Factors that Influence Cardiac Surgical Technology Purchases

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

- **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.

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.

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

- **24.6%** of respondents are considering additional innovative cardiac surgical technology in light of the aging population.

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.

**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

**EXECUTIVE SURVEY**

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*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.*