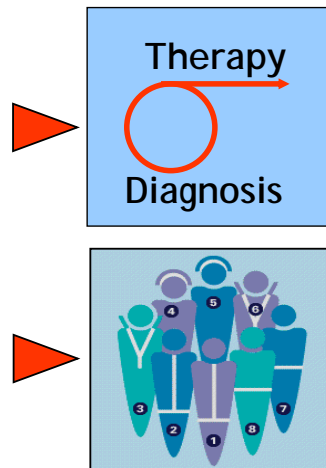


# POINT-OF-CARE in Germany

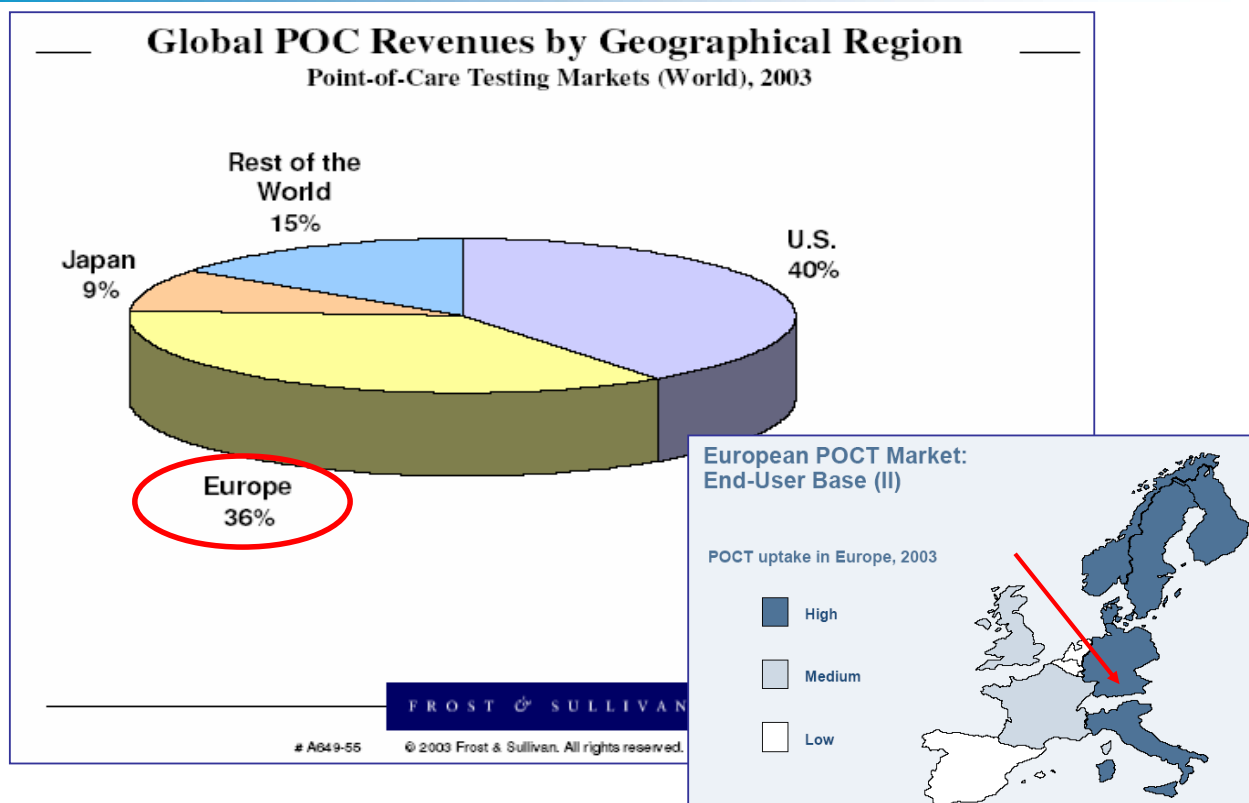
## Implementation and Best Practice



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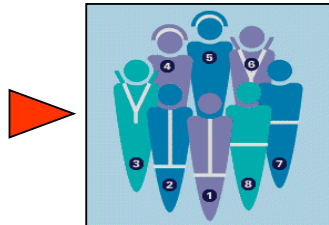
## About Differences...



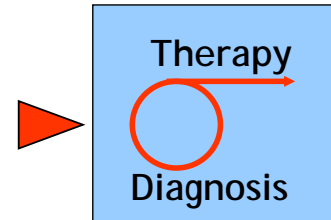
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Users,  
their perspectives, objectives  
and NEEDS....



- Clinical team
- Laboratory team
- Medical supplies team
- Maintenance team
- IT Team
- Hospital administration team



What matters most?

**Get it working**

## The German POINT-OF-CARE Working Group...

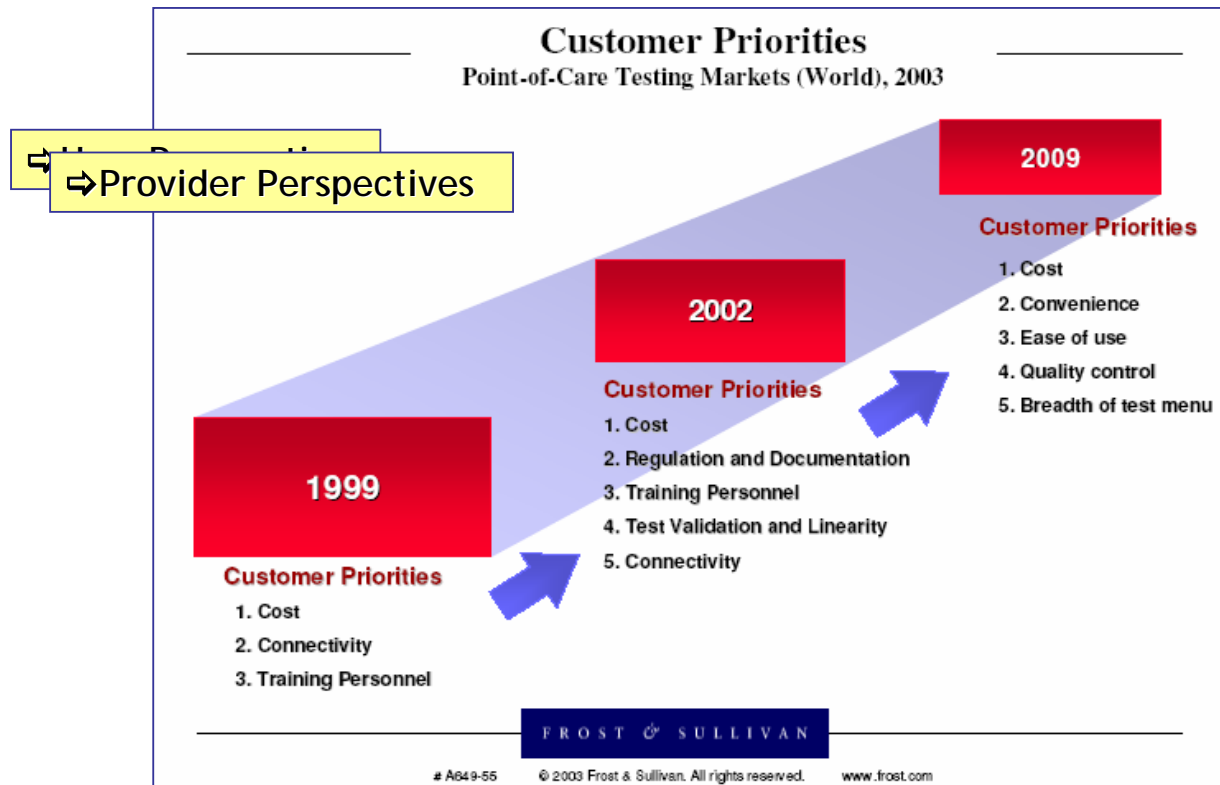
Implementing  
a business

- Mission:
  - Enable and enhance the successful adoption for POINT-OF-CARE
- Members:
  - Gässler, Koschinsky, Lupp, Schlebusch, Wahl, Ziervogel
- Activities:
  - To develop and adopt guidelines and recommendations
  - To support communication
  - To strengthen the network of point-of-care users
  - To liaison with adjacent organizations (VDGH, DGAI, etc.)

Yesterday

Tomorrow

## Keep track with changing Perspectives...



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## Write YOUR Plan...

Implementing  
a business

Tomorrow

Yesterday

- Remember your organization's roots
- Draw a map of that network you believe to be in
- Sort your direct and indirect partner by importance and impact on final medical outcome
- Determine your role and impact on your network's success
- Analyse ALL ELEMENTS of your network
- ... most importantly, their needs, objectives and drivers

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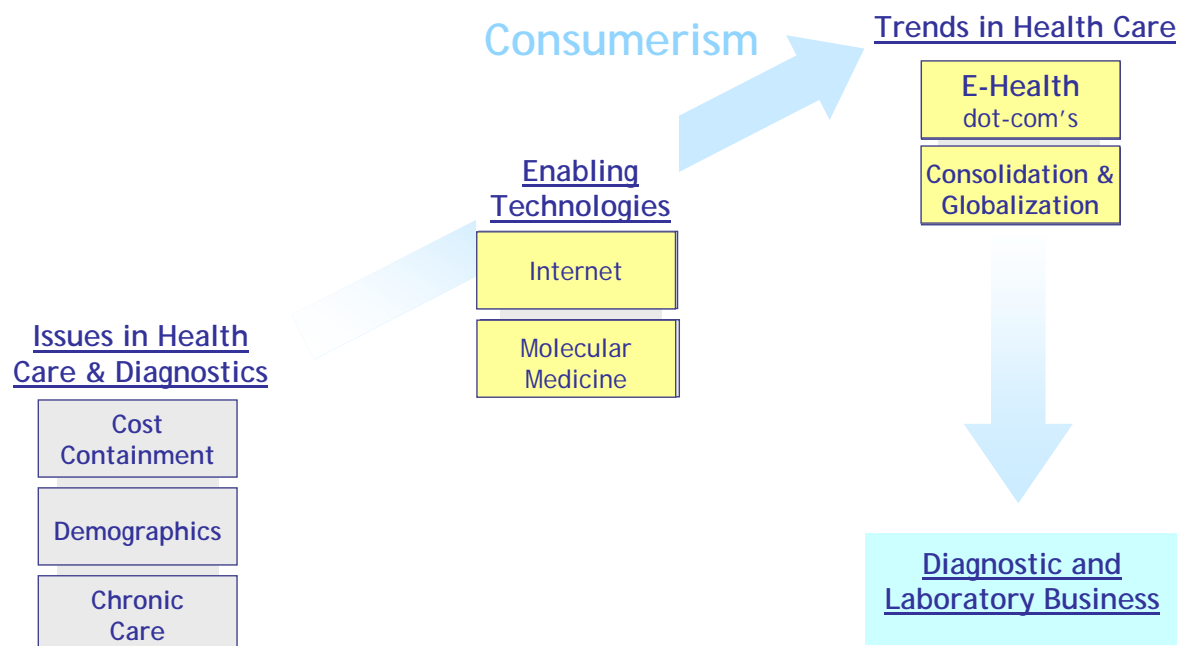
## Remember Your Organization's Roots...



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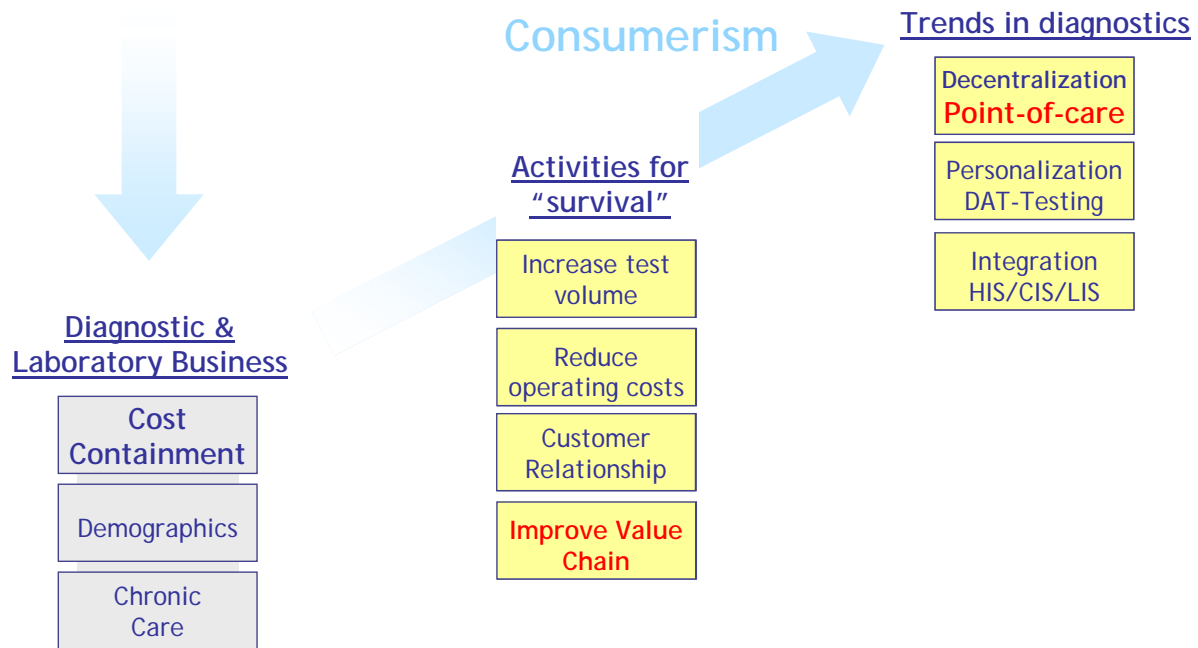
## Be Aware of Key Drivers in Healthcare...



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## Be Aware of Key Drivers in Laboratory Business...



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## Write YOUR Plan...

Implementing  
a business

Tomorrow

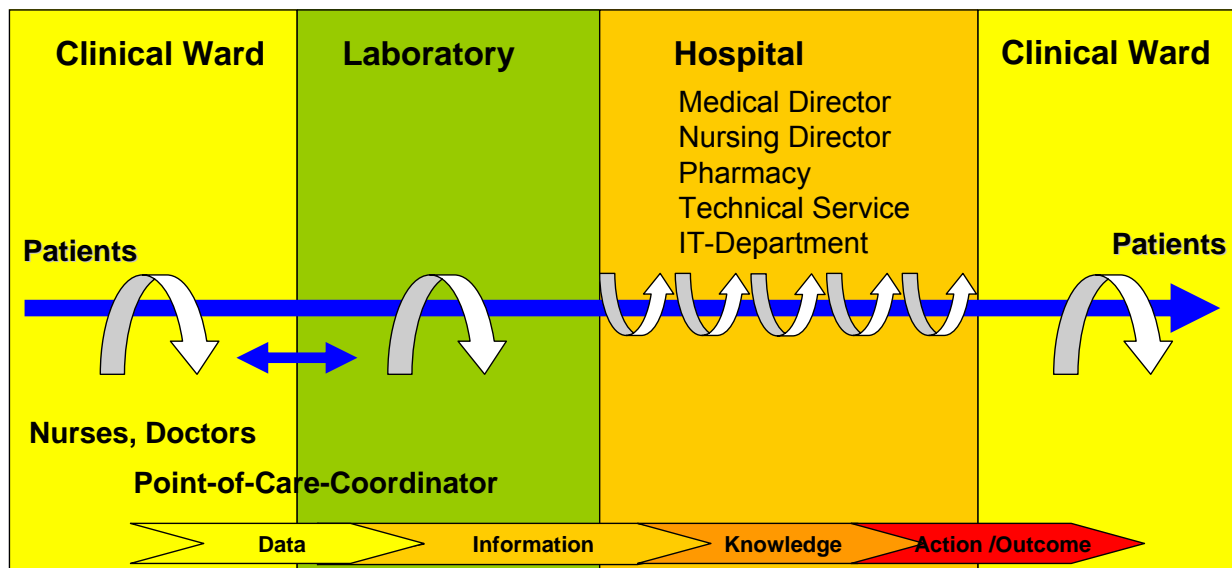
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## Draw YOUR map about your Dx/Rx-Pathway...



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## Write YOUR Plan...

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a business

Tomorrow

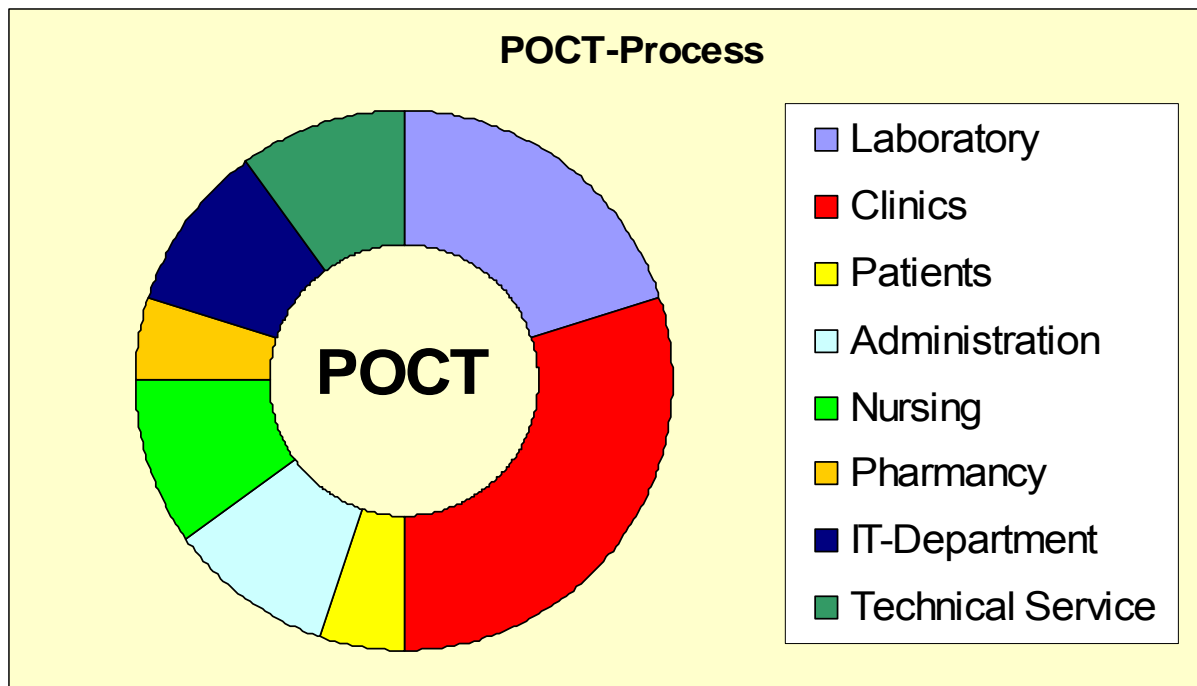
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## Teamwork: Users, Providers, Observer....



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## Teamwork: Competence and Focus...

Member	Competence and Focus
Laboratory Team	The analytical process with all elements and it's quality.
Clinical Team	The clinical pathway, the cycle of diagnosis and therapy.
Service Team	The resources in use.
Medical Director	The medical outcome versus used resources.
Nursing Director	The workflow of activities in care.
IT-Team	The Integration of data.
Pharmacy	The flow of required materials.
Patients	The own well-being.

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## Write YOUR Plan...

### Implementing a business

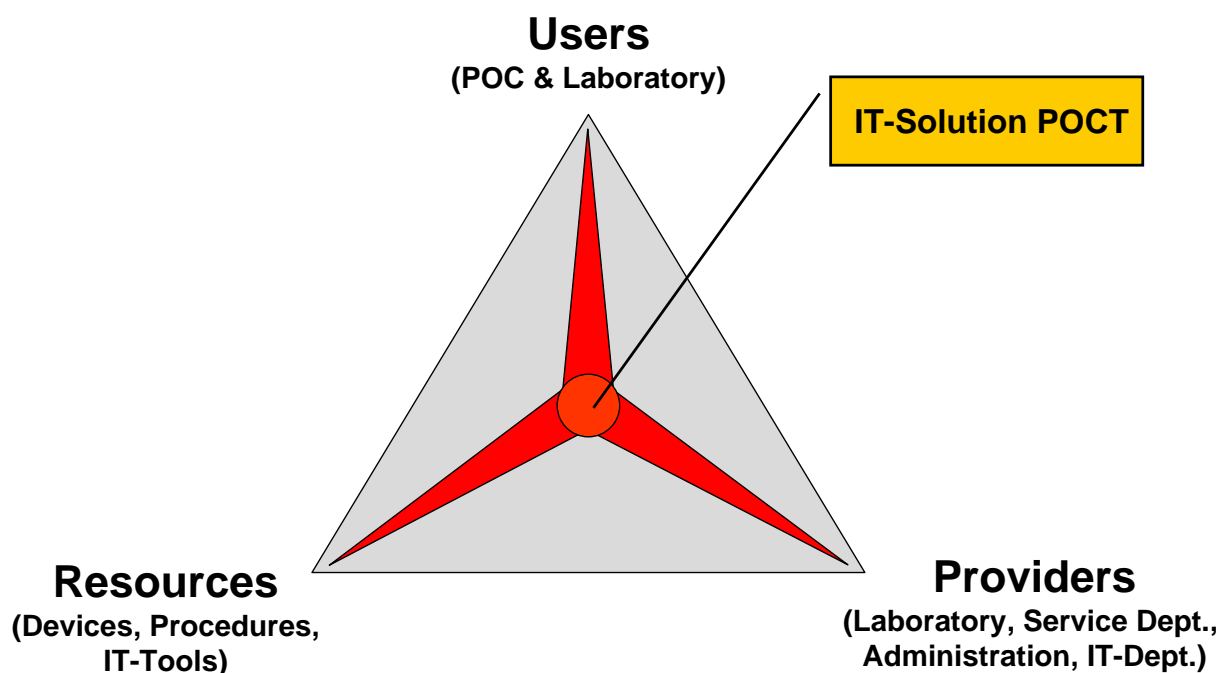
Tomorrow

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Yesterday

- **Determine your role and impact on your network's success**
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## Manage the Power Triangle...





## Write YOUR Plan...

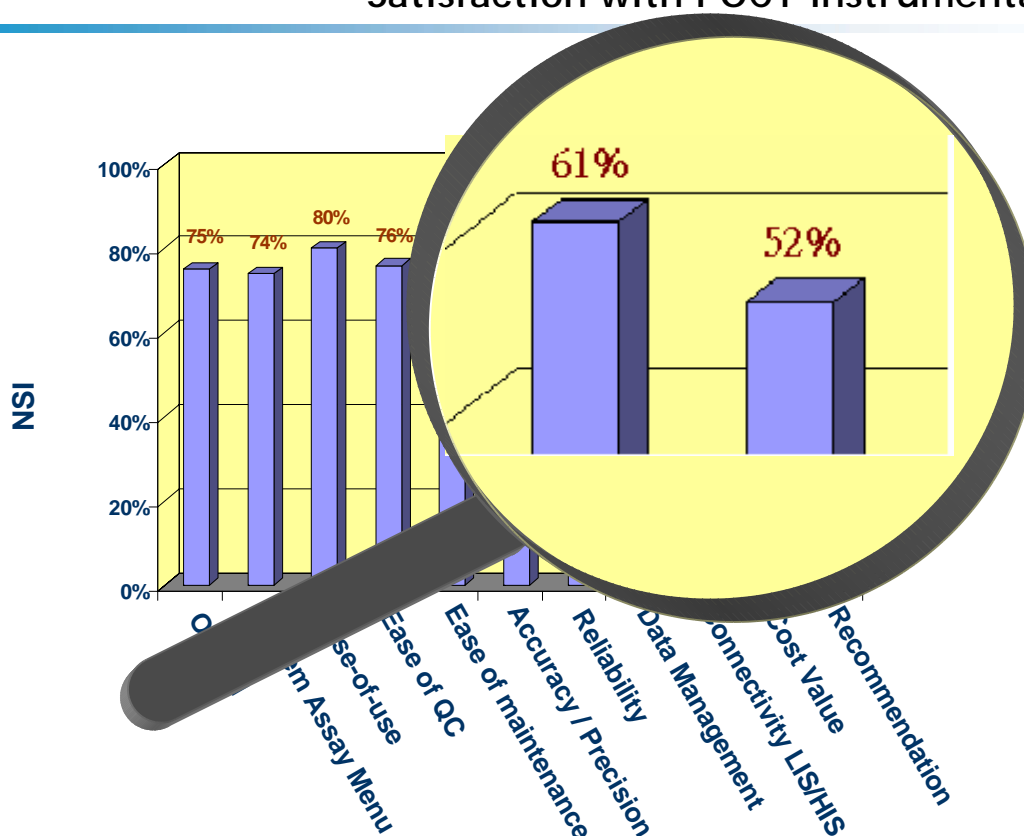
Implementing  
a business

Tomorrow

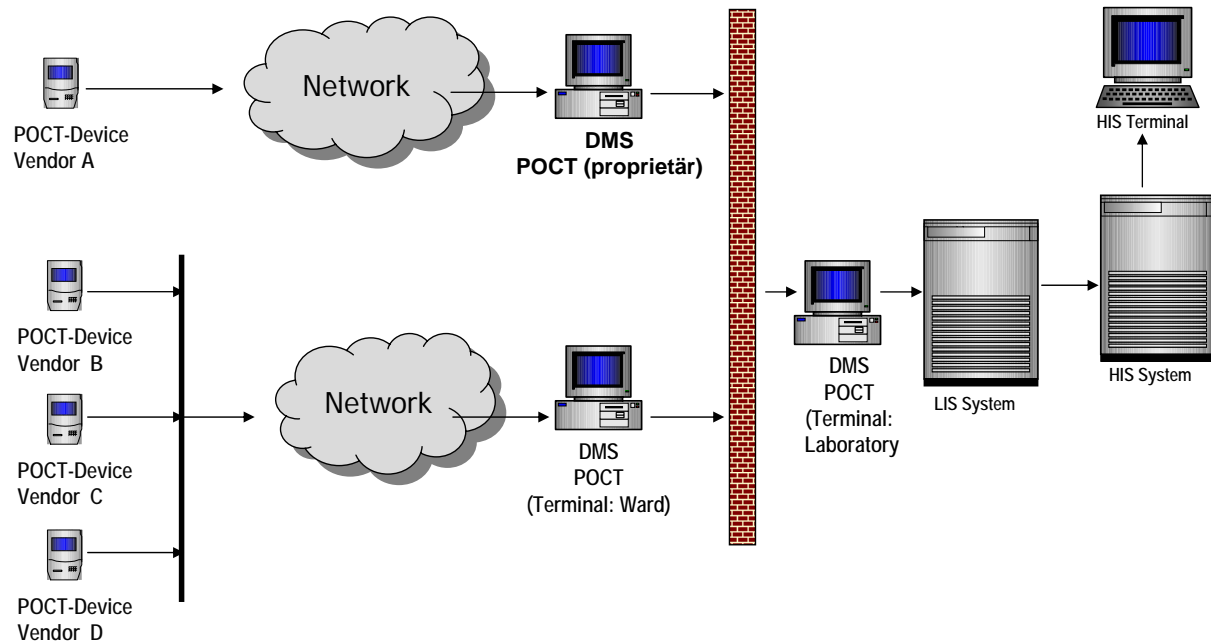
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## Satisfaction with POCT Instrumentation...



## Map your network...



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## Patchwork: multiple Devices and Procedures...

### POCT-Verfahren im Überblick

Verfahren		Volumenmatrix				Datensatz				Kommunikation				Geräte-Interne Dokumentation				Externe Dokumentation			
Beschreibung	Abkürzung	# Geräte	# Hersteller	# Stationen	# Nutzer	Patienten-ID	Anwender-ID	Material-ID	Geräte-ID	Interner Speicher	Ext. Daten Manager	LIS - Möglichkeit	LIS - Realisiert	Resultate	Qualitäts-sicherung	Gerätehistorie, Verbr.-Mittel	Fehlerhistorie, Korrekturen	Ergebnisliste (man.)	QC-Liste	SOP vorhanden	Konformität MedGV
Blutzucker	P-BZ1	45	A	10	135	J	J	J	J	J	J	→	J	J	J	J, N	J, N	N	N	J	J
	P-BZ2	24	A	2	48	J	J	J	N	J	N	↔	N	J	J	J, J	J, N	N	N	J	J
	P-BZ3	12	B	3	36	J	J	N	J	J	N, /	→	N	J	J	N, N	N, N	N	N	J	J
	P-BZ4	7	C	1	29	J	J	N	J	N	N, /	↔	N	N	n	N, /	N, /	J	J	N	N
Blutgase etc.	P-BG1	8	A	2	23	J	J	J	J	J	J	↔	N	J	J	J, J	J, J	N	N	N	N
	P-BG2	4	D	1	12	J	J	J	J	J	N	↔	N	J	J	J, J	J, N	N	N	N	N
	P-BG3	2	F	1	3	J	J	J	J	J	J	↔	N	J	J	J, J	J, N	N	N	J	N
	P-BG4	1	G	1	4	J	J	N	J	J	N	↔	N	J	J	J, J	J, N	N	N	N	N
Elektrolyte	P-EL1	4	C	2	8	J	J	J	J	J	N	↔	N	J	J	J, J	J, N	N	N	N	N
	P-EL2	2	H	1	6	J	J	N	J	J	N	↔	N	J	J	J, J	J, N	N	N	N	N
Kardiale Marker	P-CM1	2	A	1	6	J	J	J	J	J	J	↔	N	J	J	J, J	J, N	N	N	N	N
	P-CM2	3	I	2	16	J	J	J	J	J	N	↔	N	J	J	J, J	J, N	N	N	N	N
	P-CM3	1	K	1	5	J	J	N	J	J	N, /	/	N	N	N	J, N	J, N	J	J	N	N
Urinstatus	P-US1	3	B	3	15	J	J	N	J	J	N, /	→	N	J	N	J, N	N, /	J	N	J	N
Hämoglobin	P-HB1	3	E	3	16	J	J	N	J	N	N, /	/	N	J	N	N, N	J, N	N	N	J	N
	P-HB2	2	F	2	13	J	J	N	J	J	N, /	/	N	N	N	N, N	N, /	J	J	N	N
pH-Wert	P-PH1	3	J	2	6	J	J	N	N	N	N, /	→	N	J	N	N, N	N, /	J	N	J	J
Total		126	11		381						3	14	1								

J - Ja, N - Nein, / - nicht verfügbar, → - uni-direktional, ↔ - bi-direktional

<Literatur> 1. Ziervogel H. Point-of-Care-Testing (POCT) – Vom Umgang mit den Daten (2). MTA-Dialog 2004; 5(3) 184-187

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## Write YOUR Plan...

Implementing  
a business

Tomorrow

Yesterday

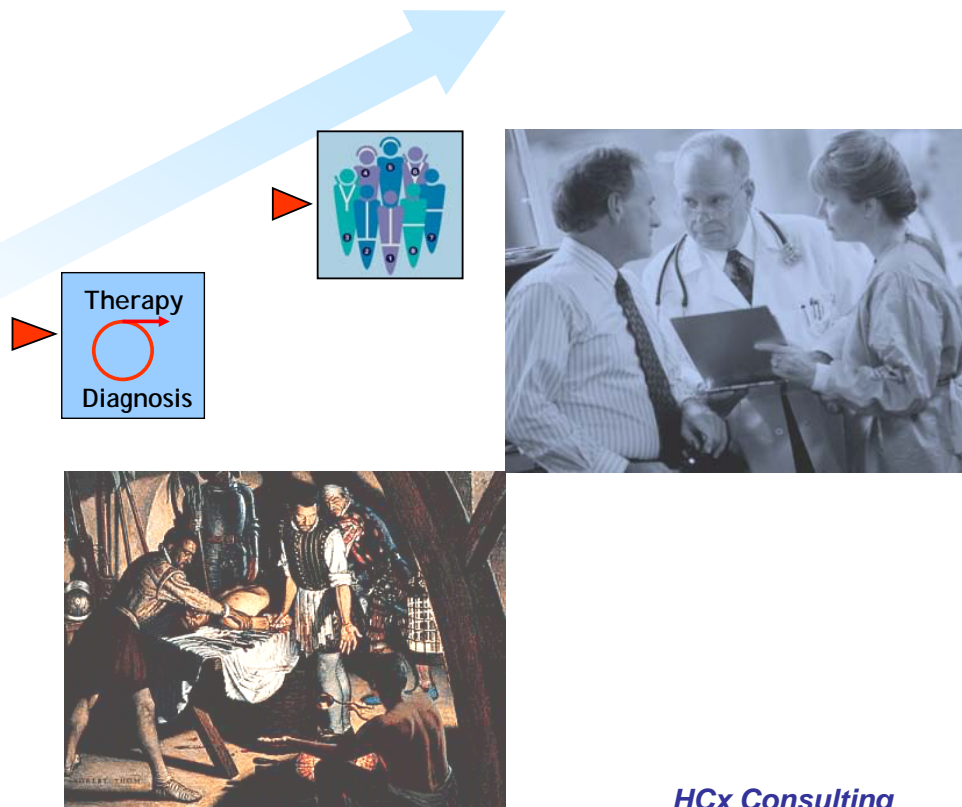
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## What matters most...

POC-Procedure	Users, Providers...							
Property	Lab	POC	Service	Medical Director	Nursing	IT-Dept.	Pharmacy	Patients
Ease of Use	(✓)	✓✓	(✓)		✓			(✓)
TAT	✓	✓✓	✓					✓
Quality	✓✓	✓	✓		✓			✓
Traceability	✓✓	✓	(✓)		(✓)			✓
Remote-Service	✓✓	(✓)	✓✓		✓			
Precision, Accuracy	✓✓	✓	✓					(✓)
Costs	✓	✓	✓	✓		(✓)	✓	
Medical outcome	✓	✓✓	(✓)	✓✓				✓✓
QC/QA	✓✓	✓	✓					
Datenmanager	✓✓	(✓)	✓✓			✓✓	(✓)	
Connectivity	✓	(✓)	✓✓			✓✓		

## The Way, You Get a Successful Business...

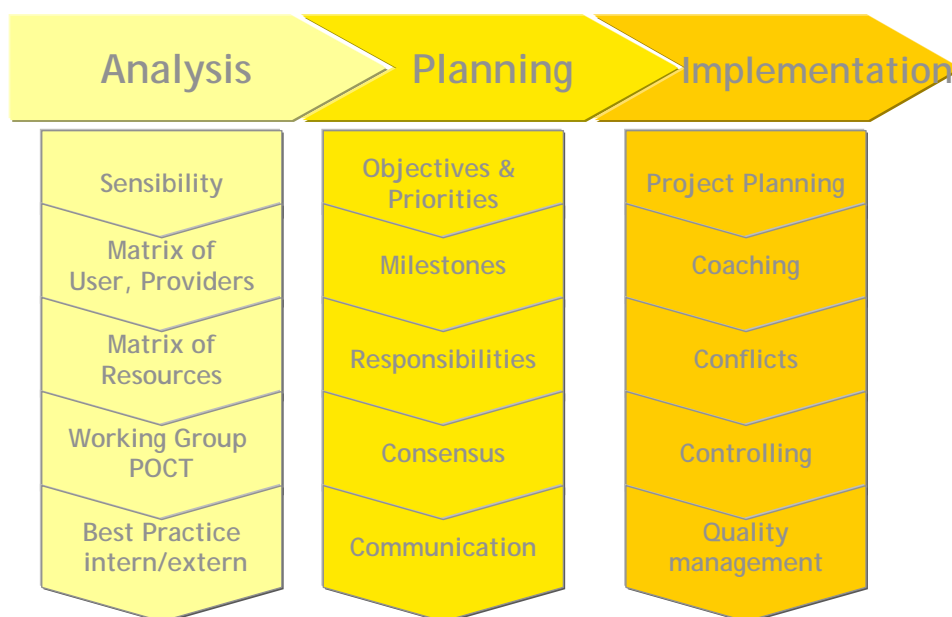
POCT  
Business



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## The right sequence of actions...

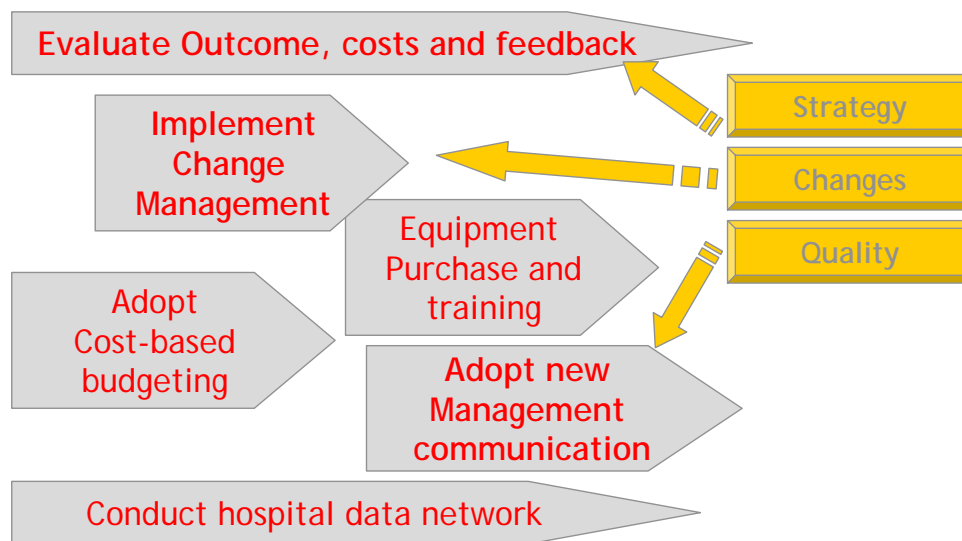


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## Keep an eye on Best Practice...

### Workflow events in the implementation of Point-of-Care



#B2 64-53

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## Watch the earlier adopters...

### Ten Tips for a successful POCT-Program

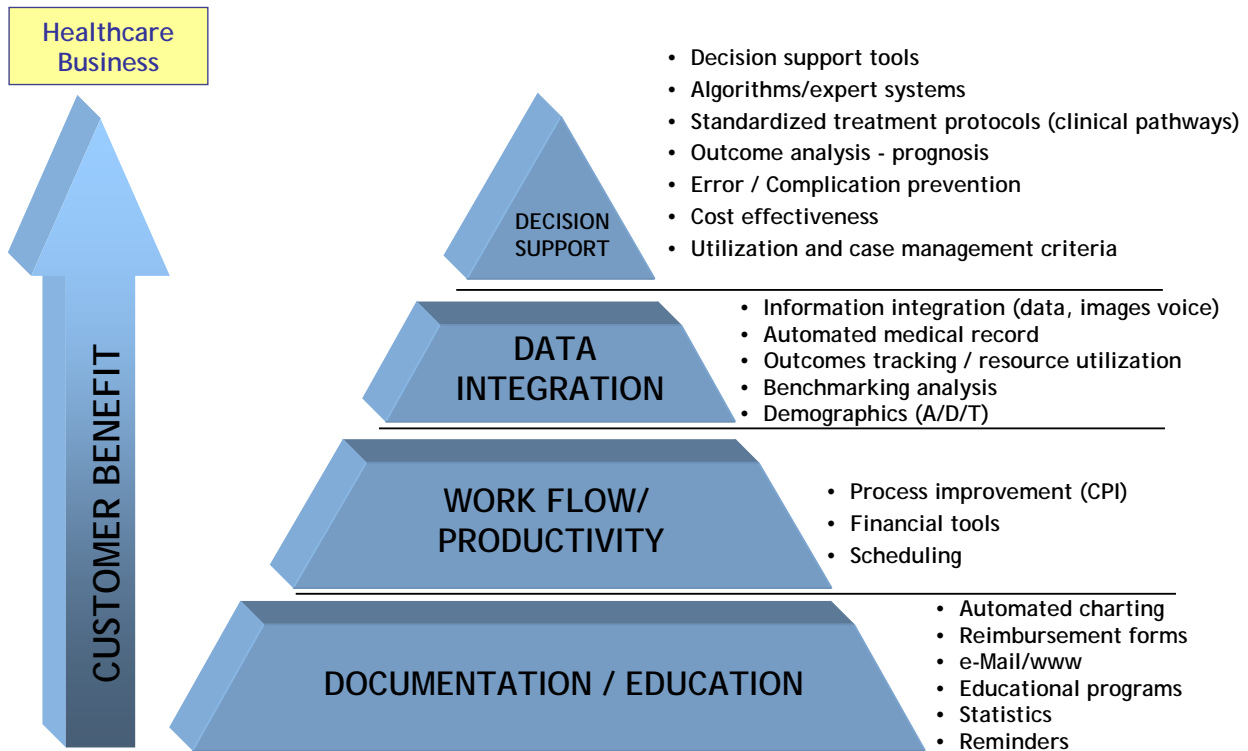
1. **Standardization.** By standardizing instrumentation and methods across the health system, the number of different devices is minimized, one policy can be shared among sites, a central management system can exist and training and float staff can be simplified.
2. **Communication.** Communication should be clear, concise and consistent. Use multiple forms of direct communication (e.g., phone, person to person and text paging instead of passive e-mails).
3. **Goal-oriented team.** Provide POCT management with clear objectives and a delineated pathway to achieve these goals. Think outside of the box and develop multiple ways to accomplish objectives.
4. **Improvement.** Quality improvement is a continuous process. Establish baseline performance levels and monitor and graph them.
5. **Networking.** Having contacts in the field, including manufacturers, will help you to brainstorm solutions to issues and help to introduce new ways of thinking.
6. **Research.** Like improvement, research can take many forms. Investigate new devices that provide technology updates and examine quality assurance (QA) trends for future improvement.
7. **Connectivity.** Computerized POCT devices automate the QA documentation and billing process. They will also reduce expenses for multiple interfaces and streamline the review process of the volume of data.
8. **Integration.** POCT results should be integrated into the overall patient care pathway. Consider why the test was ordered, how the result will be used in care and if POCT is the most appropriate method.
9. **Self-management.** While POCT is a partnership between the lab and clinical services, inspectors hold the site performing the test and CLIA director responsible.
10. **Positive attitude.** Creating a positive attitude for POCT is paramount to changing practice. Each person has special qualities he or she brings to an organization. Each individual can choose to complain about a problem or spend time fixing a problem.

J. Nichols

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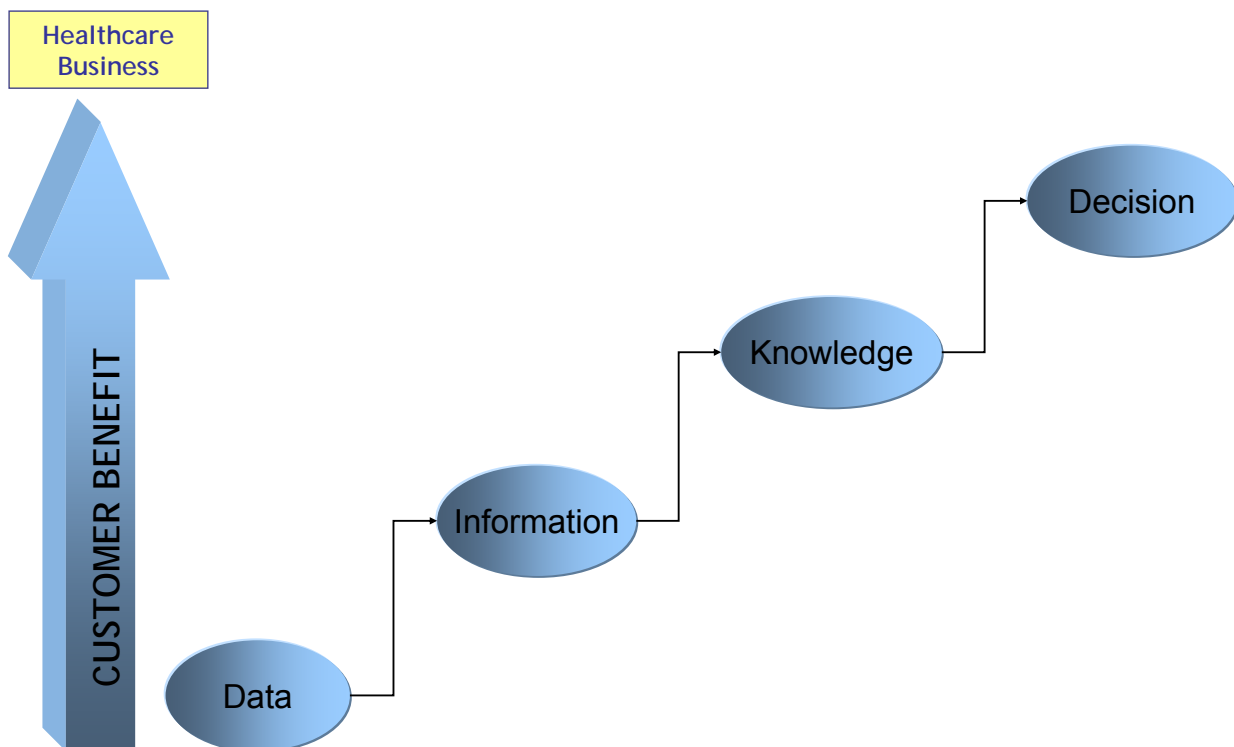
## Analyse Your Customer's Needs



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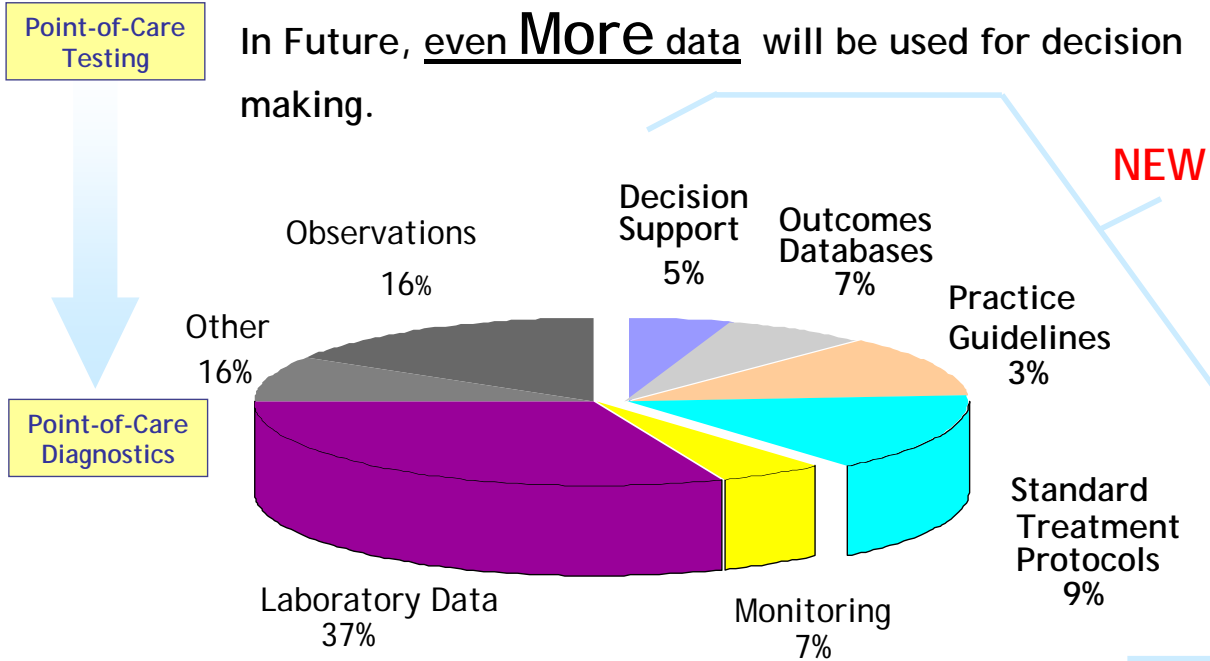
## Discover and Define the Value Chain



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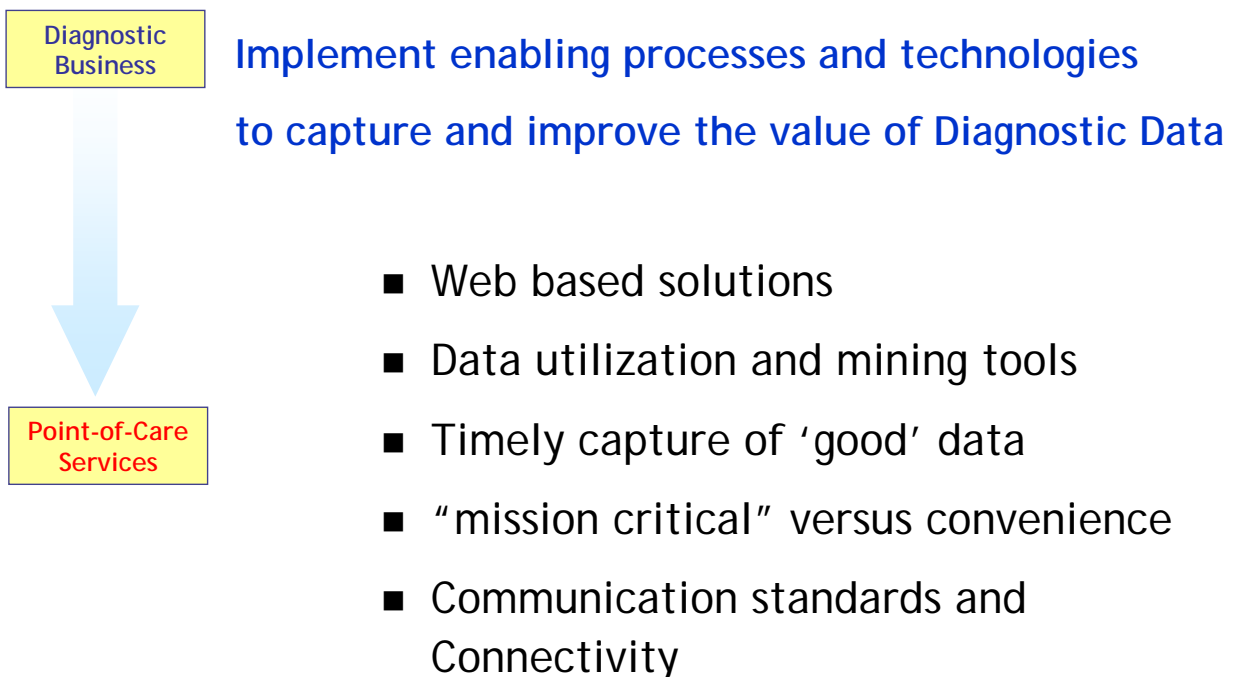
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## Increase The Value Chain...



**More and More**, treatment decisions will be based on evidence based medicine.

## Transform DX Data into Useful Information...



## Think About Your Partner...

### CRITICAL CARE: Information **integration**

Healthcare  
Business

Master Patient Index

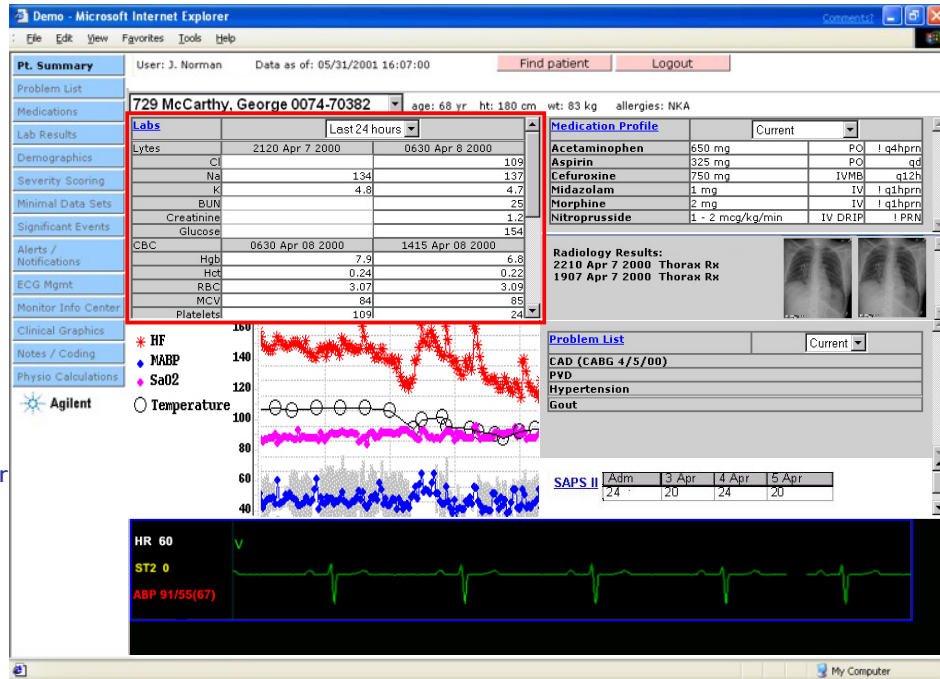
Laboratory Service



PDMS



Information Center



CIS



Picture  
Archiving System



3rd Party  
System

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## ...and Improve the Quality of Care.

Healthcare  
Business

Integration  
of information

### Major Goals:

- Achieve real-time, data-driven medical decisions
  - by mobile data entry from medical personnel
  - By real-time transport of complex medical records
- Enhance productivity by shifting time from paperwork to patient care
- ...Yielding into a more efficient patient care management

Provide the clinician **with better information** about a patient's health problem at the respective point of care.

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Thank your very much

## Diagnostic Services, like POC are...

... a GREAT Opportunities for laboratorians and clinicians together in that new era of informatics.

