A dose of ‘good cents’

Fast-growing Kettering Health Network balances growth, imaging demands, low dose and cost control with LWVHYLUH[SDQGLQ]HHWRI$ID'5

Case study: Kettering Medical Center
Kettering Health Network, Ohio, USA
Case Study

INTERVIEW WITH:
MAX GRADY,
ADMINISTRATIVE DIRECTOR OF RADIOLOGY,
KETTERING HEALTH NETWORK
ANNETTE LONG,
MANAGER OF RADIOLOGY, KETTERING MEDICAL CENTER

For fast-growing Kettering Health Network, transitioning to direct radiography (DR) was both a solution and a challenge. On the one hand, the benefits of DR support the network’s care quality, patient care and productivity goals. On the other hand, the radiology department needed to find a way to cost-effectively upgrade existing computed radiography (CR) systems in current sites and to install brand-new DR in its new sites.

But what might have seemed an impossible challenge instead became an advantage, thanks to Kettering’s strong relationship with Agfa. Kettering has made full use of the vendor’s comprehensive DR Solutions portfolio – and Agfa’s unique, flexible financing. “Working with Agfa has allowed us to accomplish our goals at a fraction of the cost,” explains Max Grady, Administrative Director of Radiology for Kettering Health Network. “With Agfa DR, we can carry out high quality imaging exams, with the lowest patient radiation dose reasonably achievable, while benefitting from an exceptional economic value.”

AN INSTANT UPGRADE: DR RETROFIT
Kettering’s journey to DR began in 2016, when the network contracted with Agfa to upgrade nine CR rooms in three hospitals, with DR Retrofits. By the end of 2018, over 20 X-Ray rooms had been converted with the DR Retrofit, and more were scheduled.

“With the DR Retrofits, we could continue using our existing X-Ray equipment and make the switch to DR very quickly,” comments Max. “In particular, this has supported us to meet our regulatory requirements and ensure we get the maximum reimbursements for X-Rays.” As specified by the Consolidated Appropriations Act, reimbursements for exams made with CR are already reduced by 7%; starting in 2023, the penalty will be 10%.

At the same time, Kettering's DR Retrofits, soon joined by Agfa's mobile DX-D 100, floor-mounted DR 400, ceiling-mounted DR 600 and multi-purpose DR 800, have provided the health network and its patients with all the benefits of DR: including instant availability of images for review, workflow efficiency for the radiography department, time savings, high image quality and a wider dynamic range than provided by CR.
With Agfa DR, we can carry out high quality imaging exams, with the lowest patient radiation dose reasonably achievable, while benefiting from an exceptional economic value.

Max Grady, Administrative Director of Radiology, Kettering Health Network
Agfa’s flexible financing includes unique coverage for equipment that is out of warranty. Unlike other vendors, with Agfa there is no ‘use it or lose it’ entire investment goes to enhancing our imaging environment and the service we offer our patients.”

Annette Long, Manager of Radiology, Kettering Medical Center
A multi-year, multi-site Managed Services Agreement (MSA), with flexible financing, made it possible for Kettering to achieve its goals to transition to DR, at a fraction of the cost. Annette Long, Manager of Radiology, explains: “One key aspect of Agfa’s flexible financing is the unique coverage for equipment that is out of warranty. Unlike other vendors, with Agfa there is no ‘use it or lose it’ side, where the money can only be used for replacing detectors. Instead we pay a certain amount each year per detector for the drop insurance. This money goes into a ‘pool of funds’ that we can flexibly spend. So, if we don’t need to replace any detectors, we can choose to use the money to purchase new equipment instead. This means that our entire investment goes to enhancing our imaging environment and the service we offer our patients.”

“Equipment investment costs can be a drag on our potential growth; the MSA with Agfa removes an impediment for our expansion,” Max highlights. “We have a responsibility to be good stewards of the financial resources of our network, to do the most possible with what we have, and Agfa helps us achieve that.”

A comprehensive portfolio meeting each site’s needs

“Agfa’s extensive range of DR solutions allows us to match the best solution to the individual site’s situation, in order to create a complete DR environment,” Max continues. Each solution provides key benefits and meets specific needs, he explains:

- **DX-D 100**: “It’s a complete X-Ray room on wheels. It’s quiet, productive, easy to navigate, and has a large screen. Technologists love it.”

- **DR 400**: “Since it’s floor-mounted, the construction costs for the room are lower. And it is a very convenient solution.”

- **DR 600**: “This is our most recent acquisition, which we have installed in a new, mid-sized facility. It will be the only X-Ray room there, for the entire radiography department, which is possible because it is multi-purpose and very productive. We are already getting positive feedback on it.”

The service functionality reduces physical stress on our staff.
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Max Grady, Administrative Director of Radiology, Kettering Health Network
Kettering Health Network has 48 Agfa DR systems installed in 23 locations throughout the health system.

48

23

75%

25%

With an MSA/Managed Service Agreement and establishing a DR detector pool for replacing damaged detectors (versus paying for “Detector Insurance”), Agfa has saved Kettering over $1.5M in a 5-year period.

$1.5M

5 years

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For more information on Agfa, please visit our website on www.agfa.com