

# FEMORAL HEAD COLLECTION INITIATIVE

Sarita Mans



# **CURRENT STATE**

- ► SHORTAGE OF CANCELLOUS BONE IN SOUTH AFRICA
- ► THE MAJORITY OF BONE PRODUCTS ARE ENGINEERED USING CANCELLOUS BONE
- ► REASONS:
  - SKELETAL COMPOSITION 20% CANCELLOUS BONE AND 80% CORTICAL BONE
  - ▶ WHOLE BODY DONORS (CADAVER) PER MONTH PLATEAUED
  - EVERY DONOR IS UNIQUE AND PROCUREMENT OF BONE DEPENDS ON A NUMBER OF FACTORS

     NOT GUARANTEED THAT THE MAXIMUM AMOUNT OF BONE CAN BE PROCURED FROM EVERY DONOR



# FEMORAL HEAD COLLECTION INITIATIVE

- ► FEMORAL HEAD (FH) IS AN EXCELLENT SOURCE OF CANCELLOUS BONE
- ► FH RECOVERY PROGRAM WAS IN PLACE UNMANAGED AND SPORADIC, LIMITED PARTICIPATING HOSPITALS
- DORMANT HOSPITALS
- RECOVERY PROGRAM WAS IDENTIFIED AS A MEANS TO INCREASE CANCELLOUS BONE STORES



# PERFORMANCE

	JUL 14 - JUN 15	JUL 15 - JUN 16	JUL 16 - JUN 17	JUL 17 - JUN 18
NUMBER OF FEMORAL HEADS COLLECTED	554	546	513	544
NUMBER OF CONTRIBUTING HOSPITALS	25	29	32	37



### **OBJECTIVES**

- PRIMARY OBJECTIVE
- TO MAXIMISE THE DONATION AND PROCUREMENT OF FEMORAL HEADS ON BEHALF OF THE CENTRE FOR TISSUE ENGINEERING (CTE) THROUGH A MANAGED PROCESS, IN ORDER TO INCREASE THE VOLUME OF AVAILABLE RAW BONE FOR BONE PRODUCT PRODUCTION
- SECONDARY OBJECTIVES
- MAXIMISE THE AWARENESS OF, AND PARTICIPATION IN, LIVING TISSUE DONATION IN IDENTIFIED TARGET MARKETS
- SUPPORT AND ENHANCE AWARENESS OF ORGAN AND TISSUE DONATION IN SOUTH AFRICA



# STRATEGIC OUTLINE

### 'PRODUCT'

DEVELOPMENT OF A CLEAR MESSAGE

### **PROCESS**

MAP EXISTING PROCESSES
SIMPLIFY EXISTING PROCESSES
DOCUMENT PROCESSES
ALIGN TRAINING AND MARKETING
MATERIAL WITH PROCESSES
TRAINING MODEL
QUALITY CONTROL
COMMUNICATION
REPORTING
STOCK CONTROL

### **PEOPLE**

### PARTNERSHIPS:

- LABORATORIES
- MAJOR HEALTHCARE GROUPS
- MINOR HEALTHCARE GROUPS
- MEDICAL AID COMPANIES
- CTE

### **ON-SITE TEAMS:**

- CHAMPIONS NETWORK
- 'RESCUERS'

INCREASE FH DELIVERY BY 25% YOY 'CENTRE OF EXCELLENCE' CONCEPT



# STRATEGIC APPROACH

- ► BE REALISTIC ABOUT RESOURCES
- ▶ BE REALISTIC ABOUT CURRENT AND FUTURE LEVELS OF PARTICIPATION
- ► FISH WHERE THE FISH ARE:
  - MAXIMISE CONTRIBUTION OF EXISTING PARTNERS
  - ► INVESTIGATE, EVALUATE AND VET FUTURE PARTICIPANTS
  - MANAGED ATTRITION WHERE APPLICABLE

### **PARTICIPATION**

If contributions were received for the full period: 100% = HIGH

If contributions were received for ¾ of the period: 75% = MEDIUM

If contributions were received for half the period: 50% = LOW

If contributions were received for less than half the period: 25% = VERY LOW

If no contributions were received for the period: 0% = NONE

### YIELD

50 TO 100 femoral heads received per period: HIGH

25 TO 49 femoral heads received per period: MEDIUM

10 TO 24 femoral heads received per period: LOW

1 TO 9 femoral heads received per period: VERY LOW

If no contributions were received for the period: NONE



# PROJECT DELIVERABLES

- ► INCREASE DELIVERY OF FEMORAL HEADS TO CTE BY 25% YOY BY 30 JUNE 2019 THROUGH:
  - ► REACTIVATING 90% OF DORMANT HOSPITALS
  - ► INCREASING THE NUMBER OF ACTIVE HOSPITALS BY AT LEAST 15 NEW PARTICIPATING HOSPITALS
  - ► INCREASING FEMORAL HEAD CONTRIBUTIONS BY CURRENT ACTIVE HOSPITALS BY 15% YOY
  - ► INCREASING PARTICIPATING DOCTORS BY 10% YOY



# DONATION PROCESS

- ► DISCUSSION WITH SURGEON
- ► CONSENT FORM
- ▶ 3 TUBES OF BLOOD INTRA-OPERATIVELY



Winess 2 Name & Sumane



		CON	SENT FORM: FEMO	DRAL HEAD DONA	ATION		
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Number				Contact number			
stal Address				Email address			
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Have you e	ever been di	agnosed with an a	uto immune disease? E.g.	Lupus		YES	NO
Have you ever been diagnosed A/thritis / Joint disease / Ceteomyellis?					YES	NO	
Have you received any Steroids or Human growth hormones in the last 3 months?							
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# WHAT CHANGED?

- PROGRAM WAS PROFESSIONALISED AND BRANDED WHERE POSSIBLE
- ► TRAINING TO HOSPITAL STAFF WAS BROADENED:
  - HOSPITAL MANAGEMENT
  - ▶ UNIT MANAGERS
  - ► THEATRE STAFF
  - ► PRE-ADMISSION CLINIC
  - ADMISSIONS
  - ► ORTHOPAEDIC WARD STAFF
- COLLECTION OF DONATIONS ASSIGNED TO PATHOLOGY PARTNERS



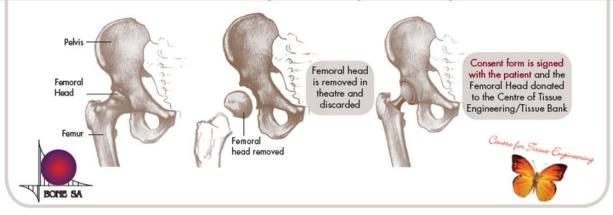
# WHAT CHANGED?

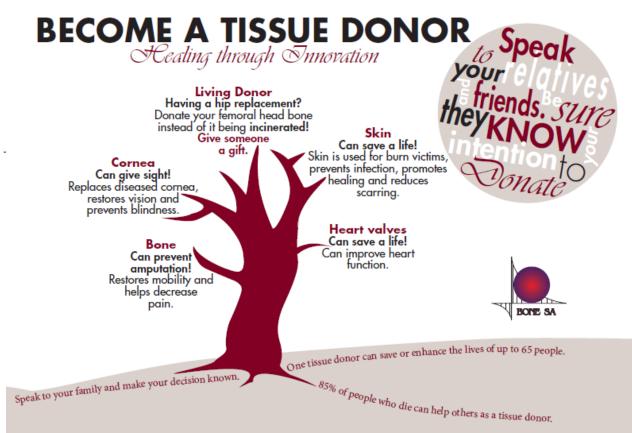
- ► ACTIVATION MEETINGS WITH ORTHOPAEDIC SURGEONS
- ► TRAINING OF STAFF IN DOCTORS' SURGERIES
- PATIENT EDUCATION MATERIAL
- REPETITION! SHORT INTERVALS BETWEEN TRAINING SESSIONS

# Having a hip replacement?

## BECOME A TISSUE DONOR

Tissue Donors: Touch the lives of thousands of Bouth Africans







# OUTCOME

	JULY 14 TO	JULY 15 TO	JULY 16 TO	JULY 17 TO	JULY 18 TO
	JUNE 15	JUNE 16	JUNE 17	JUNE 18	JUNE 19
NUMBER OF FEMORAL HEADS COLLECTED	554	546	513	544	921

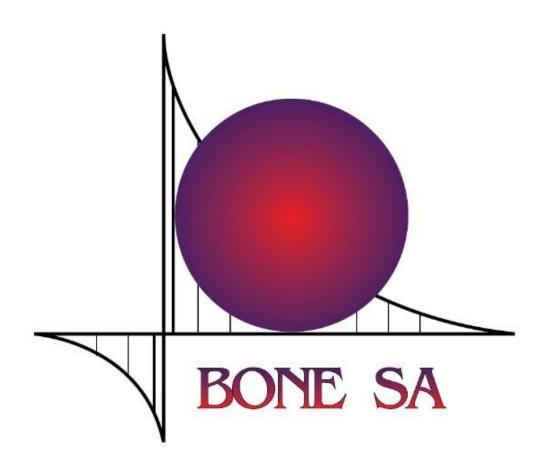
29 ACTIVELY PARTICIPATING HOSPITALS
22 DOCTORS ADDED
7 HOSPITALS REACTIVATED
BUSAMED MODEL 20% CONTRIBUTION FROM THREE HOSPITALS





# **LEARNINGS**

- ► IT IS HARDER TO CHANGE EXISTING PROCESSES THAN TO START FRESH. REACTIVATION SLOWER THAN EXPECTED.
- ► IT IS OK TO ASK
- LACK OF DATA
- ► POTENTIAL PERMANENT PROCUREMENT STREAM



# THANK YOU