Uncover and quantify hospital-acquired pneumonia (HAP)

**#1 HAI**
hospital-acquired infection in the US

**$39,897**
estimated Acute Care cost per case

Oral care is the **missed practice** from the patients’ perspective

**Understand your current practice**
A basic oral care practice assessment helps uncover gaps

For example:
- Non-ventilator oral care protocol
- Current product usage
- Logistical gaps
- Product and education needs

47% of 4,856 patients did not use or have access to a toothbrush

**Understand toothbrush usage**
Toothbrush testing highlights a need for replacement protocol and bacterial colonization rates

A third party laboratory tests toothbrushes for five bacterial strains:
- MRSA
- *S. Aureus*
- Enterococcus
- VRE
- Gram-negatives

49% of 1,086 toothbrushes were contaminated
Quantified patient and financial impact

Partner with Sage to determine impact

Obtain one year’s diagnosis (1-10), present on admission data, age, length of stay (LOS), and discharge path for all patients.

CustomerOne mines data for ICD-10 codes associated with pneumonia or sepsis that developed 48 hours after admission.

Example of data set needed:

<table>
<thead>
<tr>
<th>Patient</th>
<th>Age</th>
<th>LOS</th>
<th>Discharge</th>
<th>Diagnosis_1</th>
<th>POA_1</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>60</td>
<td>4</td>
<td>Hospice</td>
<td>J18.9</td>
<td>Yes</td>
</tr>
<tr>
<td>B</td>
<td>40</td>
<td>15</td>
<td>Expired</td>
<td>J18.9</td>
<td>No</td>
</tr>
<tr>
<td>C</td>
<td>80</td>
<td>7</td>
<td>Home</td>
<td>J18.9</td>
<td>Yes</td>
</tr>
</tbody>
</table>

Findings to include:
- Number of non-ventilator HAPs
- Sepsis correlation to non-ventilator HAPs
- Discharge path (Hospice, Expired, Home)
- Mortality rate
- Average length of stay
- Average age
- Cost

Continuum of care: HAP reduction initiative

One hospital’s findings in 1 year:
- 37% less likely to acquire NV-HAP
- 60 NV-HAP cases avoided
- $2.28M return on investment (ROI)

All hospital patients are at risk

Address the risk factors associated with pneumonia throughout the continuum of care:

Pre-surgical

Ventilated

Non-ventilated

Dependent

Independent

References: