



“The most important thing is the quality of care we give to the patient, and the patient outcome. And the TEG instrument helps us to determine what’s the best course of care for each patient.”

Susan Shapiro, MD

Director of Clinical Laboratories and Transfusion Service
ProMedica Healthcare

CASE STUDY | USA

The TEG[®] system has helped
The Toledo Hospital save
approximately \$250,000 annually

Introduction

The Toledo Hospital in Ohio, a ProMedica institution, has an outstanding team of cardiothoracic specialists who perform more than 850 heart cases per year. In 2010, the cardiothoracic surgery team wanted to reduce postoperative bleeding and decrease the number of blood component transfusions they were giving their patients. As Kevin Fleming, Chief of Perfusion at the hospital, highlights:

“Our surgeries were getting more and more complex. We were just trying to overturn any stone we could to help our patients and improve our care.”

Challenge

For some years, the cardiothoracic surgical team had been paying close attention to published studies suggesting that transfusion of blood products can lead to postoperative patient complications. Hospital administration was also becoming increasingly aware of the high cost associated with such transfusions. Mr. Fleming had heard about the TEG[®] 5000 hemostasis analyzer system, so he reached out to Haemonetics to evaluate the potential for the device to simultaneously help lower costs while providing higher quality patient care.

Success

Since using the TEG® system, the surgical team has noticed a significant decline in blood transfusions while still maintaining their trademark high-quality outcomes. The information the system provides has allowed the hospital to avoid many unnecessary transfusions, and when a transfusion is needed, surgeons have been able to ensure that the right product is administered at the right time for the patient who needs it. Dr. Michael Moront, the Medical Director of Cardiothoracic Surgery at the hospital, notes:

“Clearly we’ve used less blood products. Specifically, platelets and FFP have gone through the floor. The TEG system has very easily paid for itself in just one year.”

Additionally, the hospital attributes an annual cost savings of roughly \$250,000 to the TEG system based on data they have collected on long-term trends in blood spending.

Program Performance Summary: The Toledo Hospital CV Program

Blood Product Utilization Reduction per Procedure

Platelets	22.9%
Fresh Frozen Plasma	61.9%
Cryoprecipitate	49.5%
Packed Red Blood Cells	24.0%
Reoperations for Bleeding	50.1%

Future

The TEG system is now being used for more than just transfusion guidance, as Dr. William Rachwal, a cardiothoracic surgeon, explains:

“If the platelets are affected by clopidogrel or another platelet-inhibiting drug in a patient, then we can measure it with the TEG PlateletMapping® assay. Sometimes we’ll have a non-responder to the anti-platelet medication, and we choose to not delay the case for that particular patient anymore.”

As more people within the hospital are learning about the TEG system and the value it delivers, the more it is being used in new service lines. The system has even been brought into St. Luke’s hospital, a sister institution of The Toledo Hospital. And as word of its utility continues to spread, adoption of the TEG is poised to become even more extensive.

RxOnly

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