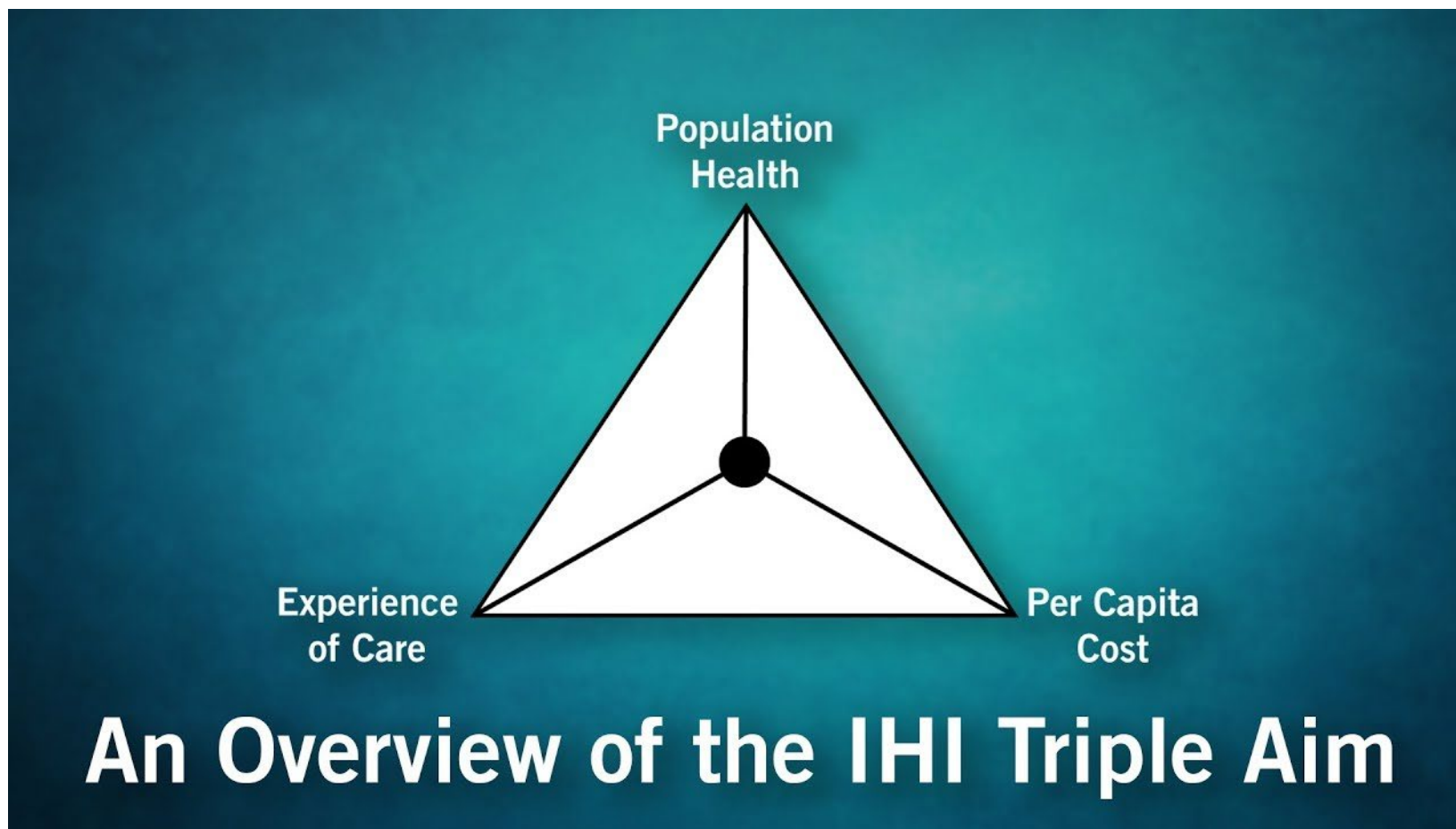
Prior to joining Premier, Karen has more than 33 years of nursing experience in the PeriOperative Services area to include circulating, working in PACU and management of all areas in the PeriOperative arena. Her management duties included capital equipment acquisitions, total joint implant management, physician preference product ordering, daily oversight of the Department of Anesthesia, and responsibility for over 50 OR's 12 Endoscopy procedure rooms and all Pre-op and Post-op departments.





# **How Do We Define “Value” in Today’s Dynamic Healthcare Marketplace?**

# Defining VBC





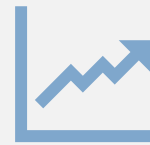
# Relationship of Infection Prevention to Value Analysis



**Infection Prevention and Control is a valuable stakeholder to the value analysis process**



**Must be integrated into the process**



**Requires understanding of the organization's value analysis goals**



# Alignment of Value Analysis to Modern Medicine



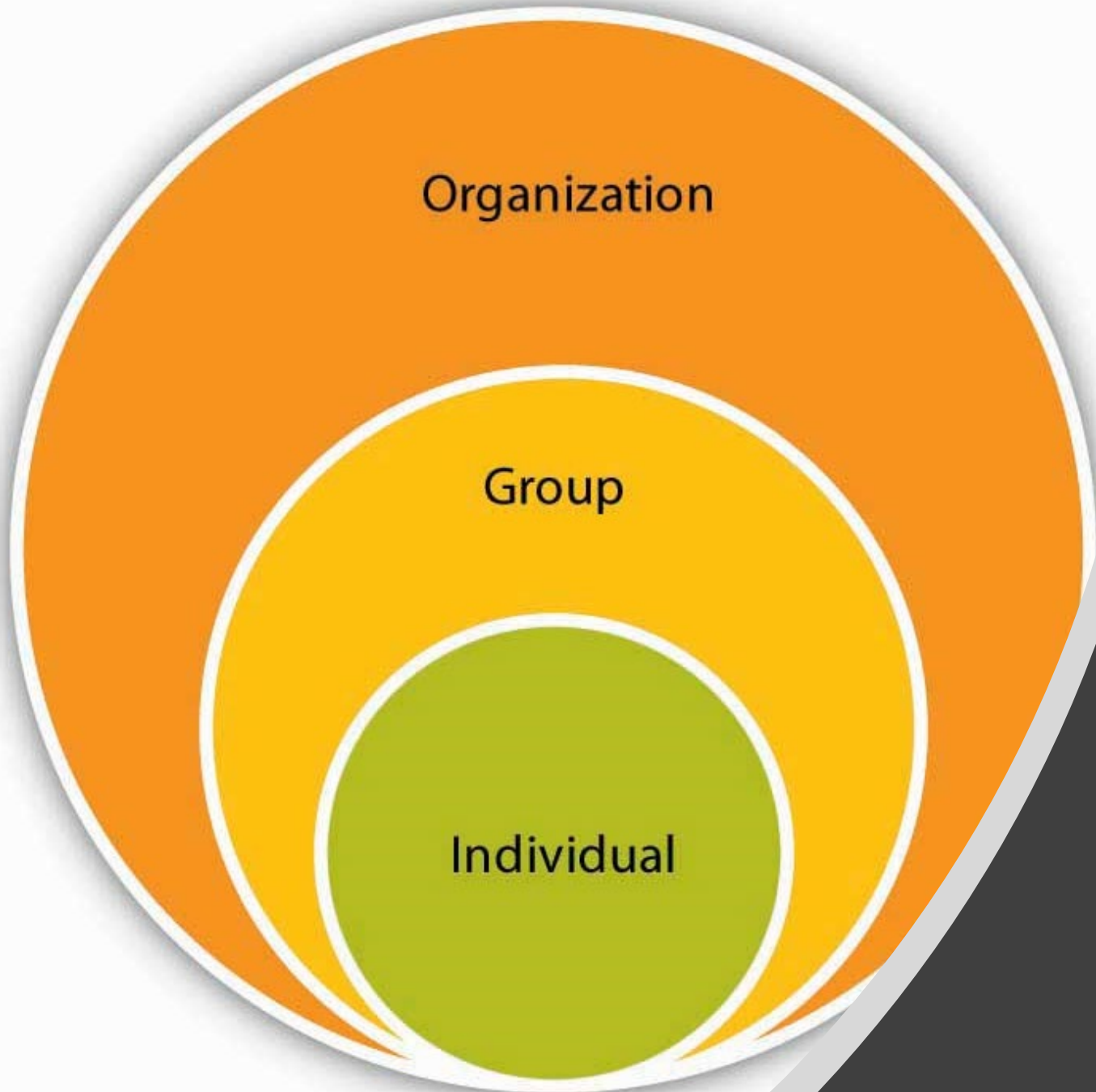
**COST**



**QUALITY**



**OUTCOMES**



# Where Does Value Analysis Report Into?




**Clinical  
Integrations**


- **Integrated HER**
- **Product Recalls**
- **Correlations of Product Usage with Clinical Quality and Patient Safety**



# **Role of National Supply Chain Forces in Value Analysis**

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# National Influences

- **GPOs**
  - **IDNs**
  - **Supply Chain Disruptions/Product Continuity**
  - **New Methods to Conduct Product Training and Competency**
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How Do  
We Win  
Together?



# Evidence-Based Product Evaluation

Evidence-Based  
Outcomes

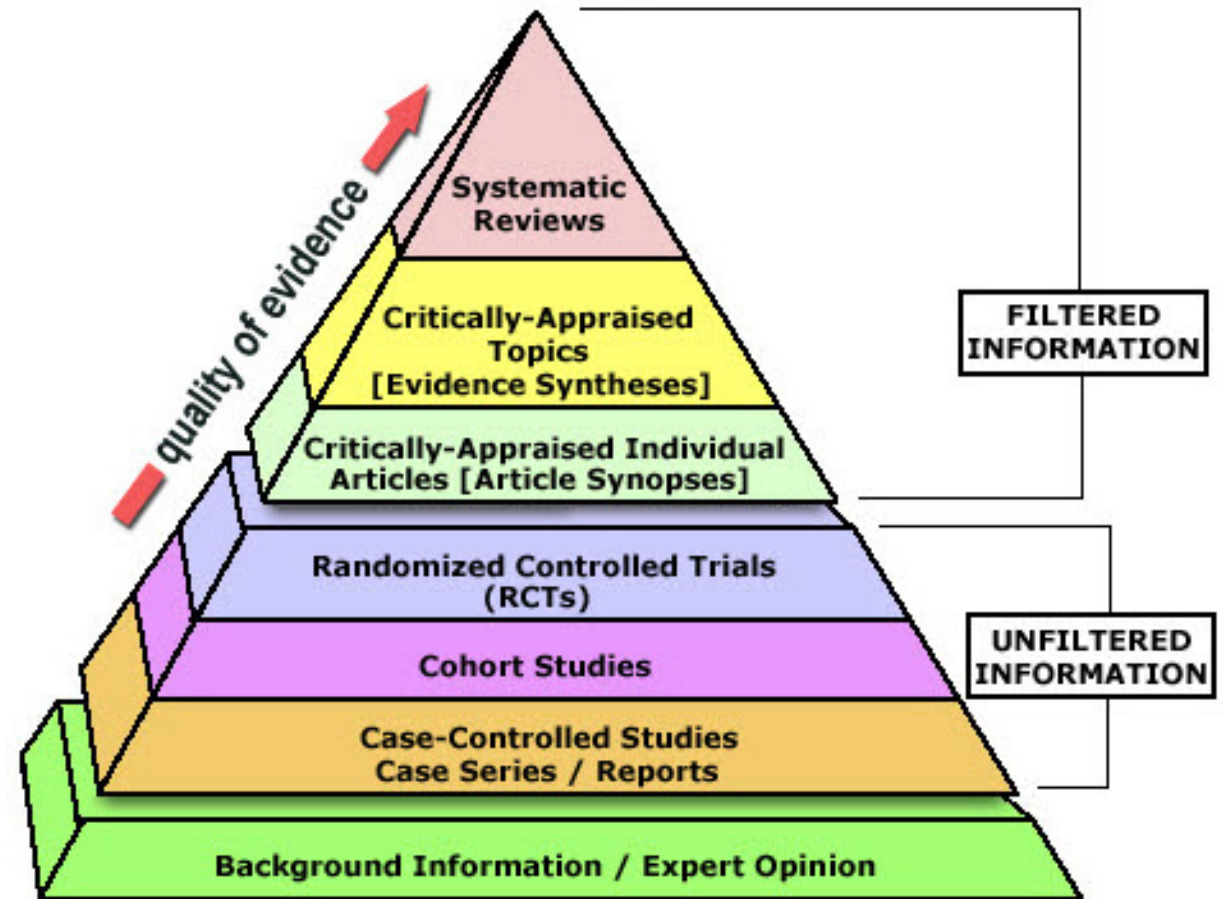
Patient and Staff  
Safety

Current  
Organization and  
Industry-Leading  
Practices

Regulatory  
Requirements

Total Cost of Care  
and other  
Financial  
Influences


# How Do We Evaluate Evidence?



Source: Kent State University



# What is Really Valuable to Value Analysis?

- RCTs?
  - Other Peer-Reviewed Studies?
  - Industry-Generated Whitepapers?
  - Marketing Slicks?
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**Building Strong  
Alliances with Value  
Analysis Leaders**

# Which Do You Want to Be?

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## Non-Integrated

- ▶ **Transactional**
- ▶ **Not Integrated into Value Analysis Process**
- ▶ **Limited Understanding of Value Analysis Process**
- ▶ **Consulted as Needed**

## Strategic Partner

- ▶ **Strategic-Mindset**
- ▶ **Deeply Integrated into Value Analysis Process**
- ▶ **Seen as true "Partner"**
- ▶ **Proactive Solutions-Drive Partner**
- ▶ **Seat at the Table**



# Partnering with Value Analysis Leaders




Be a Resource to your Value Analysis Team by providing tools, templates, cost-calculators, and clinical evidence



Know the challenges of your health system

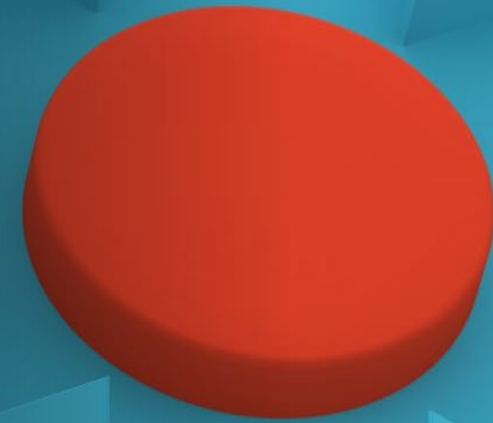


Bring a solutions-oriented approach to problem solving



# Advancing Evidence-Based Practices and Achieving the Triple Aim

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**Become a Trusted Partner:  
Stand Out from the Crowd**

# Our Expectations of You as Infection Preventionists

Proactive Partners

Trustworthy

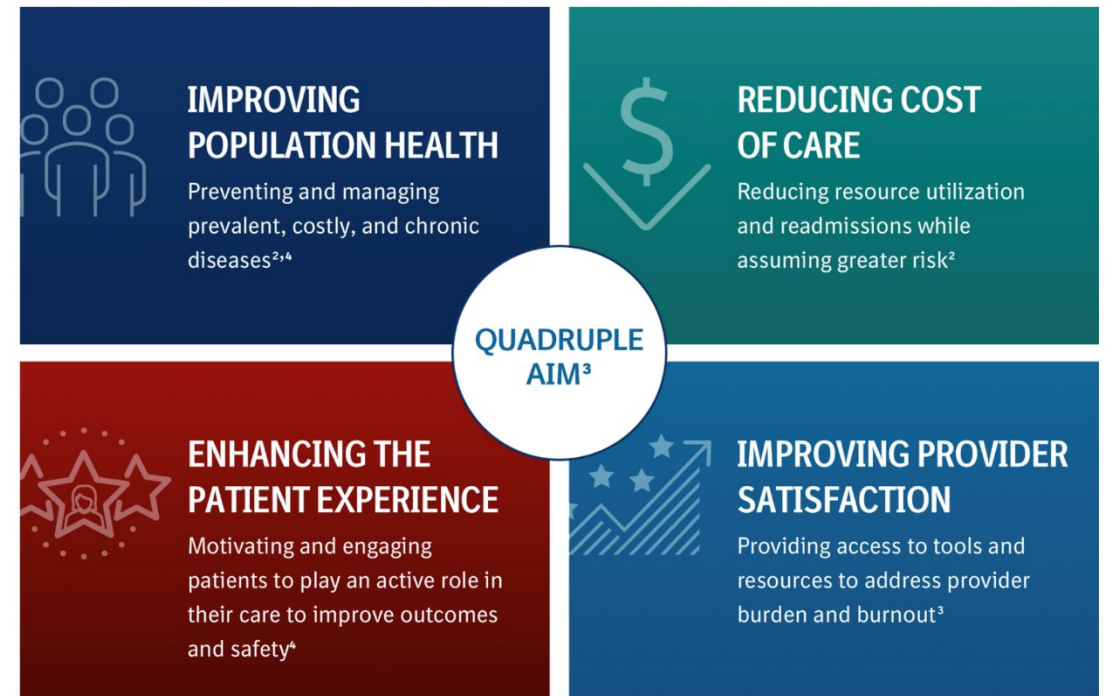
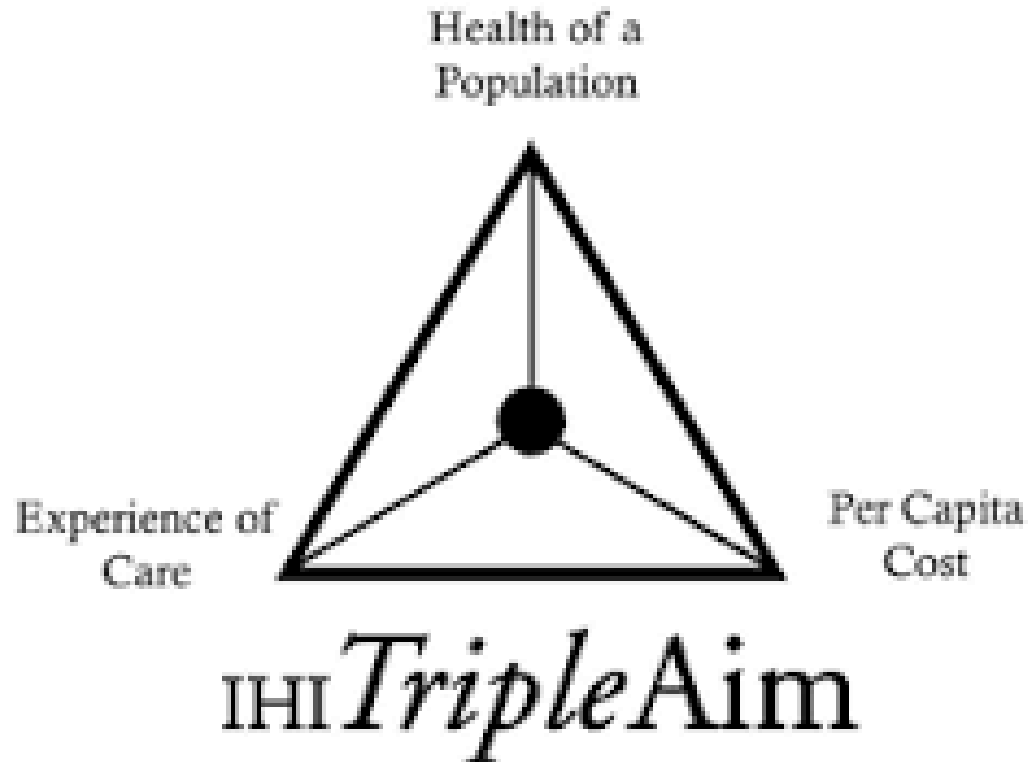
Communicative

Problem-Solver

Strategic Mindset



# The Market is Shifting





# Resources



# Get Involved-Become Certified

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**Thank you-Questions**

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