

Vacuum-Assisted Breast Biopsy Devices

Impacts on Practice Efficiency and Management

Procedure room turnover, which is critical to both practice efficiency and the timeliness of delivered services, can be improved by vacuum-assisted breast biopsy devices that are both easy to set up and easy to use. Devices that are designed for ease of use also help reduce training time for all members of the care team.

Physician Perspectives on the ENCOR ENSPIRE® Breast Biopsy System Features that Enhance Practice Management

Bard Biopsy Systems interviewed four leaders in breast care to determine how the ENCOR ENSPIRE® Breast Biopsy System impacted the efficiency and management of their high volume facilities.

Intuitive Touch Screen Interface Helps Reduce Training Time and Improve Staff Performance

According to the physicians interviewed, some vacuum-assisted devices have complex systems that can complicate training and staffing issues. That has not been their experience with the ENCOR ENSPIRE® Breast Biopsy System, due in large part, they say, to its intuitive touch screen interface.

Surgical Oncologist S. Chace Lottich, M.D., describes her experience with the touch screen as very different than with other biopsy devices. “Some technology can be daunting, but not this device. It is very user friendly.”

Surgeon Jason Hechtman, M.D. agrees, explaining that the interface’s design makes the system simple to operate. “I am not a computer guy, and I was able to figure the thing out almost by myself, so it is very easy to use.”

Team Performance: When device training is easy, all members of a care team—even in larger facilities—are able to achieve proficiency with minimal time invested. With a fully trained staff, scheduling is simplified for practice managers and team performance and efficiency are maximized.

Training Ease: Dr. Lottich contends that the ease of training makes it possible for her to work effectively with many different members of a large team: “A lot of different people are handling the device—technologists, medical assistants—and everybody is able to use it. The training is very easy. It’s not something where someone will say ‘I don’t know how to use it’ or ‘I can’t remember how because I haven’t done it for a week.’”



The intuitive touch screen user interface provides visualization of needle activity as well as easy access to procedure options.

Unique Features Enhance Procedural Efficiency and Help Improve the Patient Experience

Improving procedure room turnover is an objective shared by all four physicians. “We treat seven patients a day,” shares Radiologist Linda B. Griska, M.D., “and if you can cut ten minutes off each patient, potentially you get another biopsy in that day, so time is very, very important.”

Dr. Griska finds that the ENCOR ENSPIRE® Breast Biopsy System helps her improve room turnover. “It sets up quicker and guides the procedure, so it diminishes the time on the table.”

Radiologist Megha Garg, M.D. agrees, “It speeds up the process of the biopsies for me and for the patient, so my actual biopsy time gets reduced.”

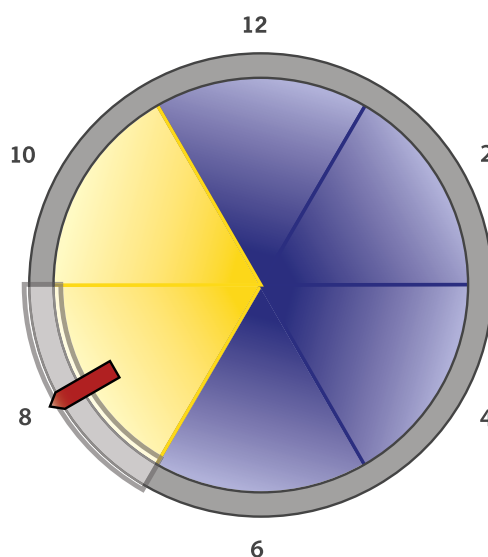
The four physicians listed a number of different system features that contribute to their time savings, including:

- **Sample automation**
- **Self-contained sample collection**
- **Streamlined set up**

Dr. Hechtman has also found that the quality of the samples he takes with the ENCOR ENSPIRE® Breast Biopsy System impacts the length of the procedure and patient comfort. The system helps him secure large, non-fragmented samples. “I don’t have to take as many samples, and it’s fast. You can get in and out quickly.”

Patient Focus Enhanced

Easy access on the touch screen to features such as sample automation enables Dr. Lottich to focus less on the technology and more on the patient. “It’s so easy to use. I can keep my hands on the patient and the needle and just tell my assistant to select the top three clock positions on the touchscreen. It’s very, very, easy and user friendly.”



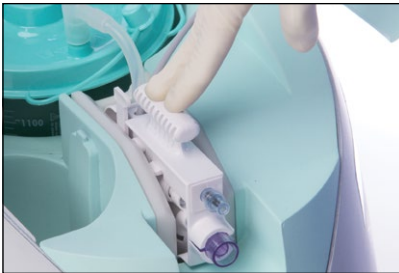
Automated Sampling: The sample pattern selector allows the user to pre-select patterns and monitor needle activity throughout the procedure.

“Automation makes my biopsy procedures faster—and I don’t have to rotate my wrist. When you do as many biopsies as I do, your wrist can start hurting by the end of the day.”

Jason Hechtman, M.D., F.A.C.S.

Fast Set-up

The set up advantages, in particular, were key to the time savings experienced by Dr. Hechtman. “The set up and breakdown time is quick. It really is just one plug in, one plug out. My technologist gets us in and out of the room fast.”



A snap-in tubing cassette eliminates manual threading.



After cassette clicks into place, connect tubing cassette to canister.

Improved Patient Experience

Decreasing time on the table and improving room turnover have practice management advantages that go beyond efficiency.

“There’s a lot of competition for these biopsies,” declares Dr. Griska. Improving patient comfort by completing the procedure quickly adds to patient satisfaction, while turning over of procedure rooms rapidly also means patients are seen on schedule, reducing stress-ridden delays. Overall, the patient experience is enhanced, which can benefit the practice from word of mouth referral.

Conclusion

Interviewed separately, all four physicians found that the ENCOR ENSPIRE® Breast Biopsy System was easier to use than other systems, benefiting their practices with improvements in training, procedure room turnover, and patient comfort.

Featured Physicians¹



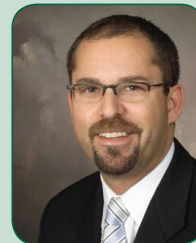
Linda B. Griska, M.D.,
Director of Breast
Health Services,
Abington Health
Medical Director,
Mary T. Sachs Breast
Center, 30 biopsies weekly.



Megha Garg, M.D.,
Director of Breast Imaging
Ellis Fischel Cancer Center
University of Missouri -
Columbia,
15 biopsies weekly.



S. Chace Lottich, M.D.,
Community Breast South
Hospital, Indiana Surgeon,
10 biopsies weekly.



Jason Hechtman,
M.D., F.A.C.S., Medical
Director, The Breast
Institute at Brandon
Regional Hospital,
15 breast biopsies weekly.

“One thing I constantly hear from patients is ‘Really, is the biopsy over? I thought you were just getting started.’ To most, the numbing seems to take more time than the biopsy itself.”

Megha Garg, M.D.

ENCOR ENSPIRE® Breast Biopsy System: The Only Smart Breast Biopsy System

Improved practice management is just one way the ENCOR ENSPIRE® Breast Biopsy System transforms the breast biopsy experience for you, your patient, and your practice.

- Intuitive touch screen interface
- Palm-sized hand piece
- Sleek ergonomic design
- Multi-modality flexibility

The EnCor Enspire® Breast Biopsy System is designed to deliver more control for you, more comfort for your patient, and greater efficiency for your practice.

One look and you'll know it's different. One touch and you'll know it's smart.



1. Linda B. Griska, M.D. Megha Garg, M.D., S. Chace Lottich, M.D. and Jason Hechtman, M.D., F.A.C.S. are currently consultants for Bard Biopsy Systems.

ENCOR ENSPIRE® Breast Biopsy System

INDICATIONS: The ENCOR ENSPIRE® Breast Biopsy System is indicated to provide breast tissue samples for diagnostic sampling of breast abnormalities. **CONTRAINDICATIONS:** ENCOR ENSPIRE® Breast Biopsy System is contraindicated for those patients where there is an increased risk of complications associated with percutaneous removal of tissue samples. **WARNINGS:** The ENCOR ENSPIRE® Breast Biopsy System must be properly grounded to ensure patient safety. • Use of accessories not compatible with the ENCOR ENSPIRE® Breast Biopsy System may create potentially hazardous conditions. **PRECAUTIONS:** This equipment should only be used by a physician trained in its indicated use, limitations, and possible complications of percutaneous needle techniques. • Patients who may have a bleeding disorder or who are receiving anticoagulant therapy may be at increased risk of complications. • As with any biopsy instrument, there is a potential for infection. **POTENTIAL COMPLICATIONS:** Potential complications are those associated with any percutaneous removal/biopsy technique for tissue collection. Potential complications are limited to the region surrounding the biopsy site and include hematoma, hemorrhage, infection, a non-healing wound, pain and tissue adherence to the biopsy probe while removing it from the breast. **Please consult package insert for more detailed safety information and instructions for use.**

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