

SANFORD

AirMed

Flight Notes

844-4-AirMed

AirMed Carries Kcentra

All AirMed adult teams now carry Kcentra on transport. Kcentra is a four-factor prothrombin complex concentrate that is used for urgent reversal of vitamin K antagonists (Warfarin) in adult patients with acute major hemorrhage. Kcentra can be used to rapidly reverse anticoagulated patients and it can be infused in conjunction with vitamin K and fresh frozen plasma. In addition, off-label use of Kcentra is given for severe bleeding associated with direct oral thrombin inhibitors such as Pradaxa, Eliquis, Xarelto and others.

By carrying Kcentra, AirMed is aiming to increase referral facility access to an expensive drug that may otherwise be unavailable. If a referral facility requests the use of Kcentra and orders the dose, AirMed

teams will assist in the initiation and delivery of the drug. Sanford Pharmacy will charge the facility for the drug used and, in turn, the referral facility will charge the patient.

Heather Lundebj, Fargo Base Manager



Kcentra®
Prothrombin Complex
Concentrate (Human)



Base Managers Attend Leadership Training

At Sanford AirMed, continuing education and leadership development are core values. The week of April 23, three AirMed base managers, Adam Parker, Mike Schultz and myself, Jon Bohlen, attended our second year of Certified Medical Transport Executive (CMTE) training with the Medical Transport Leadership Institute (MTLI). The week in Wheeling, W.Va. was filled with lectures, networking, research and a small group capstone project that is presented to three MTLI regents.

MTLI was started 20 years ago to bring leaders in the air medical industry together to learn and network with other leaders across the country. MTLI's mission is to enhance leadership and management of medical transportation services through formal education programs stressing management theory and its direct practical application.

MTLI is a two-year program. In year one, the format is a classroom environment where you learn from multiple presenters who focus on the ins-and-outs of the air medical industry. The lectures incorporate small group and critical thinking activities to allow time for learning from your peers. The week ends with a lengthy exam covering the material.

Year two is a much different experience. There are lectures, but the main event is the capstone group project. When you arrive on Sunday for orientation, they break you up into groups of six or seven and assign your team a regent mentor.

Each group is then given a problem dealing with simulated, but realistic issues in transport medicine. The problem is laid out in a portfolio highlighting financials and political problems, as well as any industry gossip pertaining to your particular issue. The final exam is to present your solution to a board of multiple MTLI regents and the entire student section. The regents do everything they can to poke holes in your solution.

For me, this was an amazing experience. I had several program directors, a physician and a chief flight nurse in my group. The best parts were the late nights discussing what our programs do and how we can learn from each other. People were impressed with Sanford AirMed and our advanced clinical practices like taking blood on flights, the use of TPA, Kcentra, specialty teams and Sanford One-Call.

The week ended with us all becoming Certified Medical Transport Executives. We now join the ranks of Mike Christianson, Tim Meyer, Abigail Polzin, MD, and Heather Lundebly, who have also completed the CMTE program.

This experience showed me just how special we are at Sanford AirMed. I think it's easy for our colleagues in the metro areas to discount how much goes on in our "flyover country." But I think we need to occasionally stop, look around and realize just how much good we do for so many people on a daily basis.

Jon Bohlen, Sioux Falls Base Manager

Air Medical Industry

Many of you have probably seen news stories with families who were transported by air medical services and later received outlandish \$60,000 bills for trips that were sometimes no further than 100 miles. The shock and awe of those situations is real and they have given the air medical industry a bad reputation.

Sanford AirMed is a hospital-based not-for-profit operator, solely owned and operated by Sanford Health. In short, Sanford AirMed is an extension of full tertiary medical facilities across multiple states. Sanford AirMed is also under contract with the majority of health insurance providers in our area, which is a significant benefit to our patients.

The other type of air medical operators are the independent for-profit providers who directly employ medical and flight crews to provide air ambulance services. Historically, most of these types of providers do not contract with health insurance plans.

Some states have taken notice and tried to regulate various aspects of the industry over the past several years, including Montana and North Dakota. Subsequently, for-profit air ambulance operators have been successful in reversing challenges by relying the Airline Deregulation Act (ADA), which prohibits states from being involved in air carrier routes, costs and charges.

Because we believe in doing our part to continually improve the industry, Sanford AirMed is an active member of the Association of Critical Care Transport (ACCT), a non-profit grassroots patient advocacy organization committed to ensuring that critically ill and injured patients have access to the safest and highest quality critical care transport system possible.

ACCT is currently spearheading public policy efforts in Congress with H.R. 3780. H.R. 3780 ensures that all patients in need of air medical services throughout the nation have access to safe, high quality care regardless of which air ambulance agency transports them. This legislation protects critically ill and injured patients by addressing the variability in quality of care and clinical capability. ACCT believes in putting more structure in air medical services to protect those that are most vulnerable.

Sanford AirMed will continue to work tirelessly to provide our patients and their families with the best possible care and services. We are dedicated to the work of health and healing.

Mike Christianson, Senior Executive Director





Safety at AirMed

Sanford AirMed team members perform extraordinary work every day. The pursuit of excellence starts first with the executive leadership of Sanford Health and their steadfast commitment to safety. Sanford AirMed differs from many programs. All of us: aviators, clinicians, communication specialists, maintenance and leadership are employees of Sanford Health. We also own all of our aircrafts. This common core provides an excellent foundation for us to devote our energy to the safe transport and care of our patients.

Recently, I delivered a two-day presentation on Air Medical Resource Management (AMRM) to the University of Chicago. Their medical and program director, Ira Blumen, MD, is well-known in the air medical industry. The University of Chicago has a solid flight program with a strong safety culture. Their program is like many other transport programs: the clinical and communication specialist team members are hospital employees, while a vendor owns the aviation components (pilots, mechanics and aircraft). This familiar combination, while facilitating air medical care that might not otherwise occur, has the

potential to present added challenges because more than one entity is working toward the goal of safe operations.

Safety at Sanford AirMed extends beyond the phrase “be safe” – it is an overarching pledge by all team members. For us, this begins with our maintenance teams providing meticulously maintained aircraft.

Our communication center handles thousands of calls per month while coordinating aircraft and response teams. It’s not an easy task, but very critical to safe operations. All Sanford AirMed pilots attend annual simulator training, as well as in-house recurrent education. Our clinical team members and medical directors are highly experienced clinicians who maintain lofty standards while providing exceptional patient care. Every team member participates in safety education topics on a monthly basis. We accomplish this promise as one team with the same goals.

Josh Weiland, Air Transport Safety Officer

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