



**FOR IMMEDIATE RELEASE**

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## **MedAxiom Consulting and Terumo Medical Corporation Launch National, Value-Based Cath Lab Patient Care Pathway Program**

***Comprehensive initiative can help cardiovascular programs save approximately \$3,500 per PCI procedure and improve outcomes through greater use of transradial access and same-day discharge***

**Neptune Beach, FL**—MedAxiom Consulting, a division of MedAxiom, the nation's leading cardiovascular performance community, is partnering with Terumo Business Edge, a new business unit of Terumo Medical Corporation, to offer health systems customized cath lab care pathway programs. The collaboration will provide to cath labs the tools, processes and dashboards necessary to help improve operational efficiencies, increase patient satisfaction, drive down costs and improve profit margins through greater use of transradial access and same-day discharge.

"As health care quickly moves toward value-based medicine, cardiovascular programs will be required to adopt and optimize transradial services to lower costs and improve patient outcomes," said Denise Brown, vice president of MedAxiom Consulting. "This new partnership allows us to bring our unique areas of expertise together to rapidly help health systems across the country get ready for these coming changes."

The Cath Lab Patient Care Pathway Program utilizes the expertise of MedAxiom Consulting to assess cardiovascular programs, specifically catheterization labs, and create a blue print for best-practice care delivery. The program assesses all cath lab processes, from patient identification and scheduling through disposition. Cost savings, which can be in the millions of dollars, are achieved through process improvement, reduction in vascular site complications and shorter lengths of stay. The patient experience is also greatly improved, due to safe, same-day discharge following a procedure.

Partnering with Terumo Business Edge, MedAxiom Consulting will provide a blue print for a customized implementation plan that enables programs to realize significant and quantifiable savings. With on-site guidance from their experienced professionals, they will implement a plan that provides the best possible patient-centered care with reduced complications, increased patient and staff satisfaction, and an optimized contribution margin. Terumo Business Edge is working with hospitals around the country to implement transradial access and same-day discharge programs that:

- Maximize cost savings
- Manage quality outcomes
  - Increase throughput
  - Enhance physician interaction

“Health care leaders are facing an array of clinical and operational imperatives,” said Gary Clifton, Vice President of Terumo Business Edge. “When all clinical and operational processes are aligned, higher-quality outcomes and substantial organizational savings can be achieved. In fact, recent research from Dr. Amit Amin, et. al. shows hospital cost savings of approximately \$3,500 for patients undergoing same-day discharge via transradial access. Beyond the cost savings, our program results in improved patient satisfaction and a focus on population health—all components of the Quadruple Aim of health care.”

The Cath Lab Patient Care Pathway program provides care teams with improved administrative, financial and clinical workflows that are efficient and help reduce waste. It also maximizes patient throughput and produces best clinical outcomes. The program will be formally introduced to the cardiovascular health care community by Terumo Business Edge and MedAxiom Consulting at the Society for Cardiovascular Angiography and Interventions ([SCAI Scientific Sessions conference](#)), May 10 -13, 2017 in New Orleans.

*To learn more about the recently published evidence on the advantages of utilizing transradial access in conjunction with same-day discharge, join the [MedAxiom webinar with Dr. Amit Amin](#) of Barnes Jewish Hospital on May 4, 2017, at 1:00 PM EST.*

#### **About MedAxiom**

MedAxiom is the nation’s leading cardiovascular performance community, providing expert consulting, networking and membership services including data analytics, program excellence tools and educational events. MedAxiom Consulting is a division of MedAxiom. The privately-held company was founded in 2001 by Jennifer Linville and is based in Neptune Beach, FL. For additional information, visit: <http://www.medaxiom.com>.

#### **About Terumo Business Edge**

Terumo Business Edge, a business unit of Terumo Medical Corporation, is a consulting group with specific expertise and experience in helping identify operational and administrative process improvements in the Cardiac Cath Lab. Leveraging the clinical and care pathway advantages of transradial and same day discharge, Terumo Business Edge is helping cath labs define new, more cost-effective care pathways. For more information, visit [www.terumobusinessedge.com](http://www.terumobusinessedge.com).

#### **About Terumo Medical Corporation**

Terumo Medical Corporation (TMC) was established in 1972 as a U.S. subsidiary of Tokyo-based Terumo Corporation, one of the world’s leading medical device manufacturers. TMC develops, manufactures, and markets high-quality medical devices used in a broad range of applications in numerous healthcare markets. TMC is structured across the following four business divisions: **Terumo Interventional Systems**, offering minimally-invasive solutions for entry site management and lesion access; **Terumo Medical Products** providing devices for injection and infusion therapy; **Terumo Pharmaceutical Solutions** developing drug delivery devices, and **Terumo Business Edge**, a consulting group focusing on identifying operational and administrative process improvements in the Cardiac Cath Lab. For more information, visit <http://www.terumomedical.com>