



Washington Township Health Care District

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Kimberly Hartz, Chief Executive Officer

Board of Directors

Jacob Eapen, MD
William F. Nicholson, MD
Bernard Stewart, DDS
Michael J. Wallace
Jeannie Yee

BOARD OF DIRECTORS MEETING Wednesday, August 23, 2023 – 6:00 P.M.

Board Room of Washington Hospital, 2000 Mowry Avenue, Fremont and via Zoom
<https://zoom.us/j/92676409800?pwd=d21TUVF3ZndYcVRwb1dYVHhheDdNUT09>
Passcode: 882084

Board Agenda and Packet can be found at:
[August 2023 | Washington Hospital Healthcare System \(whhs.com\)](https://www.whhs.com)

AGENDA

- | | PRESENTED BY: |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|
| I. CALL TO ORDER & PLEDGE OF ALLEGIANCE | Bernard Stewart, DDS
Board President |
| II. ROLL CALL | Cheryl Renaud
District Clerk |
| III. COMMUNICATIONS | |
| A. Oral | |
| <i>This opportunity is provided for persons in the audience to make a brief statement, not to exceed three (3) minutes on issues or concerns not on the agenda and within the subject matter of jurisdiction of the Board. "Request to Speak" cards should be filled out in advance and presented to the District Clerk. For the record, please state your name.</i> | |
| B. Written | |
| IV. CONSENT CALENDAR | Bernard Stewart, DDS
Board President |
| <i>Items listed under the Consent Calendar include reviewed reports and recommendations and are acted upon by one motion of the Board. Any Board Member or member of the public may remove an item for discussion before a motion is made.</i> | |
| A. Consideration of Capital Equipment: 3 Philips EPIQ Elite Diagnostic Ultrasound Machines | <i>Motion Required</i> |
| V. ACTION | |
| A. Consideration of Capital Equipment: AquaBeam Machine for Aquablation Treatment | <i>Motion Required</i> |
| VI. ANNOUNCEMENTS | |

VII. ADJOURN TO CLOSED SESSION

A. Consideration of Closed Session Minutes of the Meetings of the District Board: July 17 & 26, 2023 *Motion Required*

B. Reports regarding Medical Audit & Quality Assurance Matters pursuant to Health & Safety Code Section 32155 *Motion Required*

- Medical Staff Committee Report

C. Conference involving Trade Secrets pursuant to Health & Safety Code Section 32106

- Strategic Planning

VIII. RECONVENE TO OPEN SESSION & REPORT ON PERMISSIBLE ACTIONS TAKEN DURING CLOSED SESSION Bernard Stewart, DDS
Board President

IX. ADJOURNMENT Bernard Stewart, DDS
Board President

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the District Clerk at (510) 818-6500. Notification two working days prior to the meeting will enable the District to make reasonable arrangements to ensure accessibility to this meeting.



Memorandum

DATE: August 15, 2023

TO: Washington Township Health Care District Board of Directors

FROM: Kimberly Hartz, Chief Executive Officer

SUBJECT: Request to Purchase 3 Philips EPIQ Elite Diagnostic Ultrasound Machines

We are recommending moving forward with the purchase of the 3 Philips EPIQ Elite Diagnostic Ultrasounds. The current fleet of ultrasound machines relies on cathode ray tube display. This is an antiquated low-resolution display format that no longer provides quality images available on modern equipment. With all three of the remaining Siemens Acuson ultrasound machines having reached the end of service life and no longer in service, the incremental replacement of the inventory needs to be initiated in order to meet the growing demands on this modality. If we do not purchase the machines, we will need to request rental machines at a higher cost, in order for us to service our patients.

Additional factors to consider about purchasing a new machine, from a security standpoint, none of the end-of-life Siemens units operates with a Windows 10 OS. The machines are limited in their ability to be updated or perform advanced studies, and is not economically advisable to invest in this platform any further. With the initiation of the plan to replace incrementally the end-of-life machines, the new machines can address the increasing vascular and/or breast demands that our providers expect us to perform. We have also consulted with Biomed to explore a third party vendor to service our current machines, however, none of the vendors are able to service them due to the inability to obtain the parts needed.

After a review of several vendors, we are proposing to replace the remaining 3 Siemens Acuson Machines with 3 Philips EPIQ Elite Diagnostic Ultrasounds. The cost of the three machines, including taxes and shipping, would be \$458,590, which is in line with MD Buyline. The Hospital Foundation will be contributing \$70,000 towards the purchase.

In accordance with District Law, Policies and Procedures, it is requested that the Board of Directors authorize the Chief Executive Officer to proceed with the purchase of 3 Philips EPIQ Elite Diagnostic Ultrasounds not to exceed \$458,590, which includes tax and shipping. The total amount is included in the Fiscal Year 24 Fixed Asset Capital Budget.



Memorandum

DATE: August 15, 2023

TO: Kimberly Hartz, Chief Executive Officer

FROM: Nicholas Legge, Chief of System Operations and Support
Larry LaBossiere, VP and Chief Nursing Officer
Thomas McDonagh, VP and Chief Financial Officer

SUBJECT: Capital Equipment: AquaBeam Machine for Aquablation Treatment

Summary:

Washington Hospital has often been at the forefront of healthcare technology and focuses on the voice and needs of our patients. AquaBeam is the first technology within the benign prostatic hyperplasia (BPH) market that allows for patients to have clinical relief, without compromise, and standardize the care algorithm for BPH with both clear and consistent results. BPH is a condition in men in which the prostate gland is enlarged, but not cancerous.

Aquablation therapy is delivered by the AquaBeam Robotic system, the first FDA-cleared surgical robot utilizing automated tissue resection for the treatment of lower urinary tract symptoms (LUTS) due to BPH. The unique design coupled with robotic execution allows for a short learning curve, short resection times and consistent, reproducible results. This is designed for patients and urologists who want a better and safer option for treating lower urinary tract symptoms due to BPH. Aquablation therapy is a unique, next-generation BPH treatment that is changing the tradeoff between symptom relief and side effects. Patients can get significant symptom relief with significantly less risk of the side effects that impact their quality of life, compared to the surgical alternatives like GreenLight & gold-standard TURP. Dr. Saleh is currently championing bringing this technology and machine to WHHS. Currently, patients have to leave the District to get access to this therapy.

Financial Information:

The financial analysis performed showed the return on the machine is heavily volume dependent. Due to this, we have explored both lease-to-own and capital purchase options.

Additionally, CMS is providing an enhanced reimbursement through the end of the calendar year 2023. We would receive an additional \$4,388 for each Aquablation performed at the hospital through December 31, 2023. With patients leaving the district for this therapy, we do predict an increase in volume. We also are expecting some conversion of therapies being performed in outpatient settings to be brought to the hospital for an aquablation. If the volume materializes, we have the potential for a full return on investment in less than 12 months. If CMS ends the enhanced reimbursement at calendar year-end 2023 and volume remains at current levels, the overall return to the organization over a 5-7 year period is roughly 5%. The vendor has offered a

\$40,000 reduction in price if we purchase the equipment verses doing a lease-to-own, which would cost us an additional \$64,000 to \$80,000 if we decided to purchase after the 12 months.

Not only will this equipment improve the health of our patients, it helps reduce the Average Length of Stay (ALOS) for our prostate procedure patients and serves to reduce the related hospital costs incurred as a result of other treatments. We believe the AquaBeam is a state of the art piece of equipment that will transform the landscape for treating previously untreated BPH, both residing in our community and across the country.

In accordance with District Law, Policies and Procedures, it is requested that the Board of Directors authorize the Chief Executive Officer to proceed with the purchase of the AquaBeam, at an amount not to exceed \$475,000. This equipment was not included in the FY 2024 Capital Budget, but we are requesting to utilize contingency capital funds that are currently available in the budget.