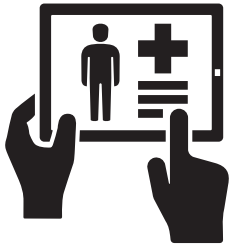


# Factors that Influence Cardiac Surgical Technology Purchases

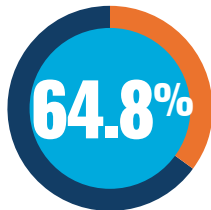
According to an online survey of healthcare financial executives conducted by HFMA and sponsored by Edwards Lifesciences\*



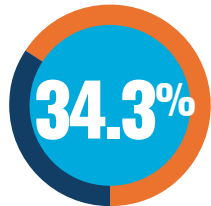
Surgeons play an active role in reviewing innovative cardiac surgical technologies and are highly influential in the decision-making process for purchases of cardiac surgical devices.



**99%** of respondents indicate surgeons are involved in decision-making



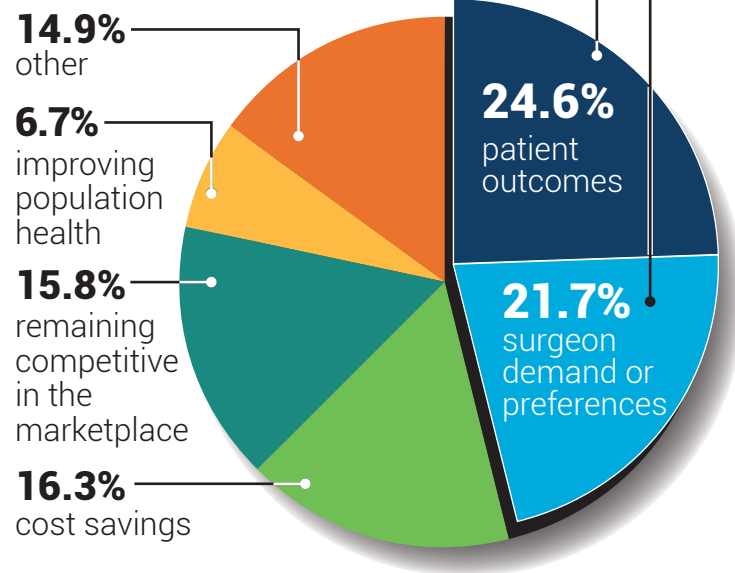
**64.8%** either share in or make the final decision



**34.3%** are regularly consulted during the decision-making process

Patient welfare and cardiac surgeon preferences are the factors that most influence cardiac surgical technology adoption.

**Patient outcomes and preferences are the top two factors, making up 46.3% overall**



While both contract and full-time cardiac surgeons are involved in technology reviews:



**Full-time cardiac surgeons** are more likely to **make the final decision** or **share in the final decision**



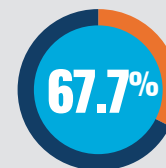
**Contracted cardiac surgeons** are more likely to be **regularly consulted in the decision-making process**

Among organizations with cardiothoracic surgeons, **98.2%** find them valuable to the organization.

These surgeons

- ✓ Provide necessary cardiac surgical care to help serve the community
- ✓ Keep organizations competitive in the community
- ✓ Complement provider network, staffing and services
- ✓ Provide guidance regarding quality of care
- ✓ Deliver services that aid in organizational financial stability

The aging population is influencing new cardiac surgical technology decisions.



**67.7%** of respondents are considering additional innovative cardiac surgical technology in light of the aging population.

## SURVEY DETAILS

- Online survey of HFMA members
- Conducted from January 31 – February 24
- 104 survey respondents
- Job titles of respondents are President, C-suite leaders, Senior leaders, Staff specialists
- Settings: Hospitals, Health Systems, Specialty Practices

\*Edwards Lifesciences, based in Irvine, Calif., is the global leader of patient-focused medical innovations for structural heart disease and critical care monitoring. Driven by a passion for patients, the company is dedicated to improving and enhancing lives through partnerships with clinicians and stakeholders across the global healthcare landscape. For more information, visit [Edwards.com](http://Edwards.com).