

# Cardiac Rehab Referral Buy in

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GREATER LANSING

# Administrative Buy-In

- Cardiac Rehab referral- Class I indication for treating CAD
  - CR Improves patient experience and outcomes
  - Shows organizational committed to long term patient success
  - Not referring is withholding a proven treatment
- Revenue Side
  - Uncaptured volume = Loss of Revenue

Post PCI Inpatient	2015
Cardiac Rehab Referral rate	63%

- Get Physician Support
  - Influencing voice for administration to commit resources

# Clinician Buy-in

- Partners in the process
  - Ownership
  - Lead and drive process improvement/collaboration
- Make the Process Easy
  - Electronic Referral
  - Auto order part of post PCI order sets (Pre discharge)
  - Optout option

Inpatient	2015	2016	2017	2018	2019	2020	2021
Post PCI CR referral rate prior to discharge	63%	86%	93%	60%	87%	96%	97%

- Adding P2CR referral to pre discharge check list
  - Monitored by mid levels and discharging RN
- Cardiac Rehab Liaison Phase I
  - Auto ordered on order set pre discharge

# Challenges

- Private Practice Physicians (Weekend Discharges)
- It issues with electronic referral
  - Order sets getting changed
  - Operator Error/unintentional opt out
- Organizational/Leadership turnover
- Constant monitoring by team members