

Understanding Why “PROCESS”  
is the Essential Key  
for Lean and Other Quality Tools  
to Continually Improve  
Your Lab’s Efficiency,  
Cost Effectiveness, and Profitability

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Has your lab  
“Leaned”  
anything  
?

If so,  
which  
process(es)  
?

Why that  
one (those)  
?

# Replication?

Has your lab  
replicated  
Lean to other  
processes?

If so,  
why  
?

If not,  
why not  
?

# Why This One Word?

PROCESS



# Reasons Why “Process”

- All work is sequential *processes*
- ISO 9001 and CLSI QSEs *process*-based QMSs
- Lean: Reduce *process* waste
- Six Sigma: Reduce *process* variation
- Engaging with practitioners: Through the test ordering and results interpretation *processes*
- Change leadership: *Process* and cost thinking



# PROCESS



**Understand**

**Document**

**Train to,  
Assess**

**Measure,  
Monitor**

**Improve**



**“Everyone doing his best  
is not the answer.  
It is first necessary that  
people know what to do.”**

**W. Edwards Deming**

# Understand

“Seek first to  
understand...”

Stephen Covey



# Understand

- The sequence of “*Who does what, and when*”
- All preexamination, examination, post-examination processes
- All management (ie, QMS) processes
- The role of persons outside the laboratory
- Who is the process owner
- Process versus Procedure as concepts



# Document

“...then to be  
understood”

Stephen Covey

# Document

- Difference between process and procedure as documents
- Banishment of lengthy, incomplete SOPs
- Use of flow charts, process maps, tables
- Responsibility assigned for each process activity
- Connections (ie, “handoffs”) between processes



# Train to, Assess

“Training turns good intentions into good results.”

Thomas Berry

# Train to, Assess

- Process-based training (“Telling Ain’t Training”)
- Train to the process flow chart and work instructions (ie, *work does not happen in alphabetical order*)
- The way the work happens – people work the process!
- Assess how people perform the process and what they do when it doesn’t work

PROCESS



# Measure, Monitor

“To manage quality,  
you must  
measure it.”

Steven George



# Measure, Monitor

- Quality Assurance (QA) = *process* performance
- Collect raw data and turn it into information
- What aspect of this process can be measured to show it is working – or not?
- What is the information revealing?

*NOTE:*

*QC measures only method performance!*



# Improve

“The people don’t  
need to change;  
the process needs to  
be changed.”

A. Donald Stratton

# Improve

- All processes can be improved
- Find and remove the redundancies, dead ends, and bottlenecks in every technical and management process
- Personnel know and can point out process problems
- Automate where possible



# Does **Process** Make Quality Better?

- A 17 year old patient was to receive a heart and lung transplant at a prestigious hospital.
- The organs were blood group **A**.  
The patient was blood group **O**.
- The patient is transplanted and had a massive rejection.
- Group **O** organs are obtained and transplanted. The patient dies anyway.
- 2 sets of organs were wasted.

***What went wrong???***

# There Was No Documented *Process*

- Everyone thought he/she knew what to do
- No one knew what the others were doing
- We were not trained to think “process”
- The Joint Commission said the root cause was “*lack of communication*”



**“Medical error is a  
failure of process.”**

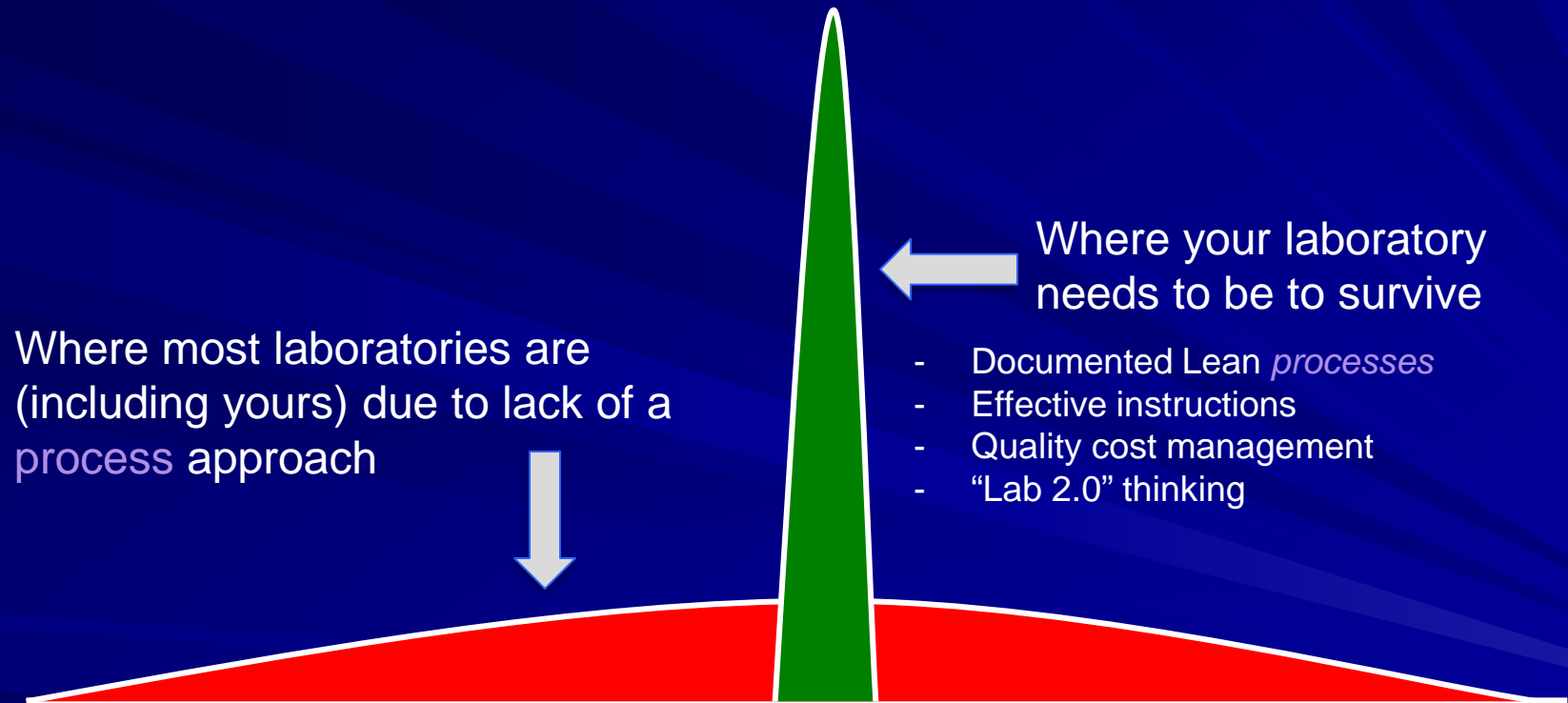
**US-IOM *To Err is Human...*1999**



**“If the process is right,  
the results will take care  
of themselves.”**

**Takashi Asada**

# Quality is Lack of Variation



“To succeed we  
must disturb the  
present.”

Roberto Goizueta

# **Look at Old Things in a New Way**

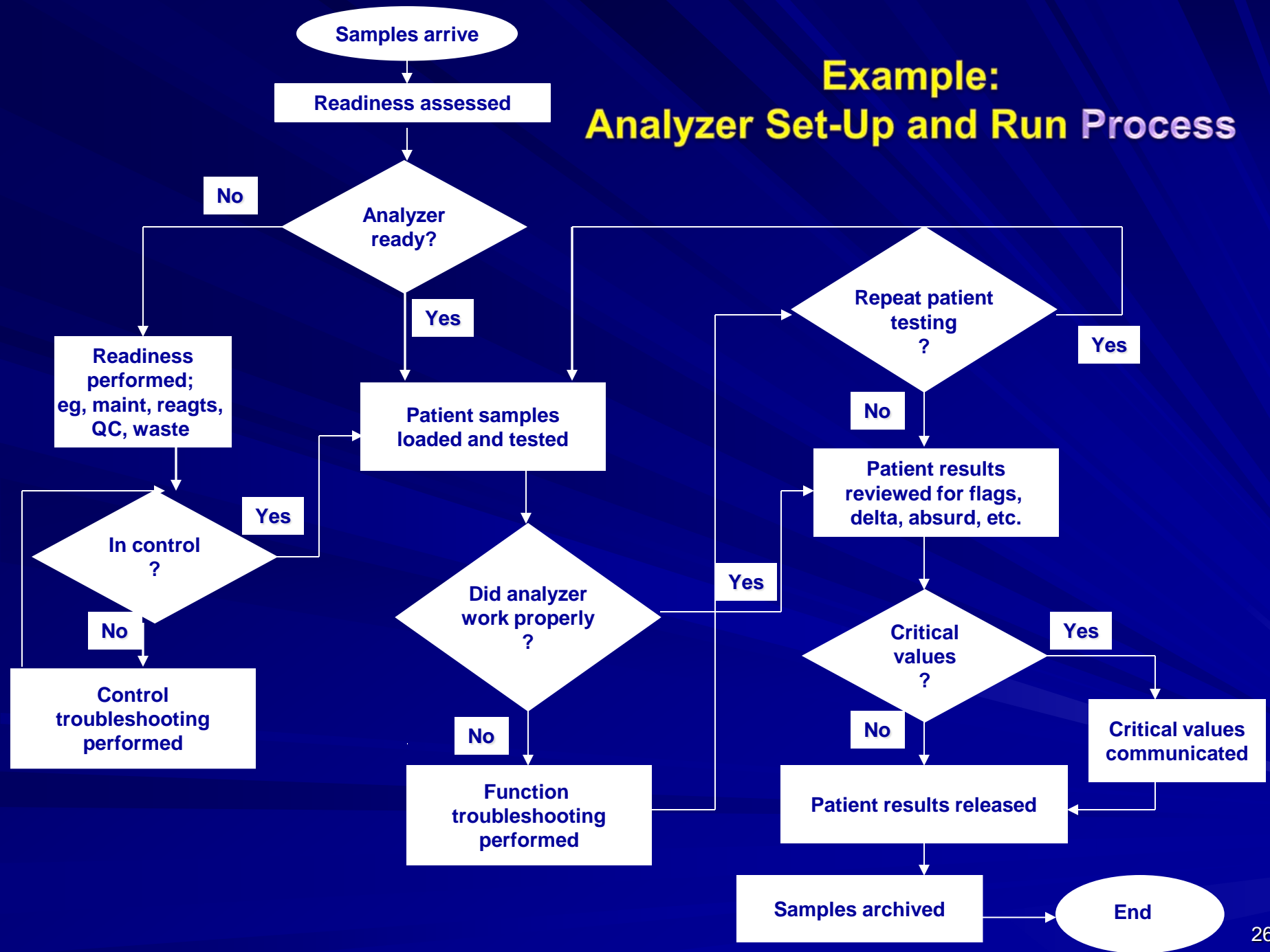
# Old Things New Way

**“SOPs”**



**Process flow charts**

## Example: Analyzer Set-Up and Run Process





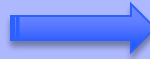
# Old Things New Way

**“SOPs”**



**Process flow charts**

**One SOP per analyte**



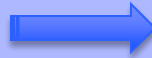
**Analyte Attribute Tables**

# Analyte Attribute Table(s) for Automated Processes

	<b>Protime</b>	<b>PTT</b>	<b>Thrombin Time</b>
<b>Clinical utility</b>			
<b>Sample Type</b>			
<b>Min sample volume</b>			
<b>Method limitations</b>			
<b>Reference range</b>			
<b>Critical values....</b>			

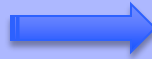
# Old Things New Way

**“SOPs”**



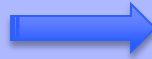
**Process flow charts**

**One SOP per analyte**



**Analyte Attribute Tables**

**Procedures in alpha order**



**Instructions in process order**

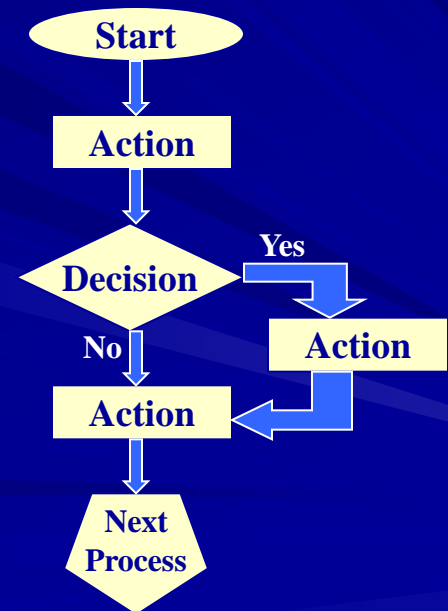
# Suggested Table of Contents for Procedures Manuals for Automated Instruments

*For paper or electronic manuals:*

- *Process flowchart*
- Operations Procedures
- Analyte Attribute Table(s), where needed
- Quality Control Plan section
- Calibration section
- Maintenance section
- Troubleshooting section
- Examples of properly completed forms
- Other? As needed

# A Quality Process Approach

- Work processes are designed such that requirements are met *while doing the job*
  - Regulatory and accreditation
  - Customer
- Work processes are
  - Controlled
  - Measured and monitored
  - Improved

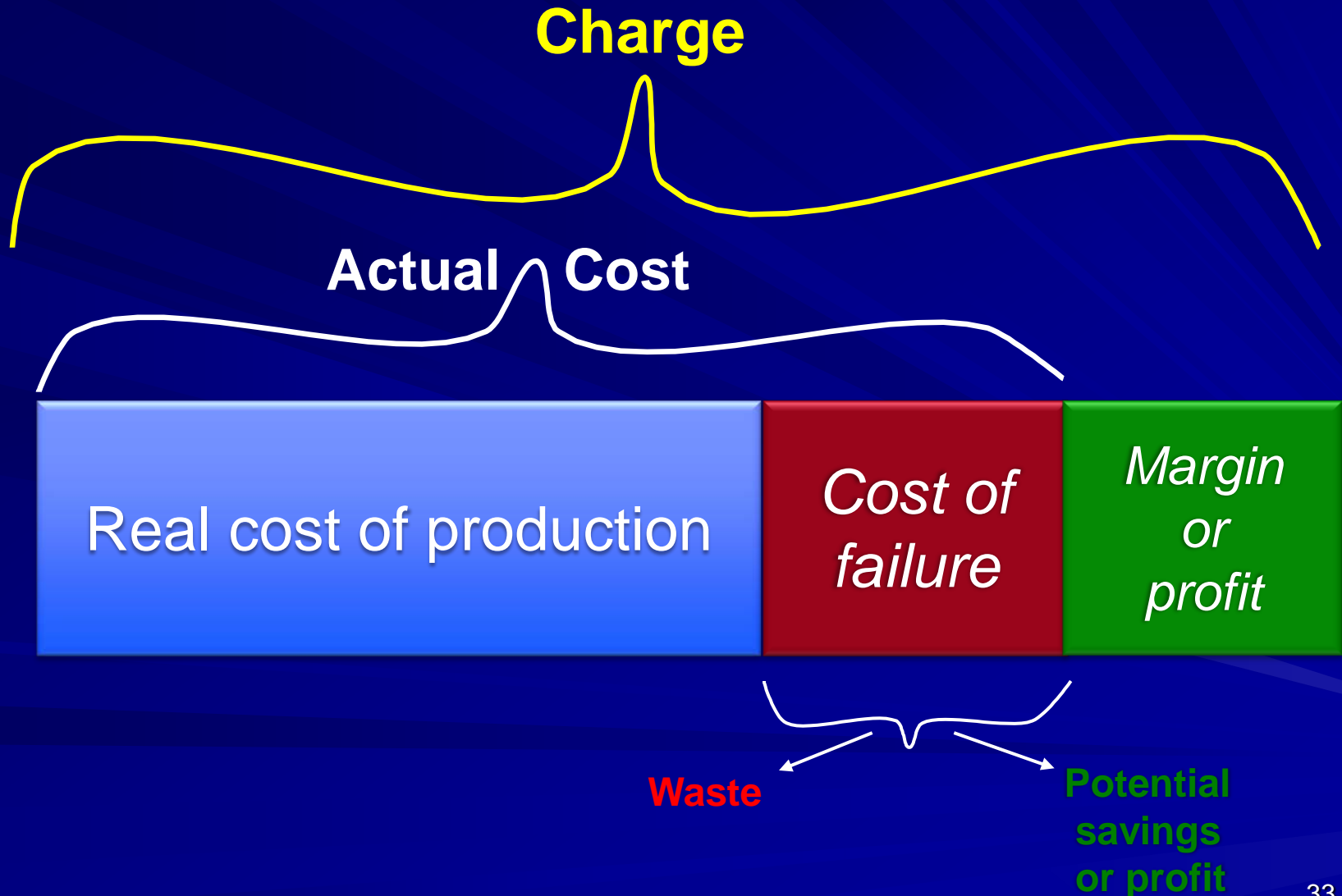


**“It is always, only, and ever  
about money.”**

**Luci B**



# Quality, Cost, and Profitability 1.



# Quality, Cost, and Profitability 2.

**Charge more for margin or profit**

**Actual Cost**

Reduced when process is improved

Real cost of production

*Margin or profit  
when waste  
is removed*

**Charge less to beat the competition**

# Why This One Word?

PROCESS



**“If we don’t change our direction  
we’re going to wind up  
where we’re headed.”**

**Native American proverb**