

# FAQS FOR ADMINISTRATORS CONSIDERING ON-Q\* PAIN RELIEF SYSTEM

For hospital administrators, we know purchasing decisions truly come down to one issue: what value – short term and long term – am I getting out of this line item? Below, we answer some of the most frequently asked questions we get from administrators who are getting ready to implement the Avanos Medical ON-Q\* Pain Relief System – and how we help them reap the most benefit out of the purchase.

## Q: What does purchasing the ON-Q\* Pain Relief System include?

The old adage is true – you get what you pay for. The ON-Q\* Pain Relief System is not just a post-operative pain pump; it's a completely comprehensive service – with training and implementation guidance. We believe in setting our customers up for success so they're able to see system-wide benefits.

In terms of understanding how the pump can help support operational goals for a hospital or health center, it's important to consider the facts: Untreated or undertreated post-operative pain can lead to negative clinical outcomes, potentially leading to longer hospital stays<sup>1</sup> – which can prove very costly. According to data from Kaiser State Health Facts, average costs per inpatient day at non-profit hospitals in the U.S. was \$2,346 in 2014.<sup>2</sup> In addition, research published in

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Anesthesia & Analgesia revealed that 72% of patients would choose non-narcotic pain medication for postsurgical pain management.<sup>1</sup> Studies have shown that patients using ON-Q\* go home from the hospital 1.1 days sooner,<sup>3</sup> on average.

## ON-Q\* may help hospitals save over 10% of costs related to hospitalization<sup>3</sup> by:

- **Accelerating post-operative recovery** – ON-Q\* may help promote rapid functional recovery with earlier ambulation, physical therapy, and discharge<sup>3, 4, 5, 6</sup>
- **Reducing post-operative pain** – ON-Q\* significantly reduces pain after surgery better than narcotics alone<sup>3, 4, 5</sup>
- **Reducing the risk of infection** – ON-Q\* pumps are single-use, one pump per patient, compared to electronic pumps

## Q: It's important for my facility that there's full support for the purchase from clinical staff. Do we have "buy in" from orthopedic surgeons?

Since clinicians will be the ones actually using the system day-in and day-out, this is a vital consideration for hospital administrators. Clinicians care first and foremost about their patients. By treating post-operative pain directly at the source, ON-Q\* has been clinically proven to reduce post-operative pain with faster recovery than narcotics.<sup>3, 4, 5</sup> With ON-Q\*, patients receive customizable control for personalized, continuous pain relief throughout the recovery process – allowing them to be both comfortable after surgery and capable of activity while they efficiently move through the recovery process.<sup>3, 4, 5</sup>

**Q: How easy is it for hospital pharmacists to fill/prepare ON-Q\* with non-narcotic anesthetic?**

Halyard offers an electronic filling device – but it can be filled manually, if hospital pharmacists prefer. Some hospital pharmacies prefer to use an outside third-party pre-filler instead of filling pumps in their own facility. For more information on these options, please contact your local ON-Q\* representative.

**Q: What is ON-Q\*'s safety profile, in terms of flow rates?**

The pump is titratable, and hospitals can choose who is allowed to change the flow rate (patients, nurses, and/or physicians) – it's all dependent on the specific needs, policies, and comfort level of the hospital.

**Q: Can we be confident that training will be a smooth process and won't seriously disrupt our workflow?**

We know that introducing a new process or care element into your hospital's workflow can seem

daunting. But administrators can rest easy knowing that their Avanos team is incredibly equipped to help carry out the implementation process. We have over 10 years of experience working with leading institutions to develop successful regional anesthesia programs, and a clinician-staffed 24/7 hotline for both patients and nurses (providing reassurance while reducing burden on the physician). We also offer local ON-Q\* representatives and clinical experts to ensure uninterrupted personalized coverage, and ongoing training for anesthesiologists and multidisciplinary teams to stay current with techniques.

*If you're interested in learning more about how ON-Q\* can help your facility to improve patient satisfaction and reduce post-surgical pain, or if you have additional questions, please contact us to learn more.*

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2. The Henry J. Kaiser Family Foundation [Internet]. Washington, DC: Hospital Adjusted Expenses per Inpatient Day by Ownership; c2014 [cited 2016 Dec 13]. Kaiser State Health Facts; [about 2 screens]. Available from: <http://kff.org/other/state-indicator/expenses-per-inpatient-day-by-ownership/?currentTimeframe=0>
3. Forastiere E, Sofra M, Giannarelli D, Fabrizi L, Simone G. Effectiveness of continuous wound infusion of 0.5% ropivacaine by ON-Q\* pain relief system for postoperative pain management after open nephrectomy. *Br J Anaesth*. 2008;101(6):841-847.
4. Beaussier M, El'Ayoubi H, Schiffer E, et al. Continuous preperitoneal infusion of ropivacaine provides effective analgesia and accelerates recovery after colorectal surgery. *Anesthesiology*. 2007;107(3):461-468.
5. Dowling R, Thielmeier K, Ghaly A, Barber D, Boice T, Dine A. Improved pain control after cardiac surgery: results of a randomized, double-blind, clinical trial. *J Thorac Cardiovasc Surg*. 2003;126(5):1271-1278.
6. Mudumbai SC, Kim TE, Howard SK, et al. Continuous Adductor Canal Blocks Are Superior to Continuous Femoral Nerve Blocks in Promoting Early Ambulation After TKA. *Clinical Orthopaedics and Related Research*. 2014;472(5):1377-1383.

There are inherent risks in all medical devices. Please refer to the product labeling for **Indications, Cautions, Warnings and Contraindications**. Failure to follow the product labeling could directly impact patient safety. Physician is responsible for prescribing and administering medications per instructions provided by the drug manufacturer. Refer to [www.avanospainmanagement.com](http://www.avanospainmanagement.com) for additional product safety Technical Bulletins.