

Recognizing Outstanding Service Excellence



Dr. Johnny Delashaw
Neurosurgery

Pete Hazel Director of Patient Care Operations submitted the following finance category nomination . . .

I would like to nominate Dr. Johnny Delashaw for a Golden Rose award to recognize him for his outstanding contributions to reduce costs in the operating rooms.

The first two things you need to know about Johnny is that he likes to get a good deal and he likes to be involved in the negotiations.

Prior to the Periop Value Analysis Process Committee existing, Johnny worked with the Operating Room to drive product standardization and decrease cost on supplies and implants used in neurosurgery. Many years ago, he was instrumental in building consensus among his neurosurgery, ENT, and plastic surgery colleagues to standardize maxillofacial implants from 3-4 suppliers to just one. Over the years, our ability to offer one supplier our 100% commitment has reaped OHSU savings in the millions of dollars.

Ten years later, when the number of implant suppliers and surgeons has ballooned, the Operating Room is standardized to just two maxillofacial implant suppliers. As the primary contract went up for renewal recently, Johnny again worked to build consensus among his peers to continue with our standardization strategy.

Johnny has also assisted the Operating Room in negotiating with suppliers to provide capital equipment at no charge or at tremendous discounts; because he is willing to tell suppliers that he will discontinue using their products unless the hospital gets a better deal. I can't tell you how many times this approach has been successful.

Johnny helped negotiate a contract with Anspach for high-speed drills and disposables (burs, bits, & blades) that again has saved the hospital millions of dollars.

He also helped negotiate contracts to purchase extremely expensive neurosurgery microscopes at extremely discounted prices (think buy one, get one free).

Johnny is one of three physicians who serve on the Periop Value Analysis Committee and has consistently been the most involved with the program. Most recently, he helped to streamline the shunt cart (reducing the number of different products stocked). He also evaluated a cranial perforator that is clinically superior and much less expensive than the existing device. This initiative should reduce costs by \$50,000.

In summary, I would say that a great big thank you to Johnny is well overdue. He has consistently lent his clinical expertise to assist the Operating Room in making sound product decisions. He has never said no when asked to assist in an evaluation of products that may reduce expenses. He has never said no when asked to speak to a colleague about the opportunity to reduce expenses, and he has never said no when asked to speak to a supplier about reducing expenses.

Johnny has consistently been engaged in the supply selection process for as long as he has worked at OHSU, and we could never have achieved what we have done in the Operating Room without his help.



Award Recipient - August 2008