

6 Steps to Your ENFit Adoption



What Does Success Look Like?

- 1 Team Involvement
- 2 Identify impacted items
- 3 Meet with manufacturers
- 4 Meet with providers, hospitals & clinics
- 5 Train
- 6 Inform end user

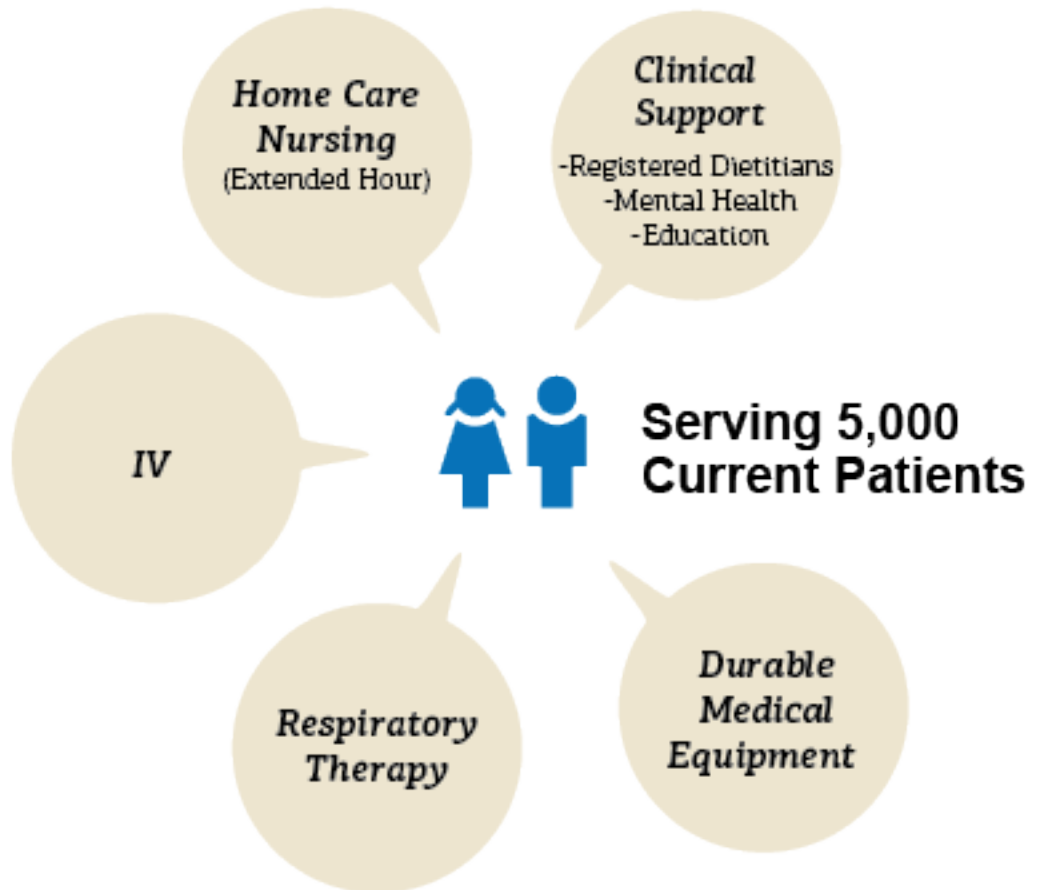
Who We Are



Located in
Roseville, MN



27 years in
operation



Current Numbers



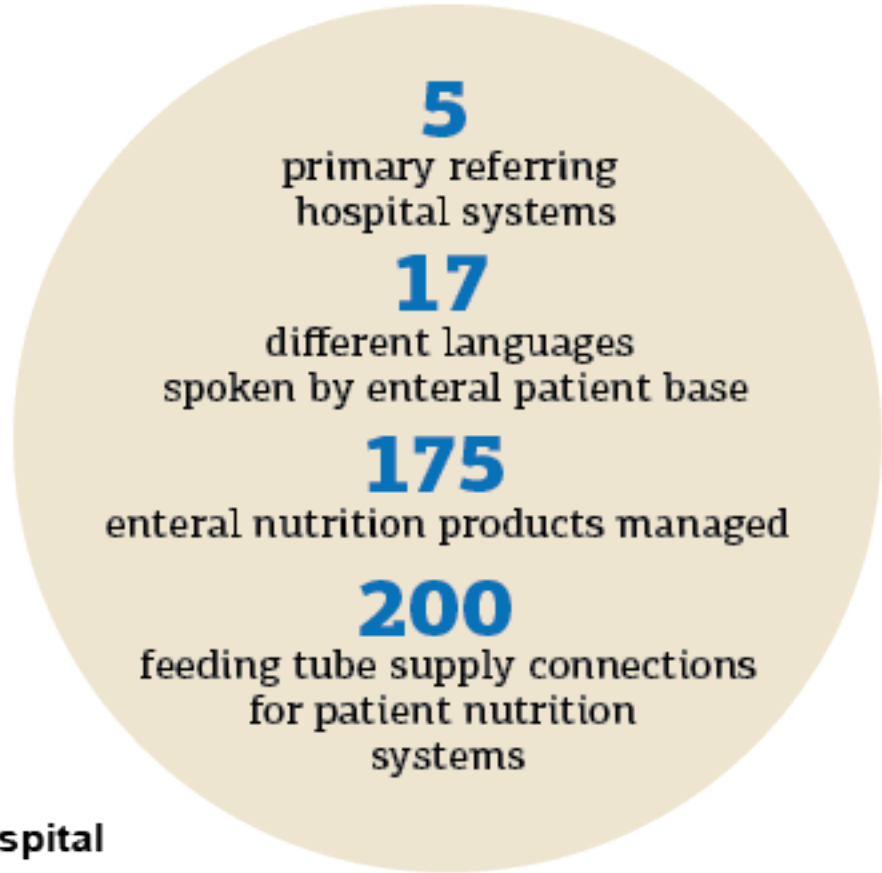
1,782

**PHS patients
for enteral
products alone**



495

**Total beds at
Children's Hospital
Los Angeles**



5

**primary referring
hospital systems**

17

**different languages
spoken by enteral patient base**

175

enteral nutrition products managed

200

**feeding tube supply connections
for patient nutrition
systems**



All of the training, education, coordination and patient care is coming from one independent, family-owned home care company in Roseville, MN

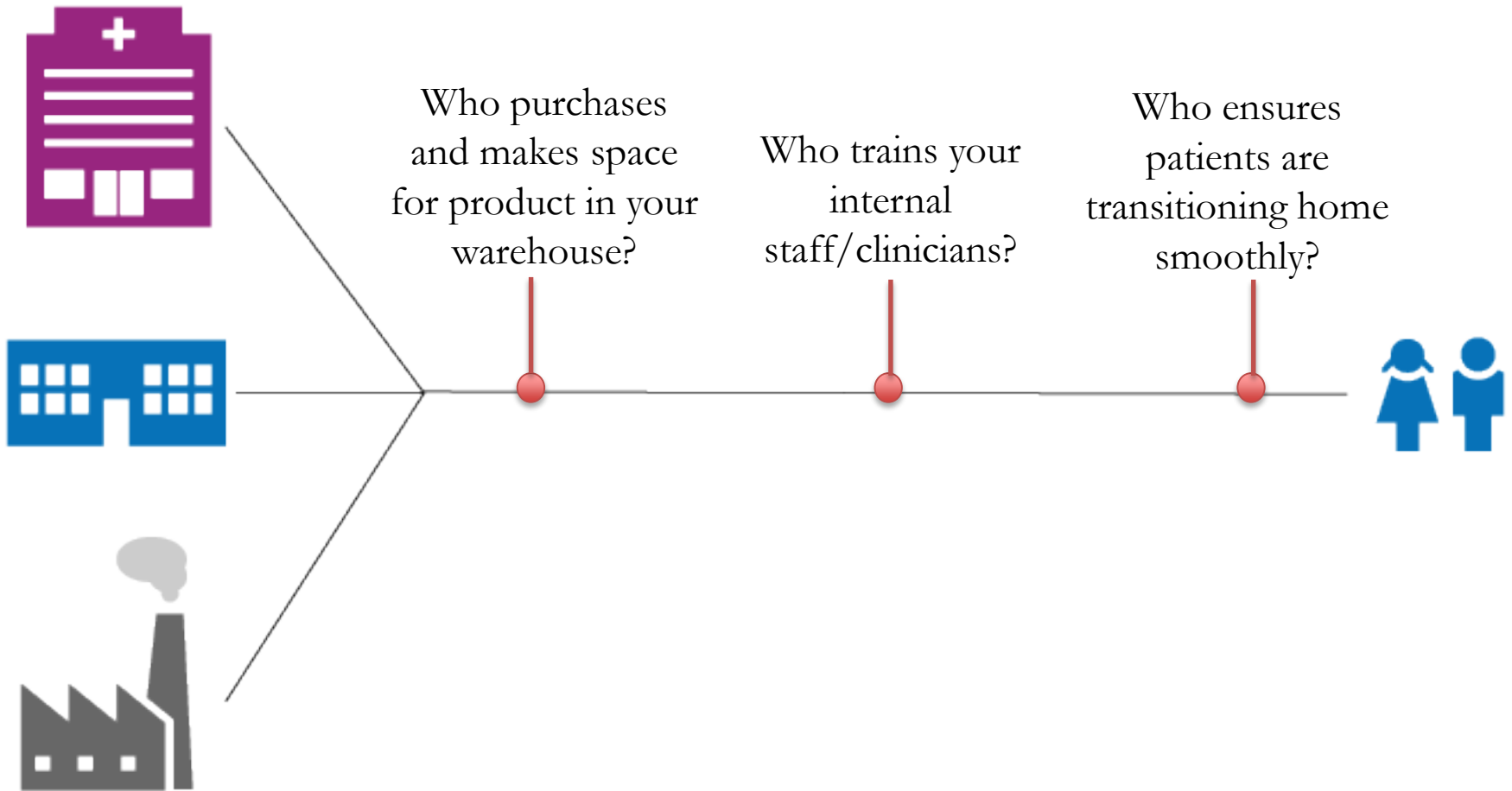
STEP

1

Build a Cross Functional Team



Make the Team Patient Centered



STEP 2

List Out All Impacted Items (Crosswalk Document)

Legacy		Hybrid		ENFit	
Item #	Description				
60211	Ext mini 2 in straight	N/A	Ext mini 2 in straight	TBD	Ext mini
60222	Ext mini 2 in Med Y	N/A	Ext mini 2 in Med Y	TBD	Ext mini
61212	Ext mini 12in straight	N/A	Ext mini 12in straight	TBD	Ext mini
61221	Ext Mini 24in	N/A	Ext Mini 24in	TBD	Ext Mini
61222	Ext mini 24in straight	N/A	Ext mini 24in straight	TBD	Ext mini
62144	Ext mini 24in right an	N/A	Ext mini 24in right an	TBD	Ext mini
62422	Ext miniOne 24in st	N/A	Ext miniOne 24in st	TBD	Ext mini
62341	Ext mini 12in right an	N/A	Ext mini 12in right an	TBD	Ext mini
64322	Ext miniOne 12in st	N/A	Ext miniOne 12in st	TBD	Ext mini

STEP 3

Set up Meetings with Manufacturers/Suppliers



STEP 4

Set up Meetings with DME Providers, Hospitals & Clinics, Schools and Other HCPs

STEP 5

Internal Training



Online internal training
(PHS University)



Website



Internal work group
email – accessible to staff



Staff Meeting
Presentations



PDF crosswalk
documents



Videos/Photos

STEP 6

External Communication to Families/Caregivers/End User



Package inserts



Resources



Website



Social Media



Open House



Videos/Photos

Resources

- Questions? Reach out on Twitter @BeckiLongMN
- Visit www.PHSEnFitAdoptionSummit.com for:
 - A downloadable version of this presentation
 - An excel document checklist to help you get started with the transition
 - Links to PHS's website where you can find:
 - Videos
 - Photos
 - Detailed information broken out to help walk end users and employees through the ENFit changes.