

Complexities Concerning Coordination of ASE Medical Equipment During new Construction

Architecturally Significant Medical Equipment is often overlooked until late in the project. The multiple pieces of medical equipment are not looked at as a complete inventory, rather it is treated as individual department items. During construction, building systems, kitchen equipment, IS equipment and AV equipment, are looked at as a complete system. Typically these areas have a specific contractor that specializes on that specific equipment. There are usually thousands of pieces of ASE medical equipment and they should be treated as a complete system as well.

By treating the other medical equipment as a specialized area the owner can reduce last minute change order costs and also will have more flexibility to change some of the specified equipment. Design and build teams don't like to hear the word 'change' when it relates to ASE items. However Advanced Consulting has a proven track record to almost eliminate costs when making an ASE change.

A Ventilator by Any Other Name...

On a new construction project, medical equipment is usually specified well in advance of the item actually being ordered, delivered and installed. This is so the design team can accommodate the electrical, mechanical and plumbing requirements in the construction documents. Medical equipment is never static. Vendors come out with new features and benefits or the models are constantly changing creating a challenge for the design/build team. We have seen instances where complete specifications change shortly after the design team specifies the requirements in the documents, and this was not communicated well from the vendor.

There needs to be a process to identify if this is occurring well in advance of the completion of the project. As an example 15 ventilators are originally specified with certain electrical and network properties. The vents are ordered and arrive on site after the owner receives the certificate of occupancy, only to find out the original specifications are completely different. The rework cost would be extremely high. However, cost would be negligible if this were caught early in the construction phase. These costs increase the later you are in the project and multiplied by the number of rooms involved.

A small item such as a network jack location or type (IS or CE) that is misplaced or installed incorrectly in every patient room of a 160 bed facility would be an extreme cost at the end of a project.

I Didn't Order That or I don't Want to Order That

What happens when the vendor changes a model and the subsequent ASE requirement? Another thing we have seen is a discontinuation of a model with a completely different manufacturer as the substitute. And finally, what if you are using a Group Purchasing Organization (i.e. Premiere) and the preferred vendor changes from the time the item is originally specified? All these scenarios lead to increased overall cost.

What if the owner has to change equipment because of physician or user preference? We have seen this happen because of leadership change during construction. If we have enough time we can work with the owner and designer to facilitate the change with the least amount of cost.

The Total Project Solution for ASE Medical Devices

Advanced Consulting and Technology Solutions offers a process to address all the above challenges and more. Experience and knowledge count, and at ACTS we have both. We speak the language of both the owners and the contractors. We are highly skilled in all ASE medical devices and understand how and where that device might be used. Inside knowledge is not necessarily required, but it does streamline the process.

By working very closely with owner, construction and design staff we are able to reduce costly change orders and shorten and streamline move in time. We have a custom designed project management database that tracks the order, delivery and installation of equipment, as well as all equipment related changes. With this custom software we have all documents and information for every piece of medical equipment in a secure single location.

We have demonstrated an ability to greatly minimize last minute change orders as well as reduce the total dollars spent on medical equipment. The last project we completed we reduced the cost of equipment by \$11 million dollars. We also were able to site all 6,300 pieces of equipment in less than 10 days after certificate of occupancy, with not one lost item. The equipment was ready for clinical use 6 weeks from move in day. By using reverse scheduling techniques we were able to streamline the move in and certification process.

You need someone on your side that is highly trained and motivated to insure that all medical equipment is ordered, tracked, scheduled, installed, certified and training scheduled to keep the project on track and on budget. ACTS has a proven track record and would be glad to share contact information for past projects.