



CASE STUDY

Yale New Haven Drives Efficiencies in Clinical Product Evaluation Process

Yale New Haven Health, through its Yale-New Haven, Bridgeport, Greenwich and Northeast Medical Group Delivery Networks, provides comprehensive, cost effective, advanced patient care characterized by safety and clinical and service quality. Yale New Haven Health System, in affiliation with the Yale School of Medicine and other universities and colleges, educates health professionals and advances clinical care. In all of its work, YNHH is committed to the communities it has the privilege of serving.

Highlights

CHALLENGES

- Ensuring decisions were both best for patients and margins
- Reliance on multiple data sources for clinical product evaluation
- **Limited capacity of clinical supply chain team and stakeholders**

HIGHLIGHTS

- Doubled throughput of evidence-intensive projects
- **Established single source of truth for device research**
- Created scalable process to support growing system needs

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RESULTS

- **Accessed comprehensive evidence reviews** from GHX Value Analysis
- **Time savings of 50%** on average per new product evaluation
- **Established single source of truth** for device research

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Challenges

Many forward-thinking health systems, like Yale New Haven Health (YNHH), were already doing a lot of the right work. They fell into the minority group of Academic Medical Centers that was already investing time and resources to compile and analyze clinical evidence. The clinical review was conducted by nursing or another clinical member of the New Technology Committee.

The committee, a multi-disciplinary group which includes nurses, physicians, contracting, reimbursement and materials management, is coordinated by members of the YNHH Corporate Supply Chain Department as well as the clinical nurse researcher. The committee most commonly received requests for the Heart and Vascular Center and operating room devices.



Solution

The committee and team members were aligned about the need for an evidenced-based approach and understood the power of being armed with a full understanding of clinical outcomes, the market landscape and product use cases, but they needed an easier way to access this information to be more impactful, much faster. Acknowledging the need for change, the New Technology Committee reviewed its process and incorporated various process improvements aimed at increasing output and decreasing processing time.

To streamline the clinical review process, YNHH began seeking out a technology solution to help increase their team's efficiency, keep physician customers happier and ensure that decisions were both best for patients and margins. The clinical nurse researcher evaluated various applications that assist with this type of clinical review.

After systematic investigation, YNHH chose GHX Value Analysis, primarily for its rich, vendor-agnostic Clinical Research Library.

GHX Value Analysis analyzes hundreds of thousands of data points and peer-reviewed literature to support the evaluation of any clinical product or device and supports the development of guidelines and best practices for device utilization. The database currently includes over **49,000** medical devices and clinical products.

Impact

The New Technology Committee now employs GHX Value Analysis as the sole source of clinical evidence because it provides clinical nurse researchers, supply chain personnel and clinicians (including physician requesters) with on-demand access to all of the necessary information for a thorough clinical review. Clinical nurse researchers estimated that the time savings were on average about 50% per new product evaluation. Eliminating the frustrating search of multiple sites was a major win, but even more importantly, the team feels more confident that research is comprehensive and up-to-date. The committee was very pleased

that the GHX Clinical Research Library exceeds the very high standards that the team had already set.

This was critical because the team didn't want to expedite at the expense of accuracy or completeness. In addition to being happier with a faster turnaround time for their requests, many physicians have commented that the reference list provided through the use of GHX Value Analysis is extensive enough for a comprehensive, integrated literature review.



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About GHX Value Analysis

GHX Value Analysis combines vendor-agnostic data, evidence-based insights and actionable analytics to help Value Analysis and Strategic Sourcing teams make confident product decisions, strengthen governance and uncover savings, aligning clinical and financial goals across a clinically integrated supply chain