

Quick Turnaround Puts 32 New Sterilizers into Medical School in Record Time



A premier medical school in Boston had a twofold challenge: replace “end of life” sterilizing equipment for 19 of its rooms and get this done within three and a half months to avoid having to forfeit available funding. The target was made even steeper by the fact that the school’s in-house personnel did not have the capacity to accomplish what would ultimately cover the acquisition and installation of 32 individual pieces of equipment.

DESCO managed the entire project using its experience and asset management know-how to ensure the medical school would have its new sterilizers within the fiscal year deadline but would also have them installed without interrupting daily workflow or violating any provisions for procurement, safety and labor requirements. No detail was left uncovered by the DESCO as it communicated equipment requirements to potential vendors, compiled comparison summaries of the competing equipment vendors, determined post-selection what utilities needed modification, and lining up that work to coincide with expected delivery dates of the new sterilizers.

DESCO solicited any special requirements from every building manager, lab operations manager, loading dock managers, multiple vendors install teams, plumbing and electrical teams, and the security force. This gave DESCO the information to create and communicate installation/disposal schedules and revise them as needed. The purpose of all of this coordination was to minimize the potential for any inconvenience to the equipment users during the upgrade.

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On the last day of the school’s fiscal year, 31 pieces of new equipment were operational and invoiced. The remaining unit was received and accepted by the department prior to the year-end date and was installed a week later. All of the old equipment had been removed, and there was no need to hold certain sterilizers at a warehouse off campus as a back-up plan. End-users were trained up on the new equipment by the manufacturers. The service department had the asset identification, warranty and inspection information for its asset maintenance database. And all necessary documentation and compliance requirements were satisfied without a great deal of involvement from the institution’s staff in terms of time and attention.

When asked to summarize the overall experience with DESCO, the Associate Director of Facilities at the school had this to say, “Although DESCO faced many challenges while completing the projects on our campus; the organization managed these through to closure due in large part to its project management skills and attention to detail.

“DESCO’s efforts to pull multiple disciplines together ensured that we were successful in our efforts to expedite the identified purchases.”