



**About Key.**

Key Access Institute, LLC and the staffing division, Key Surgical Assistants of Texas (hereinafter collectively referred to as "Key") were founded by Mary C. Valentine, a Licensed Surgical Assistant with over 20 years of surgical experience.

**Key Access Institute, LLC**

Led by Houston's top surgical professionals, Key is an innovative learning center offering online and onsite education to students from across the city and around the world. We are continuously developing programs and seminars to help students from a range of surgical-related professions stay on the cutting edge.

**Key Surgical Assistants of Texas**

Key supports surgeons and facility staff by providing 24/7 access to highly qualified surgical assistants who are committed to delivering the highest quality patient care. Experts in their field, our clinical staff have experience in all specialties. Peri-operatively, our surgical assistants are there through every vital step of the procedure.

From the classroom to the operating room, Key is focused on raising standards of education, care and opportunities. To learn more about our educational programs and seminars, visit [www.keyaccessinstitute.org](http://www.keyaccessinstitute.org) or contact a representative today:

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**Operating Room Culture  
for MEDICAL REPRESENTATIVES**



*Gain comprehensive knowledge of operating room culture, surgical site infection prevention, and universal precautions.*



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**Be Key. Key Access Institute, LLC – Surgical-Focused Education.**

*All educational efforts are independent from outside commercial influence.*

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*Students who are members of these organizations will receive CEU credits upon completion of a seminar (1 credit/hour). Students who are members of other CEU granting organizations should contact those organizations prior to registering for a seminar to verify CEU credit. Learn more on our website: [www.keyaccessinstitute.org](http://www.keyaccessinstitute.org)*



**CONTINUING EDUCATION SEMINAR**

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# Operating Room Culture for Medical Representatives

## Knowledge is KEY.



### Expanding Knowledge. Reducing Infection.

The incidence of Surgical Site Infections (SSI) continues to be unacceptably high – especially considering that most infections can easily be prevented. The direct and indirect economic costs to facilities and patients are significant. Because there are many causes of SSI, it is recommended that all operating room (OR) staff take a uniform approach to universal precautions to reduce the incidence of SSI. Facilities should make sure that every member of their OR staff is trained on methods geared toward lowering infection rates.

Medical representatives can be a valuable asset to the OR team. Though these professionals often bring a vast understanding of their company's surgical and medical products, they sometimes lack general – yet critical – knowledge of basic OR protocols and practices. Medical representatives can be in ORs at any facility without an adequate level of training specific to reducing SSI. Training during the course of credentialing is usually limited to online instruction without any practical application and is not sufficient to ensure a safe OR for each patient. Training provided by surgical component companies is limited to sales and product-specific training and does not cover any pertinent information regarding OR culture and etiquette. Universal and standard precautions are often overlooked in favor of a strong focus on sales numbers and product performance.

Key Access Institute, LLC (Key) has developed a comprehensive 16-hour OR Culture for Medical Representatives training. Upon completion, every medical representative will gain an extensive knowledge of OR culture, SSI prevention, and universal precautions. And back in the OR, they will be valued, contributing members of the surgery team, focusing both on their products and ensuring patient safety.

### Protecting the Patient – and the Professional.

The purpose of training medical representatives in OR techniques, especially aseptic technique, is twofold: ensure the representative does not contaminate anything sterile in the OR; and make certain that the representative does not contaminate themselves during the course of performing their job functions.

A medical representative's job function may include opening sterile packages and providing all the necessary components for the successful

completion of each surgery. The medical representative further educates both the surgical technician and the surgeon on the proper application and use of the product and facilitates any questions that arise during the course of the surgery. Often medical representatives step out of the OR to get additional tools or components thus increasing traffic in the OR and the opportunity for SSI. Key's training addresses the specific role the medical representative plays in the OR and related best practices for SSI prevention.

### The Cost of Infection.

The article, "Updated Recommendations for Control of Surgical Site Infection" from the Annals of Surgery 2011; 253(6):1082-1093 indicates that the direct economic cost of SSI is considerable; approximately twice the amount of in-patient costs for a patient without SSI.

*"However, there are extreme variations in costs, ranging from less than \$400/case for minor superficial infections noted after discharge to \$63,135 for complex infections after insertion of joint prosthesis and \$299,237 for mediastinitis after cardiac surgery (SDC-2-4). Home health care expenses after discharge may also be high – \$6200/patient in one study for infections after colon resection (SDC-5). In the 1990s, the median direct cost for hospitalization in infected patients was \$7531 compared to \$3844 for noninfected patients (SDC-6). The increase in costs for SSI ranged from \$2671 for colon surgery to \$11,001 for spinal surgery.*

*The overall costs of SSI to society can be staggering. In a study of hospital-associated infections in Massachusetts, the cost of such infections in 2006 was \$223,000,000 to \$275,000,000.[1] A 1% incidence of SSI was projected to generate national costs of over \$900,000,000 per year for in-hospital costs alone and a total of \$1.6 billion in excess costs overall (SCD-7). Such figures may account for only 10% of overall costs when including indirect social costs such as time off work and loss of job. They also do not include potential costs for malpractice litigation and less tangible items such as loss of companionship. The economic cost is not the only cost. In an NNIS survey of 387,000 patients with nosocomial infections, an organ/space infection contributed to the death in 89% of the patients so afflicted (SDC-8). In another study involving 288,906 patients of which 11.9% had an SSI,[2] in hospital mortality in infected patients was 14.5% vs. 1.8% in noninfected patients."*

Facilities spend millions of dollars on training OR staff to ensure a universal approach to the

application of universal and standard precautions and to reduce the incidence of SSI, but no focus is placed on training medical representatives; until now – with Key's OR Culture for Medical Representatives.

### Our Instructors – Experts in the OR.

Our instructors are Licensed Surgical Assistants, Registered Nurse First Assistants, Nurse Practitioners, Certified Surgical Assistants and Certified Surgical First Assistants with extensive experience in all specialties. Additionally, they are licensed by either the Texas Medical Board, the Texas State Board of Nurses, or certified by the ABSA, NSAA and NBSTSA. With vast knowledge and extensive practical experience, our instructors are dedicated to developing and delivering programs and seminars to benefit students throughout the surgical spectrum.

### Hands-on. Minds Engaged.

This is a comprehensive 12 hour training (8 hours online/4 hours onsite) for medical representatives that will ensure that any representative present in the OR to promote their product enters with comprehensive knowledge of OR culture, surgical site infection (SSI) prevention, and universal precautions. Representatives educated in the factors that contribute to SSI as well as basic culture will be contributing members in the OR, focusing on their product while ensuring patient safety with the other members of surgery team. The onsite portion of the program is designed to be practical and collaborative, allowing for plenty of time to role play through real-world situations that may occur in the OR.

The cost of this program is \$1,295 per person and includes all course materials. The course is taught by qualified instructors that have significant OR experience. Class sizes are limited to 15 students to ensure individualized attention.

Upon completion of the program, Key will present each student with a certificate of completion with an expiration date and a Representative Certification Number (RCN). Each representative will be required to renew their OR Representative Certification once a year by participating in a follow up refresher. Key will manage the status of each representative's certification and will coordinate with representative companies on follow-up training. Each representative will provide their RCN to the HR department at each facility as part of the credentialing process.



## CONTINUING EDUCATION SEMINAR

### Operating Room Culture for Medical Representatives CURRICULUM

Key Access Institute, LLC's comprehensive 12-hour OR Culture for Medical Representative training provides professionals with extensive and valuable knowledge of OR culture, SSI prevention, universal precautions, and more.

*Below is a brief synopsis of each seminar objective in the curriculum:*

#### ONLINE PORTION - 8 hours

##### Roles of OR Staff – 0.5 hour

Overview of the roles, functions and responsibilities of the OR's sterile and non-sterile team members.

##### OR Etiquette – 0.5 hour

Condensed overview of OR etiquette which includes traffic control and basics of the OR, i.e., do's and don't's, where to stand, and what to avoid, etc.

##### Basic OR Medical Terminology – 0.5 hour

Overview of basic medical terminology necessary to understand and participate in communication in the OR.

##### Universal Precautions PPE – 0.5 hour

Overview of universal precautions, standard precautions, implications, and the use of PPE.

##### Aseptic Technique – 1 hour

Thorough review of aseptic principles and practices to control infection.

##### Sterility vs. Disinfection – 0.5 hour

Overview of various methods of sterility and disinfection, including flashing, autoclave, and steam sterilization.

##### Sterile Processing (Department) – 0.5 hour

Overview of practices and protocols involved in sterile processing as well as implications on the patient.

##### Instrumentation (Basic Sets) – 0.5 hour

Thorough review of all aspects of instrumentation, including classification, function, handling, transport and counting.

##### Protocols (Hospital-Specific) – 0.5 hour

Presentation of the moral and ethical responsibilities of representatives, including personal, per facility, and federal.

##### Infection Prevention – 1 hour

Thorough review of the definitions and classifications of surgical site infections as well as methods of prevention and treatment.

##### Treatment of Patients (Patient Rights) – 0.5 hour

Overview of all aspects of patient rights and safety, including: confidentiality (HIPAA), OSHA, JCAHO, risks and hazards to the patient in the perioperative setting, informed consent, and proper handling of specimens and blood.

##### Traffic in the OR – 0.25 hour

Review of traffic techniques and practices including the proper use of the sterile corridor.

##### Emergency Situations (What Would a Rep Do?) – 0.5 hour

Overview of patient and environmental safety precautions that must be employed in the perioperative arena using a collaborative effort between all personnel, including medical reps.

##### OR Language (Equipment, Instruments, Medication) – 0.5 hour

Review of the basics of verbal and non-verbal communication between members of the OR team, including terminology, abbreviations, hand signs and etiquette in relation to instruments, equipment, and medication.

##### Role of the Rep in the OR Setting – 0.25 hour

Overview of the scope of practice of the medical rep as well as effective interaction between the rep and all members of the OR team.

#### ONSITE PORTION - 4 hours

Students will meet at Key to put into practice all elements covered in the online portion of the seminar. Class size is limited to 15 students.