

# Dakota Vascular: Understanding the Patient Experience in a Growing Vascular Market



# Learning Objectives

1. Define Vascular Surgery
2. Define the common conditions of vascular surgery
3. Define vascular treatment options
4. Define specialized wound care
5. Five Reasons to choose an independent Vascular practice.
6. Define what patient experience means to us at Dakota Vascular.

# What is Vascular Surgery?

- Vascular surgery is a specialized field that deals with the blood vessels of the body, except the heart and brain.

*(we are overpaid plumbers)*

- Your vascular system is an intricate highway, delivering vital oxygen and nutrients throughout your body. Like any system, it needs care. Many vascular diseases can be avoided with a healthy diet, maintaining an appropriate weight, and regular health check ups. Movement is vital and prevents a host of problems down the line.

# Common Vascular Conditions

## ■ Atherosclerosis

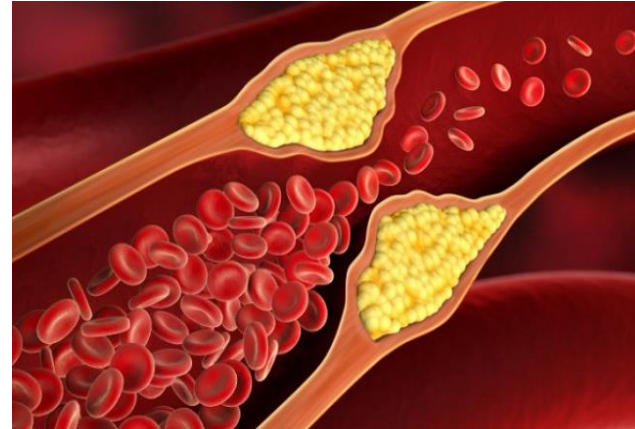
-The gradual narrowing — and eventual closing — of your arteries which prevents vital oxygen from reaching your organs

## ■ Aneurysmal Disease

-Abnormal Enlargement of a Vessel

## ■ Deep Vein Thrombosis

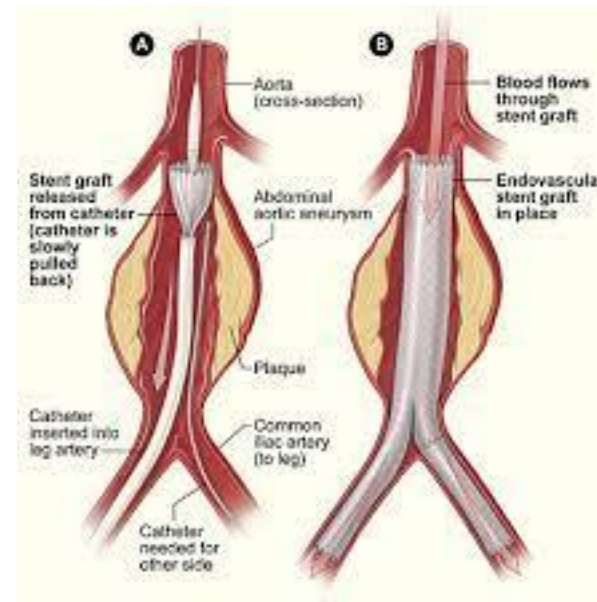
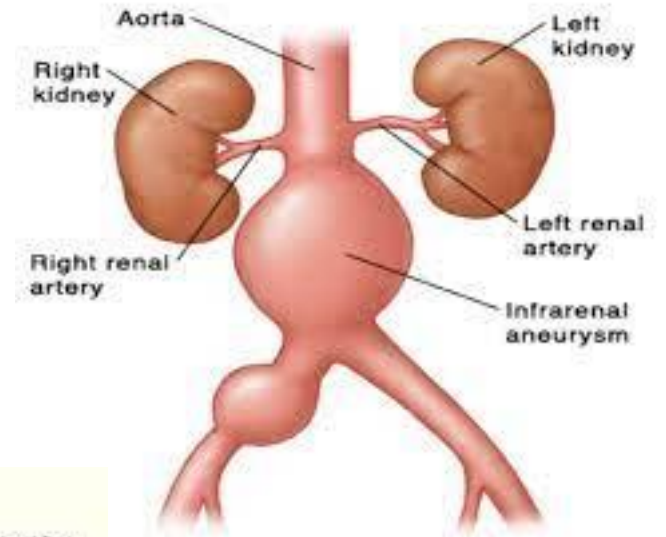
-More commonly known as a blood clot, a thrombus needs to be addressed to restore proper blood flow.



# Aneurysmal Disease

**-Thoracic Aneurysm** These are reasonably common aneurysm that occur in the chest involving the Aorta

**-Abdominal Aortic Aneurysm** These are the most common aneurysm they usually occur later in life. When they leak or rupture that carry a very high mortality rate. Today we fix these endovascularly and patient sometime will go home the same day



# Varicose Veins and Spider Veins

**-Varicose veins** are caused by a weakening of the walls or valves in your veins. Sometimes this is due to direct damage to the blood vessels—though the cause of the damage is itself often unknown. Typically, varicose veins will present in the legs or lower body. For most, they'll be purple or blue in appearance, and they'll look like disorganized clusters of raised, swollen veins.

**-Spider veins** are caused by the veins and blood vessels becoming compressed and twisted. As a result, you may see red or purple veins close to the surface of your skin. They may appear twisted—and they're likely to spread out very much like spider webs. In some patients, spider veins may look like mini or localized varicose veins. Typically, spider veins appear only on the legs, but they can show up in the face, too.



# Vascular Treatment Options



# Varicose Vein Treatment

If home remedies are not producing the desired results, there are many treatment options available to relieve the pain and improve the appearance of varicose veins.

1. **Endovenous Ablation**- Heat is applied to the varicose vein which then collapses and heals closed.
2. **Microphlebectomy**- Varicose veins are removed by making several small incisions along the targeted area and pulling the veins through . Microphlebectomies are often done in conjunction with vein stripping.
3. **Radiofrequency Ablation (RFA)**- A thin tube directs radio frequency heat to the vein , sealing the vein and stopping blood flow.
4. **Sclerotherapy**- A solution of sclerosant and lidocaine is injected into the varicose veins which reroutes the blood to healthier veins. The varicose veins scar and are then absorbed by the body.
5. **Vein Stripping**- The damaged veins in the leg are tied off or removed through a small incision.



# Limb Preservation

Chronic – Treatment plans for chronic, non-healing wounds depend on the nature of the wound. Initial steps include cleaning the wound with a saline solution and fresh dressing, debridement of dead or inflamed tissue, and covering the wound with a dressing that drains excess fluid. We may also prescribe an antibiotic to help fight bacterial infection.

Wound Healing- When blood circulation is weak, venous ulcers can form. It's important to promptly treat these wounds to avoid the development of gangrene or risk of limb loss.

# Specialized Wound Care-Wound Clinic

Dakota Vascular provides advanced wound care for difficult-to-heal and non-healing wounds.

Our wound clinic is staffed by clinicians with advanced training in wound care.

## Our wound center treats all wounds associated with, but not limited to:

- Diabetic foot ulcers
- Venous ulcers
- Pressure injuries/ulcers
- Arterial/ischemic ulcers
- Chronic, refractory osteomyelitis
- Compromised skin graft or flap
- Crush injuries
- Foot or leg wounds
- Non-healing, post-surgical wounds
- Traumatic wounds
- Wound vacs

## Benefits of the Wound Clinic:

- Decreased amputation rates
- Faster healing times
- Increased mobility
- Longer-lasting results



# Vascular Surgery

## 1. Angioplasty and Stenting

- a. An angioplasty is a minimally-invasive procedure that widens narros or blocked blood vessels with a balloon catheter. Blood can then properly flow to the heart through those blood vessels.
- b. Stenting often accompanies this procedure. An expandable tube made of mesh and metal will be installed in the blood vessel and remain there to keep the blood vessel from narrowing again.

## 2. Aortic Stenting Grafting

- a. In a minimally-invasive procedure, a tube of metal mesh is delivered to the aorta through a catheter in the blood vessels. This stent will reinforce the walls of the aorta to prevent rupturing.

## 3. Endoscopic Thoracic Sympathectomy

- a. Hyperhidrosis is characterized by an overactive sympathetic nervous system. In this procedure, the surgeon will cut or clamp the sympathetic ganglia to prevent the activity.

## 4. Open Vascular Surgery

# Dialysis Access

Patients who undergo dialysis will need a permanent point of access so the dialysis machine can reach and filter the blood. There are three types of dialysis access:

1. **Arteriovenous Fistula (AVF):** An AVF surgically connects an artery and a vein, increasing vein pressure, which strengthens the vein and makes it viable for dialysis.
2. **Arteriovenous Graft:** The AV graft surgically connects an artery and vein with a tube of synthetic woven fabric.
3. **Catheter:** To facilitate access to the bloodstream, a hollow, plastic tube is inserted directly under the skin into a vein of the neck or the groin.

# 5 Reasons to Choose an Independent Vascular Practice

# What is patient experience?

A patient's experience begins the moment they are referred to your practice, hospital, clinic etc. **Their experience describes their journey** –from scheduling the appointment, seeing a physician, filling their prescriptions, follow-up appointments- to whatever the outcome may be. Be it a simple office visit to discussing complex treatment options, **each step in the patient's entire care experience matters.**

# Our Model to the best Patient Experience

**QUALITY OF CARE**

**LOWER PATIENT COSTS**

**CONVENIENCE**

**COMMUNITY**

**RELATIONSHIPS**



# Quality of Care

- At Dakota Vascular physicians have more autonomy allowing us to make decisions that are in the patients best interest because we are free of the bureaucracy that controls larger health systems.
- An independent private vascular practice allows us to truly advocate for our patients and recommend treatments based on clinical expertise.
- And best of all, we still have access to imaging and testing.

# Lower Patient Costs

- Large health systems have extremely high operation costs which are passed through to patients as hospital or facility fees.
- An independent vascular practice can charge less simply because it has lower overhead.
- In our vascular practice we can also perform surgeries for low-risk patients in an outpatient center when possible. This can improve the patients experience drastically while keeping costs down.

# Convenience

- Have you ever tried reaching a doctor at a large healthcare organization and been left on hold for 20 minutes or longer?
- A private practice provides easier access to your doctor's office, allowing you to avoid the tedious trek through multiple parking lots and slow elevators.



# Community

- Community is more important today than ever before, and private practice genuinely fosters that sense of community in a way larger health systems never could.
- At Dakota Vascular, we offer a sense of community that delivers a level of comfort patients need to be treated successfully.
- Our personalized approach creates a trusting environment that allows patients to be more receptive to care.

# Relationships

- The transactional care patients receive at a hospital-based practice is meant to benefit one party alone----the hospital.
- At Dakota Vascular, we know your name, your health history, your treatments, your struggles and your victories.
- At Dakota Vascular, we believe strong patient/doctor relationships are KEY to providing the absolute best care.
- Employees at Dakota Vascular feel a private practice allows their voice to be heard.

# Positive Patient Experience



Have you every had a 'Charley Horse?' The pain can be unbearable!

This is the kind of pain Larry felt in his calf every day until today! He says "Thank you Dr. Kelly, I am walking out with NO pain. This is the BEST team and Dr. Kelly is AMAZING!!"

# Questions



# THE END

For questions or more information about Dakota Vascular, please reach out to 605-306-6100 or check us out on the web-site at [www.dakotavascular.com](http://www.dakotavascular.com)