

## A Billion Dollar Industry Opportunity: TrackCore, the Industry-Leading Tissue and Implant Tracking Software, Integrated with RAIN RFID-Enabled Enclosures

-- West Virginia University Medical Center realizes increased workflow efficiencies and reduced product waste with the TrackCore and RFID implementation --

Doctors and administrative staff at West Virginia Healthcare (WVU) take a lot of pride in WVU's designation as a certified trauma center. The WVU facility has 19 operating rooms on the fifth floor and an additional 10 on the second floor ambulatory unit. With such a large operation, tracking tissue and medical implants required for surgeries in the OR can be an arduous task accompanied by extremely high labor costs.

With this in mind - as well as a goal to stay ahead of The Joint Commission's growing UDI requirements being enforced by the Food & Drug Administration WVU, in 2013, turned to TrackCore Operating Room integrated with RFID enclosures.

**TrackCore Operating Room is a cost-efficient, easy-to-use software product from TrackCore, Inc. designed to manage the full chain of custody of tissues and implants from the loading dock to final disposition.**

After deployment of the TrackCore software, an end-to-end Epic integration and the RFID enclosures, the WVU medical staff saw immediate results. With the previous process, WVU typically experienced a 3% error rate when it came to tracking products that were implanted in patients during procedures. After TrackCore, the hospital stopped tracking this metric because it fell so low it became statistically irrelevant to do so.

Aside from virtually eliminating its error rate, WVU experienced gains in employee satisfaction, better management of expiration dates, accelerated response to recalls, and improved patient care, the ultimate goal in healthcare.

### A Billion Dollar Industry Opportunity

WVU and the over 425 healthcare systems already utilizing TrackCore are responding to an increased need to work more efficiently, increase profits and satisfy government regulations, which call for a strict process in place for the tracking of implants.

According to **Surgical Products Magazine**, every year there is a lack of visibility and control for implantable devices that costs the healthcare industry about \$5 billion dollars. This is mostly due to ineffective manual processes and lost, expired and wasted products.

Innovative healthcare systems are realizing that improving

visibility for OR products like implants and tissues can deliver huge savings. TrackCore's elite software system -- combined with RFID enclosures -- saves hospitals time and can improve efficiency by approximately 35% compared to traditional manual methods of tracking.

Generally, hospitals deploying TrackCore for OR inventory management save about 10% of their annual spend. For a large hospital with an annual procurement budget of \$1 million or more for implants, the \$100,000 dollars in potential savings from TrackCore significantly exceeds the cost of the system.

### RFID Technology Simplifies Tissue Inventory Management

TrackCore works in conjunction with RFID-enabled storage enclosures from Terso Solutions, Inc. that closely monitor inventory in near real time, sending alerts when a product is about to expire, or is being stored at temperatures outside of a pre-determined window.

The RFID enclosures are available for various temperature ranges such as; ambient, refrigerator and freezer (-80°C to -20°C) as well as a variety of enclosure sizes. TrackCore will indicate when it is time to re-order items stored in the enclosures, so out-of-stock situations are all but removed.

When WVU installed two freezers and a refrigerator, they saw a significant reduction in tissue and high-value product wastage as a result of the combined solution. The real value of reduction in waste can be measured by patient flow. In 2012, WVU treated 20,744 OR cases, a number that grew to 22,966 in 2014. WVU was able to achieve the double-win of a significant increase in volume along with a significant decrease in expired, lost or misplaced product.

Hospital systems currently using TrackCore and RFID storage enclosures are seeing ROI in a number of areas such as; recall management, UDI standards, labor savings and employee satisfaction.

