



**HEALTHTRUST**<sup>®</sup>  
P U R C H A S I N G   G R O U P

# The Triple Bottom Line in Healthcare Sustainability – the Role of Reprocessing and Remanufacturing

J. Michael Jones, FACHE

Director, Clinical Education and  
Sustainability – HealthTrust Purchasing  
Group – Brentwood, TN



# Outline

| Purchasing Power For Healthcare |

- Learning Objectives
- Why Healthcare?
- Triple Bottom Line – Components
- Five C's of Healthcare Sustainability
- Why Reprocessing and Remanufacturing?
- HealthTrust Success Story
- Q&A



# Learning Objectives

| Purchasing Power For Healthcare |

Upon completion, participants will:

- Evaluate and report how the inefficient utilization of resources negatively impacts their own organization's social, environmental, and financial stewardship efforts
- Relate HealthTrust's experience associated with implementing a successful reprocessing and remanufacturing program to their own organization
- Ask and answer questions focused on practical aspects of positioning reprocessing as a central part of environmental & financial sustainability efforts in healthcare



# Why healthcare?

| Purchasing Power For Healthcare |





- 1 in 8 people work in a healthcare related field
- 15% of the GDP annually
- Facilities are around for decades or longer
- Operate 24x7x365 which results in:
- Huge consumers of resources – energy
- Largest water user in most communities served
- Trash production is staggering





Who better to lead Sustainability efforts than professionals who have devoted their lives and careers to improving the condition of their fellow man?



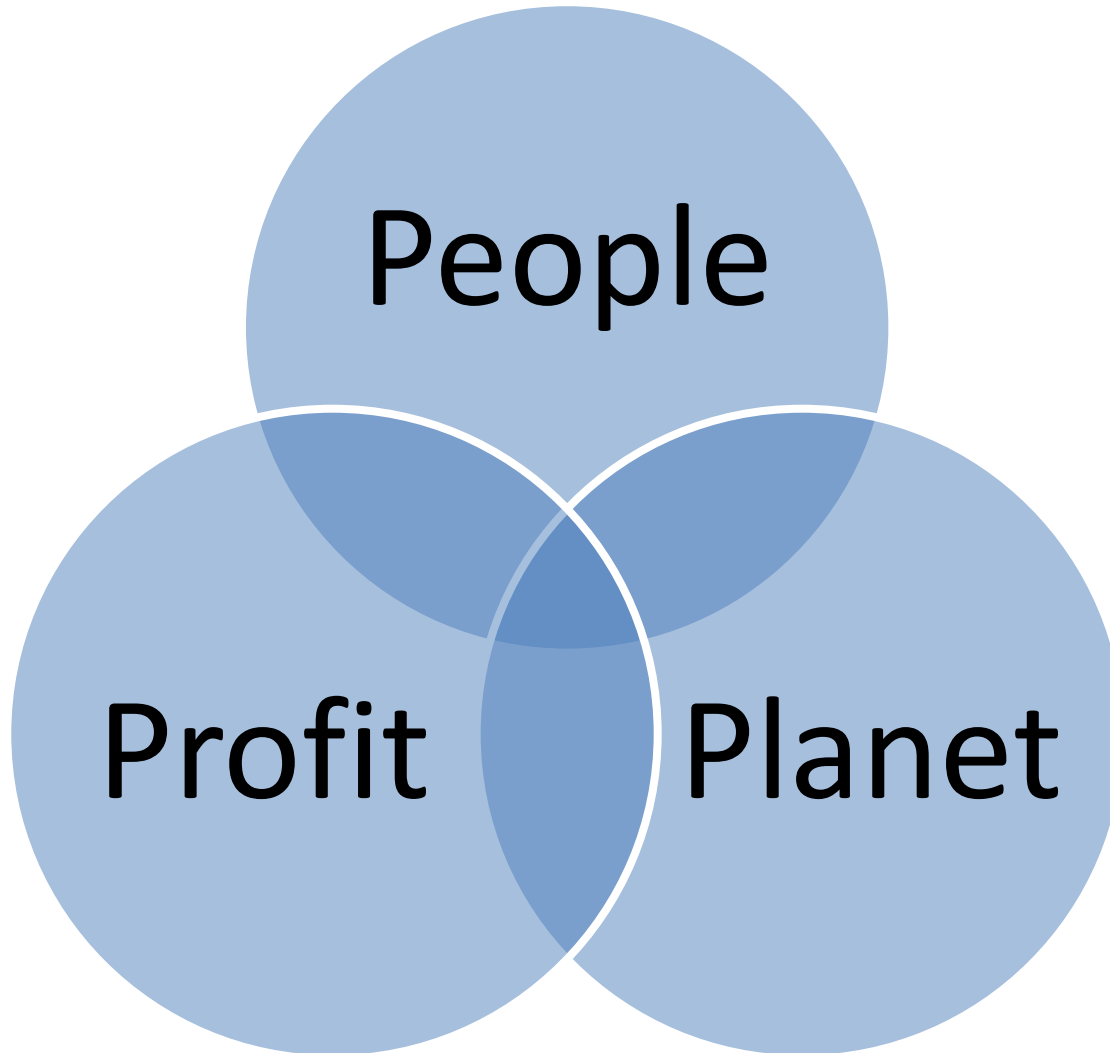
Healthcare is uniquely positioned to guide changes in public policy and behaviors unlike any other industry





# “Triple Bottom Line”

| Purchasing Power For Healthcare |





- The overlap of the three is inevitable in healthcare by the very nature of our role in society.
- Contrary to traditional thinking by some;  

These three key elements are of similar importance regardless of a healthcare organization's geography, population served, and financial model.



# People – social impacts

| Purchasing Power For Healthcare |





# Planet – environmental impacts

| Purchasing Power For Healthcare |





# Profit – financial impacts

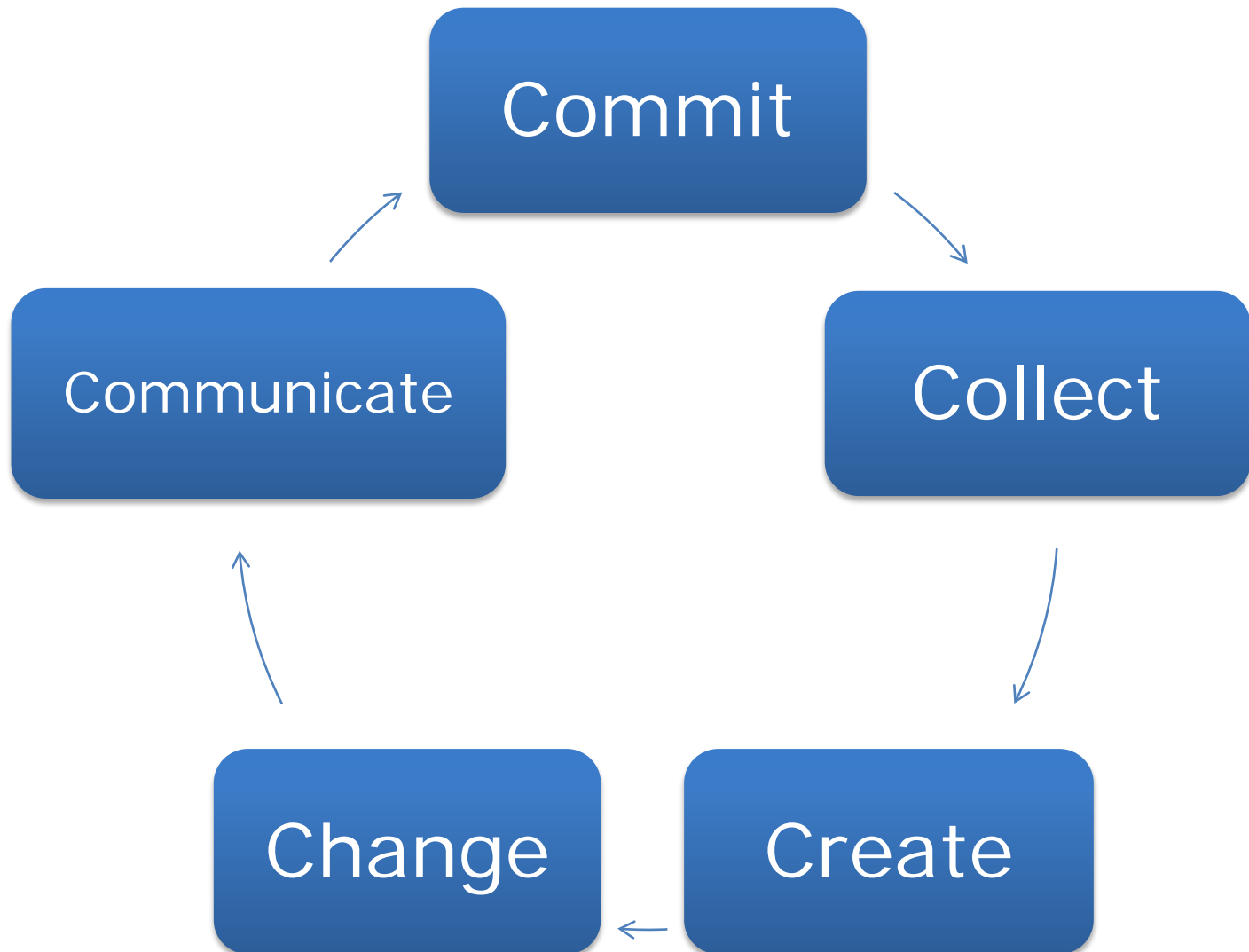
| Purchasing Power For Healthcare |





# The Five "C's" of Sustainability

| Purchasing Power For Healthcare |





**Commit** to action – need the support of everyone in the organization. Leadership must be on board

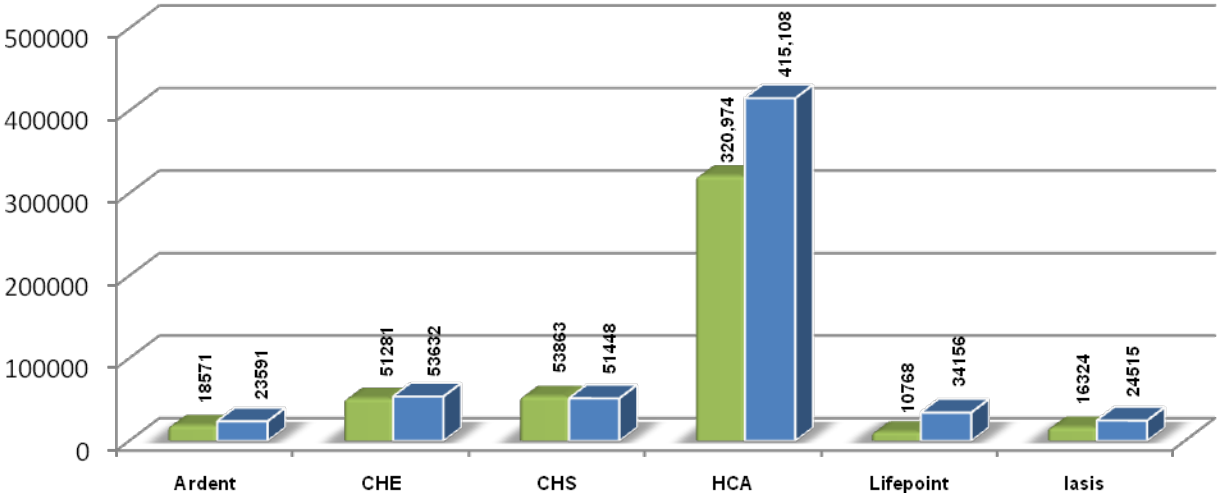




# Collect and report data to support need for action

### IDN Environmental Savings

■ 2007 Environmental Savings   ■ 2008 Environmental Savings





Create a plan for the program



# Change

| Purchasing Power For Healthcare |





# Communicate

| Purchasing Power For Healthcare |





# Why Reprocessing?

| Purchasing Power For Healthcare |

“One man’s trash is another man’s treasure”





- Uses existing resources to decrease cost, improve efficiency, and decrease waste
- Appropriate as a first step in a new Sustainability program or to enhance existing efforts
- An established process with proven results
- Addresses all aspects of the Triple Bottom Line



# HealthTrust Efforts

| Purchasing Power For Healthcare |

- HealthTrust has a dual source contract
- Some HealthTrust member facilities have been involved in Reprocessing and Remanufacturing activities since their inception – others not participating at all
- Through a unique collaboration with one of the vendors and Practice Greenhealth, HealthTrust is working to increase the penetration and compliance in our member facilities



# The Results

| Purchasing Power For Healthcare |

- During 2008 alone HealthTrust member facilities saw the following results from our programs:
- Over \$\_\_\_\_\_ in direct cost savings by reprocessing and remanufacturing devices
- Over \_\_\_\_\_ lbs of waste diverted from landfills
- Over \$\_\_\_\_\_ in disposal cost avoidance



# Just the beginning

| Purchasing Power For Healthcare |





# Potential Issues to Consider

| Purchasing Power For Healthcare |





# References

| Purchasing Power For Healthcare |

- Comprehensive list of recent literature at:  
<http://www.aha.org/aha/resource-center/bibliography/green.html>
- Practice Greenhealth  
<http://practicegreenhealth.org/>
- Green Guide for Healthcare  
<http://www.gghc.org/>
- Energy Information Administration  
<http://www.eia.doe.gov/>
- [www.h2e-online.org/docs/mdh2e/RNrecruitarticle.doc](http://www.h2e-online.org/docs/mdh2e/RNrecruitarticle.doc)



| Purchasing Power For Healthcare |





# Questions?

---

| Purchasing Power For Healthcare |

J. Michael Jones, FACHE  
Director, Clinical Education and Sustainability  
HealthTrust Purchasing Group – Brentwood, TN  
[Michael.jones@healthtrustpg.com](mailto:Michael.jones@healthtrustpg.com)