



› FIRST HAND EXPERIENCE

“WE’RE ABLE TO DO MORE ADVANCED PROCEDURES, USE FAR LESS CONTRAST AND RECRUIT MORE HIGHLY QUALIFIED PHYSICIANS.”

*Tina Wolford, Director of Cardiac Services
Fountain Valley Regional Hospital and Medical Center, Fountain Valley, CA*

Fountain Valley Regional Hospital and Medical Center in Orange County, California had two cath labs furnished by major medical equipment providers in 2000 and 2004 respectively. In 2010, the hospital made the decision to upgrade both rooms to achieve two important objectives: expand its offering of cardiac and peripheral interventionalist procedures, and attract practitioners who want to use the most advanced technology available.

As part of the upgrades, Fountain Valley replaced the original multiple monitors in both labs with the Carrot Medical C-View system. It features a single ultra-high resolution 56-inch LCD panel capable of integrating data from 24 modalities and displaying up to 16 images at once.

“We were technologically behind the other cath labs in our area,” said Tina Wolford, Fountain Valley’s Director of Cardiovascular Services. “Since we upgraded at the end of 2010, we’ve added a full service electrophysiology program.



We can now perform carotid and cerebral procedures we couldn’t do before, and physician recruitment has improved significantly.”

By April 2011, with the Carrot system in place for only a short time, Fountain Valley was able to confirm and quantify a number of key benefits and financial returns on the investment.

GREATER PROCEDURAL ACCURACY AND PHYSICIAN SATISFACTION

“The 3D images are phenomenal,” Ms. Wolford said, “and the larger image size and high resolution dramatically improves the physician’s ability see exactly what they’re doing in very complex procedures.” She noted that the difference is especially popular with the physicians who have “older eyes.”

EXPANDED PROCEDURAL CAPABILITIES AND BETTER PATIENT RETENTION

In 2010, prior to installing the Carrot C-View system, Fountain Valley performed a dozen routine electrophysiology studies. In the first four months of use, the hospital had already equaled that number. “Because of the quality of images we can retrieve, we’re doing coronary and peripheral angiography and more advanced interventions,” Ms. Wolford said. “We’re able to handle many more cases that we used to refer to other hospitals.”



IMPROVED PATIENT THROUGHPUT AND CLINICAL EFFICIENCY

Fountain Valley plans to implement Carrot Medical's integrated C-Stream feature that makes images available for remote viewing.

Currently, a patient who has an angiography typically goes to a waiting room for several hours until their physician can come to the hospital, view the images and make decisions about next steps. When Fountain Valley implements Carrot's C-Stream feature, the doctor will be able to view the images from anywhere they have Internet access.

"This is really exciting," Ms. Wolford said, "Having on-demand access to the images will dramatically reduce the waiting time and bottlenecks, and improve patient throughput and satisfaction."

Summing up the advantages that Carrot Medical's imaging solution has delivered for Fountain Valley, Ms. Wolford said, "We're able to do more advanced procedures, use much less contrast and fluoroscopy, and recruit more highly qualified physicians. They love the clarity, accuracy, size and control they get with the Carrot panels. No pun intended, but the difference is huge!"

SIGNIFICANT REDUCTIONS IN CONTRAST AND FLUOROSCOPY

The image quality of the Carrot display enables physicians to use less contrast and fluoroscopy, improving patient safety and Fountain Valley's bottom line.

"For both patient safety and cost savings for the hospital, the difference is night and day," Ms. Wolford said. "On more difficult procedures, we're saving an average of 60cc of contrast, or 20% per patient. On angiography, we're using 50% less. We've dramatically reduced fluoroscopy because now we can get the image we need without taking multiple pictures."

CONTROL COSTS OF FUTURE UPGRADES AND SIMPLIFY PROCUREMENT

"Another reason we went with the Carrot panels is that we can avoid being technologically or contractually locked-in to specific vendors on future upgrades," Ms. Wolford said. "The Carrot system integrates with any equipment we might add down the line, and that gives us a great deal of flexibility."

"ON MORE DIFFICULT PROCEDURES, WE'RE SAVING AN AVERAGE OF 60CC OF CONTRAST, OR 20% PER PATIENT. ON ANGIOGRAPHY, WE'RE USING 50% LESS."

About Fountain Valley Regional Hospital and Medical Center

Fountain Valley Regional Hospital and Medical Center is a 400-bed, full-service, acute care facility located in Western Orange County in California. It provides a comprehensive range of health services including 24-hour emergency care, cardiology services, maternity care, advanced neonatal and pediatric intensive care, and a number of specialties. For more information, call 714-966-7200, or visit www.fountainvalleyhospital.com.