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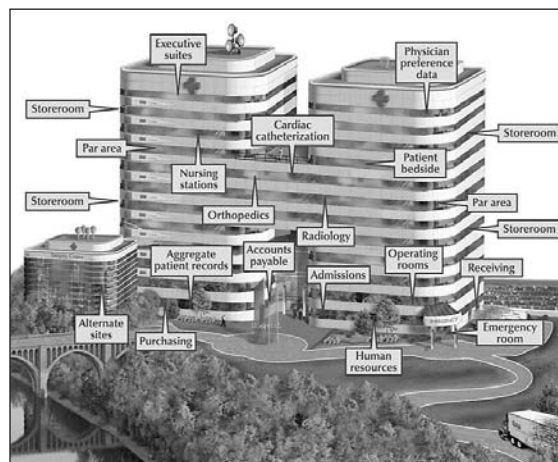
QSIGHT™ CLINICAL INVENTORY CONTROL SYSTEM HELPS INTERVENTIONAL RADIOLOGY DEPARTMENTS MINIMIZE STOCK, AND SAVE MONEY, TIME, AND SPACE

Specialty clinical laboratories, such as interventional radiology suites, can benefit from QSight™, a technology-based service for efficient clinical inventory management. QSight™ was developed specifically for the health care industry—especially for areas such as cardiac catheterization laboratories, operating rooms, and interventional radiology suites—where having the necessary supplies readily available is critical to providing efficient, safe, and effective patient care.

Mark Van Sumeren, Senior Vice President of Owens & Minor's supply chain consulting and resourcing unit, OMSolutionsSM, explains that the mission is to provide supply-management solutions to the health care industry. "Medical devices and implants represent a large and growing segment of this industry, and yet we found the existing means of providing visibility to and managing product flow and inventory to be woefully inadequate. As a result, health care providers were spending far too much time and money trying to keep a handle on these critical items. The result of their efforts—lost time, expired products, excess inventories, inability to provide visibility to product flow and usage—was not a tenable long-term situation," he added.

"QSight™ was developed to provide a straightforward, inexpensive way to overcome these issues," Mr. Van Sumeren said. "We acquired the technology from the two founding developers in 2004; they remain with us continuing to develop and expand its usefulness and application."

QSight™ fills the gaps between existing hospital software systems, providing a clear, real-time window into the medical supplies you have, what you need to order, how products are being used, and what it's all worth. Rather than replacing patient registration, and purchasing and billing systems, QSight™ complements them, automating



the manual tasks that consume too much staff time at the department level. QSight™ Alerts make it simple to avoid problems such as product expirations, shortages, overstocking, delayed or short orders, and non-billed supplies.

QSight™ Is A User-Friendly, Affordable, Web-Based Inventory Management Solution

Because QSight™ is Web-based, there is no software to install and no special servers to purchase. Users need only a personal computer with Internet access and a hand-held barcode scanner. QSight™ leverages the barcodes preprinted on nearly all supplies and can also recognize catalog numbers from hundreds of product manufacturers. This program does not require any large up-front investment, just a monthly subscription fee. The cost of the QSight™ inventory management system can be recovered quickly, through less product spoilage/expiration, smaller inventory, and reduced product shortages, all leading to more efficient patient care and higher productivity.

QSight™ Streamlines Ordering and Inventory Management

QSight™ allows the user to have a clear, instant picture of which supplies are needed.

Staff can create new orders automatically by using customizable or template-based “alerts” to detect upcoming shortages and product expirations. QSight™ also allows users to designate fast-moving products for automatic replenishment and to approve orders according to user-defined criteria (e.g., by total value, vendor, etc.). Staff can easily track incoming orders, including back-ordered and cancelled items, and QSight™ alerts staff when orders are overdue. Users can also view, search, and sort current inventory by manufacturer, category, catalog number, barcode number, description, and more.

Encounter Records Improve Charge Capture and Simplify Reporting

QSight’s™ encounter wizard links product usage to patient encounters to maximize reimbursements (includes complete CPT and DRG code listings) and allows the user to add hospital- or department-specific billing codes for devices and procedures. Physicians can track services, complications, causes, and outcomes. Customizable reporting enhances M&M sessions and supports improved patient care. QSight™ reports enable users to analyze usage by physician, procedure type, etc., and to understand costs, product applications, and outcomes better.


“The first thing that we hear, directly from the clinicians, is the improved case documentation which supports their QA and sedation reporting processes,” said Mr. Van Sumeren. “It’s this feature that gains the attention of the clinical team, since it

meets their needs and makes their work easier to perform. After that, we hear a great deal from our customers about their improved ability to avoid product expiration and to manage consigned products better,” he added.

Study Shows Cost Savings in Interventional Radiology

At a large university hospital, the interventional radiology department (with 7 rooms, 9 inventory locations, 775 average monthly procedures, and \$3.4 million total on-hand inventory) sought to improve efficiency of their inventory management, reduce on-hand inventory value, and improve encounter-specific patient tracking for physicians. Once implemented, the QSight™ clinical inventory management technology identified more than \$320,000 (9.4%) of expired product and \$1.18 million of overstock inventory based on departmental PAR levels, and found \$1.36 million of unused product (40% of inventory) (1).

“Although these savings were achieved by a large department, our customers consistently experience substantial value after adopting QSight™,” said Mr. Van Sumeren. “Typically, a department will find at least 8% to 12% of its inventory to be overstocked, even to meet their most extreme demand. Our customers also typically find that products valued at 1% to 2% of their annual supply spend were expiring each year. Further, although we have not yet quantified the benefit, our customers are reporting an improved ability to capture charges from supply usage through QSight™.”

In just over 2 years, Owens & Minor’s OMSolutions™ team has worked with more than 35 interventional radiology departments across the country who have or are in the process of implementing QSight™ to improve clinical inventory management. The system also has been implemented in a similar number of cath labs, and the company is in the process of rolling out the application to the operating room. 

Owens & Minor, a Fortune 500 company, is a supply-chain solutions company and the nation’s largest distributor of name-brand medical and surgical supplies to hospitals and integrated health care systems. OMSolutions™, the company’s supply chain consulting and resourcing unit, supports customers who want to maximize operational efficiencies and cost savings in ordering, product standardization, contract compliance, and management of product inventories. Using technology, logistics management, and top-notch customer service, Owens & Minor focuses on its principal business arena, the supply chain, empowering its customers to focus on their primary mission, patient care.

During the March 30-April 4, 2006 annual meeting of the Society of Interventional Radiology in Toronto, please visit OMSolutions™ at booth #1037 in the Exhibit Hall to meet our representatives and learn more about QSight™. SIR Exhibit link: <http://www.sirmeeting.org/index.cfm?fuse-action=custom.content&menuID=1000>.

For more information concerning Owens & Minor, call 1-877-QSIGHT8, or email to qsight@omsolutions.com.

Reference:

1. Data on file, Owens & Minor.