

How Jefferson Health's Patient Blood Management Program Reduced Expenses and Improved Patient Outcomes

AT A GLANCE

In an August webinar, Chris Tomlinson, EVP of Clinical Lab, Pathology, Radiology, and Imaging at Jefferson Health in Philadelphia, and Joe Thomas, VP of cPBM, discussed the importance of a comprehensive PBM program and the benefits to its system and patients.

FOUR KEY TAKEAWAYS



Jefferson Health seized the opportunity to reduce costs and improve care through a comprehensive patient blood management program.

- Jefferson anticipates saving \$2.6M over three years in blood acquisition costs (15 percent) and creating \$8.3M in additional revenue and savings with an anemia program. Tomlinson expects those figures to grow past their initial amounts once their cPBM program is optimized in the coming two years.



A comprehensive PBM program must go beyond managing blood as a product.

- If a health system only focuses on blood as a product, they limit their total value creation potential to about 70 percent.



Jefferson Health's successful PBM program implementation leveraged best practices gleaned from Accumen.

- Along with meaningful clinical benchmarks and data analytics, a well-built PBM program can drive sustainable clinical and operational reform in blood utilization.



By building an infrastructure that increased personal accountability and focused on education, Jefferson Health realized significant results.

- Educating surgeons about how addressing preoperative anemia could make a significant difference in blood utilization and patient outcomes was successful in increasing acceptance of the program.