



**TEKNO SURGICAL**

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Sisk Healthcare



# The Irish Decontamination Institute Annual Conference

## Kilkenny

## Friday November 2<sup>nd</sup> 2012

## Anne Moynihan



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# Loan Instrumentation

## A Loan Providers Perspective



# Sisk Healthcare t/a Tekno Surgical

One of 4 Irish Healthcare Companies -

Cardiac Services

MED Surgical

Synapse Medical

Eschmann



# Tekno Surgical

- Orthopaedic - Recon / Trauma / Spine / IP
- Surgical
- Medsurg
- Neuro / Spine
- Aesthetics
- Technical Service



MD Sisk Healthcare – John Osborne

General Manager Tekno Surgical – Dennis O’Hare

Orthopaedic and MedSurg Director Tekno Surgical -  
Brendan Murray

Quality, Compliance and Regulatory Manager Sisk  
Healthcare – Vicki O’Reilly



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# Orthopaedic Customer Services

Manager – Maura Mahon

- Recon, Trauma, Spine, IP
- Kits Room



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# Kits Room

Joe Fowler

Monika Podlaska

Greg Evans



## Warehouse / Logistics

Manager – Glenn Scully

3 Full time drivers

2 part time





# 14 Orthopaedic Reps

Recon – 11

Trauma / Spine / IP – 3

Clinical Assistant - 1



## 11 Recon reps

Dublin area – 7

Outside Dublin – 4

Both areas – 1

Clinical Assistant covers all country



# Tekno Surgical Orthopaedic Loan Kits

Recon – 155 Instrument kits  
200 Implants kits

Trauma – 60 Instrument and Implant kits

Long Term Loan from UK - 20 kits



# Tekno Surgical Orthopaedic Loan Kits

- Loan Kits are an expensive investment
- Average Primary Hip set of instruments costs approx € 20,000, implants € 30,000
- Average Primary Knee set of instruments costs approx € 30,000, implants € 40,000
- Revision Hip and Knee sets of instruments costs approx 50,000, implants € 65,000



## Tekno Surgical Orthopaedic Loan Kits

- Instrument Kits - can consist of 1 tray or up to 10 trays
- Implant Kits - can be 1 box or up to 7 boxes
- Revision or complex procedures can require several kits with many trays of instruments and boxes of implants involved



## Tekno Surgical Orthopaedic Loan Kits

- Each kit of instruments and implants is checked before leaving and when it returns to Tekno Surgical by Joe and his team
- All our sets have a tracking number unique to that set only
- Any discrepancies in the kit are recorded and Rep informed
- Expiry dates, damages etc documented



## Tekno Surgical Orthopaedic Loan Kits

- We send out approx 30 - 40 Recon loan kits of instruments and implants a day and every tray and box is checked by the Kits Team
- We have on occasion sent out 60 - 80 Recon loan kits in one day
- We send approx 3-5 Trauma / Spine loan kits per day



# Tekno Surgical Orthopaedic Loan Kits

In Dublin, implants kits are moved regularly from one case in the am, to another case in the afternoon by our drivers, with the implants replenished in the meantime



# Tekno Surgical Orthopaedic Loan Kits

## Costs Involved:

- Cancellation of theatre cases are unavoidable, but there is a cost to us when that happens, ie cost of preparing the kits, transport etc.
- Replacement of damaged or lost instruments
- Replacement of out-of- date implants especially “outsizes” which have to be included in kits but are rarely used



# Tekno Surgical Orthopaedic Loan Kits

We do not charge “Hire” charges or “Carriage” for our loan kits, but we have an arrangement with some of the Private Hospital groups that we will charge a “Hire” charge for kits that have been booked and not used, to cover our costs re transport etc and it something that is being looked at within the HSE and HPSG tendering process at the moment



# 33 Hospitals

## Orthopaedic Speciality

16 Dublin

17 Outside Dublin



## Dublin – All Ortho specialities

Cappagh

Bon Secours, Glasnevin

Blackrock Clinic

St Vincent's Public

Mater Public

James Connelly

Tallaght

Navan

Santry

Beaumont

Mount Carmel

St Vincent's Private

Mater Private

Beacon Clinic

Hermitage Clinic

Drogheda



## Outside Dublin – All Ortho Specialities

Letterkenny

Merlin Park, Galway

UCHG

Midwestern Ortho, Croom

Limerick Regional

South Infirmary, Cork

Waterford Regional

Our Lady of Lourdes, Kilkenny

Sligo

Galway Clinic

Kerry General

Bons Tralee

Bons Cork

UCHC

Aut Even, Kilkenny

Tullamore General



## Other Hospitals - Trauma / Spine / IP

Children's University Hospital, Temple St  
Our Lady's Children's Hospital, Crumlin  
Mercy Hospital, Cork  
Royal Hospital, Belfast  
Ulster Independent Hospital



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# Tekno Surgical Orthopaedic Loan Kits

## How it works!



# Tekno Surgical Orthopaedic Loan Kits

## Team Effort

Patient is focus of everyone involved





## Tekno Surgical Orthopaedic Loan Kits

- Theatre Case - booked by Theatre, Consultant and team, Secretary
- Booking - by letter, email, phone call to Rep and occasionally to Ortho Customer Services
- Planned - several months ahead, weeks, days
- Last minute - several hours / day



# Tekno Surgical Orthopaedic Loan Kits

- Rep rings Orthopaedic Customer Services with booking
- Availability of kit of instruments and implants checked
- Logistics for kits involved – Where is the kit now and where is it going next and can we use it in between each booking
- Drivers / Courier



## Tekno Surgical Orthopaedic Loan Kits

- Follow up email is sent to Ortho Customer Services from Rep, confirming what is required and may make amendments to booking
- This is important to make sure that no error has been made by the verbal communication and a record is on file of the request
- It is especially important for hospitals outside Dublin due to distance from the office



## Tekno Surgical Orthopaedic Loan Kits

- Each Rep knows what each surgeon requires for specific procedures
- Each Rep knows what each Hospital Theatre and HSSD requires of us when sending our loan kits re documentation, trays etc
- Where possible an email is sent to Theatre / HSSD from rep to confirm what is being sent

## Tekno Surgical Orthopaedic Loan Kits

- We are very dependant on Theatre and especially on HSSD reprocessing our kits in order to get them out in a timely fashion to the next hospital
- We are very aware of problems that may occur with disinfectant/washers and autoclaves re breakdowns etc



## Tekno Surgical Orthopaedic Loan Kits

We appreciate all the help we get from HSSD and Theatre re organising the collection of our kits once case is completed, as any delay in receiving back our kits may mean a delay in the next hospital receiving them, especially the kits in Hospitals outside Dublin collected by courier



## Tekno Surgical Orthopaedic Loan Kits

Generally kits are sent out from Tekno Surgical Kits Room but very occasionally we may have to move the kit directly from one hospital to another but generally it is something we do not encourage



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# Tekno Surgical Orthopaedic Loan Kits

Thankfully we rarely have had to say “No” to a booking but sometimes it is beyond our control





## Tekno Surgical Orthopaedic Loan Kits

The demands on our loan system are increasing day by day and we know that our system is far from perfect but we have made improvements over time following feedback from you, our “End Users” and will continue to make improvements with your help and advice



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Med Surg and Surgical divisions also have some loan kits which are looked after by those divisions

I hope I have been able to give you a glimpse of what “Loan Instrumentation” involves from a company perspective and I look forward to working with you in the future



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Thank You

