



# 'Accu-Chek Informs'

## Putting the IT into glucose monitoring

### The need for compliance in POC glucose testing

Charles Delany, Market Manager Hospital Point of Care at Roche Diagnostics, looks at methods of managing point-of-care testing

### Keeping staff out of court and in the hospital

This article examines how to avoid potential litigation

### testing times

Sian Thomas, Marketing Manager Hospital Point of Care, Roche Diagnostics takes a look at the potential managing data from Point of Care Testing electronically

### Data management for point of care testing

DOUG BRIST, consultant bioinformatics, Bradford Royal Hospital, writes on the need to quality management systems for point of care testing

### IT puts the QC in POC

The use of point-of-care testing (POCT) in hospitals has been growing rapidly. This has been driven by both the availability of new testing systems and recognition of the benefits of test results being available electronically and immediately on the spot, rather than being sent to a central laboratory to make a report.

### Point-of-care testing

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### Background

With growing concern about patient safety and the potential for litigation for incorrect treatments, the use of hand-held glucose monitors in the hospital environment was an accident waiting to happen.

### Objectives

With the launch of the Accu-Chek Inform, an IT-enabled glucose meter, Roche provided a means for hospitals to: control who undertook testing; ensure tests were only performed on systems that were 'in spec'; and send results back directly into the EPR. However, since it cost more, Roche needed to ensure Trusts focused on its unique benefits by stressing its role in:

- Maintain a complete audit trail
- Ensuring quality results and hence patient safety
- Reducing the potential risk for litigation

### Tactics

De Facto recommended a pro-active media relations programme aimed at building acceptance of the need for, the Accu-Chek Inform among all the key stakeholders who would be involved in the purchasing decision.

### Results

As a result, technology-, issues- and case study-based articles were secured in the main journals read by:

- Chief Executives and Senior Trust Managers
- Directors of IT
- Pathology Managers
- POC Co-ordinators
- Nurses

This has helped Roche place an increasing number of systems despite their premium price.