



# Moonshine in a Healthcare Environment

## *Lessons from the Trenches*

**Jennifer Phillips/Valerie Marquardt**

Kaizen Promotion Office  
**Virginia Mason Medical Center**





# Objectives

- Define purpose and intent of moonshine
- Recognize opportunities for moonshine application within your organization
- Apply high-level steps of the moonshine process to a project





# Moonshine Defined

Prototyping when a supply or piece of equipment doesn't exist that meets our unique needs or is not cost effective

- Fast and inexpensive
- Uses available materials
- Involves 'try-storming'
- Requires creative, unstructured environment



# Key Concepts

- Try it before you buy it
- The learning is in the doing
- No money spent = creativity at a new level
- “Building to think” (IDEO)



# The Problems We Faced...

- Staff ideas would get stuck
- Work arounds
- \$\$\$



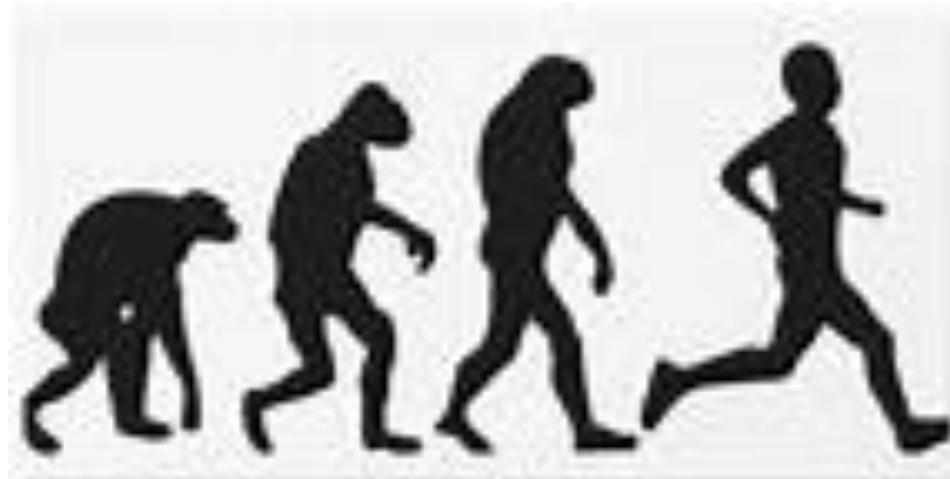


# How We Evolved Into Moonshine

Exposure through manufacturing field trips

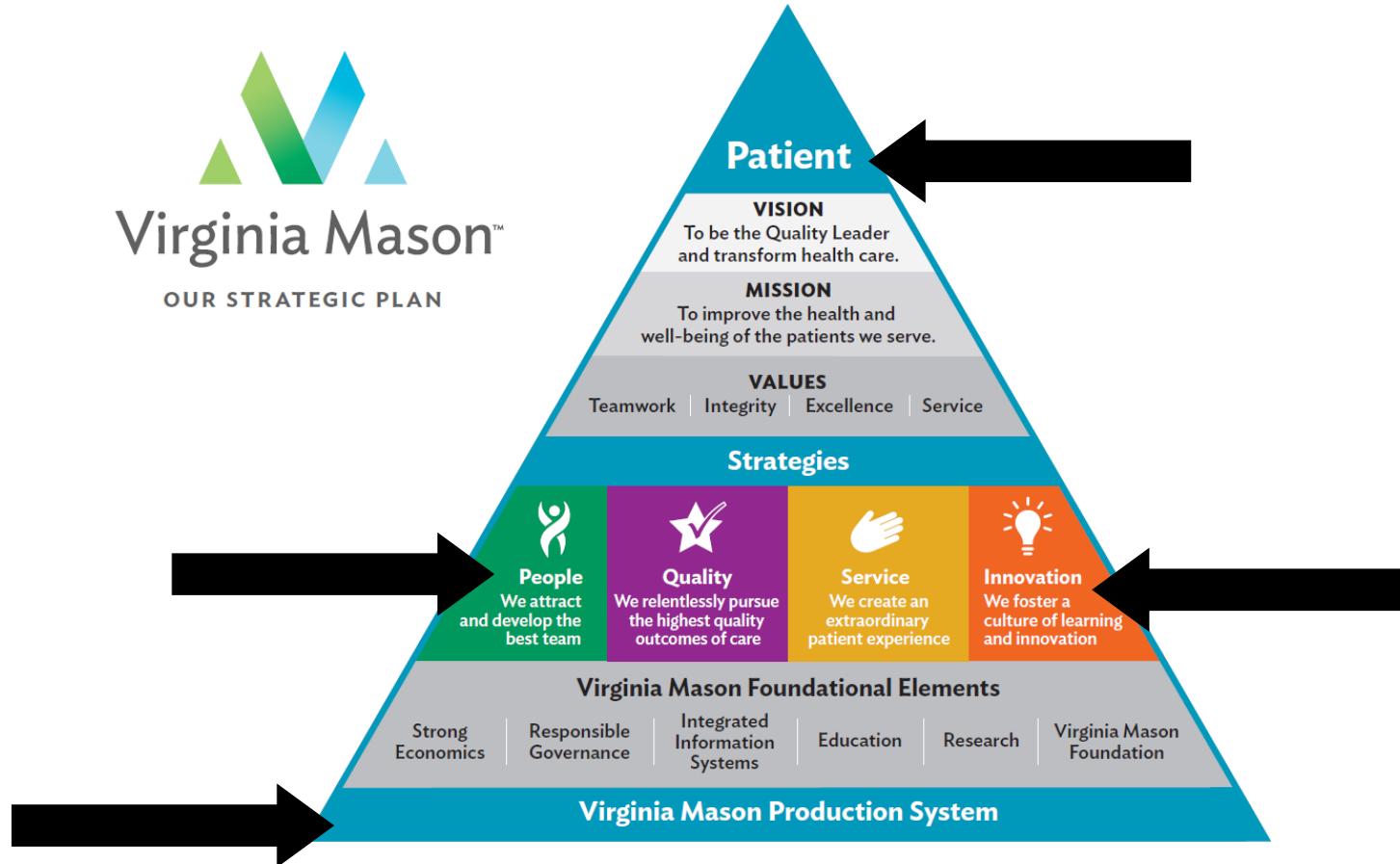
Studying/adopting lean practice

Deliberate focus on innovation R&D/prototyping





# How It Fits Strategically





# We Rely on Staff and Customer Creativity



- Skills & knowledge extend beyond day jobs
- Involve staff, patients, families, board members, business partners—the sky's the limit



# Benefits to Healthcare

- Helps with resource constraints, cost containment
- Can fix burdensome or unsafe work arounds
- Forces understanding of critical function(s)
- Means for the actual user to create ideal product
- Can help improve patient safety and flow



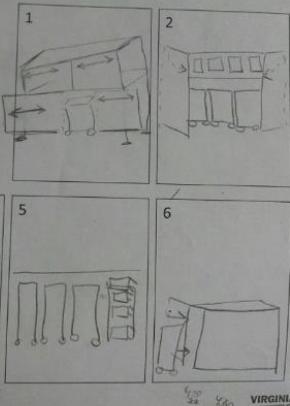
# Examples







## The 7 Ways

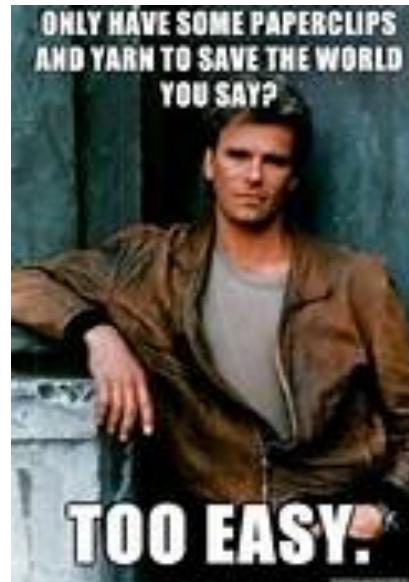


• What do you need to consider? • What is the ultimate purpose (why)? • Who are the operators using and/or affected?	<b>Specification</b> • Detailed description or assessment of requirements • Dimensions • Materials, etc.	How will you measure this?	Evaluation
1 Does it need to be mobile? Does it need to be moved long distances?  Does it need to be motorized or manual? Why?  What type of flooring (carpet/tile)?  Will it need to go on elevators? Outside?		No No Title (hallway is 66", clearance needs 44") No	1 2 3 1 2 3 1 2 3 1 2 3 1 2 3
2 What elements does it need to have?	Does it need to hold a certain amount of weight? Does it need to hold a certain number/size of items?  Are there interdependent considerations? (ie. needs to hold O2 tank) Are there access considerations? (ie. from 1 side vs all sides) Are there storage considerations? (ie. needs to be collapsible/nest)	Needs to be open on the bottom 3 lg receptacles 31x20x17; 4 sm 18x16x11  Can stack smaller units over large roll in access for large recepticles needs to be secured unit; not secured to space	1 2 3 1 2 3 1 2 3 1 2 3 1 2 3
3 Where/how v product be u:		X	1 2 3 1 2 3 1 2 3 1 2 3
4 Does it need specific foot;	product?	Anti-microbial? Doors to secure access	1 2 3 1 2 3 1 2 3 1 2 3
5 Are there saf		36X66X21 plus 21x18x12 If housed in hallway, needs 44" clearance	1 2 3 1 2 3 1 2 3 1 2 3
6 Other Consic	?	No Yes, roll in access; strike zone for shelves Wipe down with San-wipes?	1 2 3 1 2 3 1 2 3 1 2 3
	Slide		1 2 3 1 2 3 1 2 3 1 2 3
			TOTAL





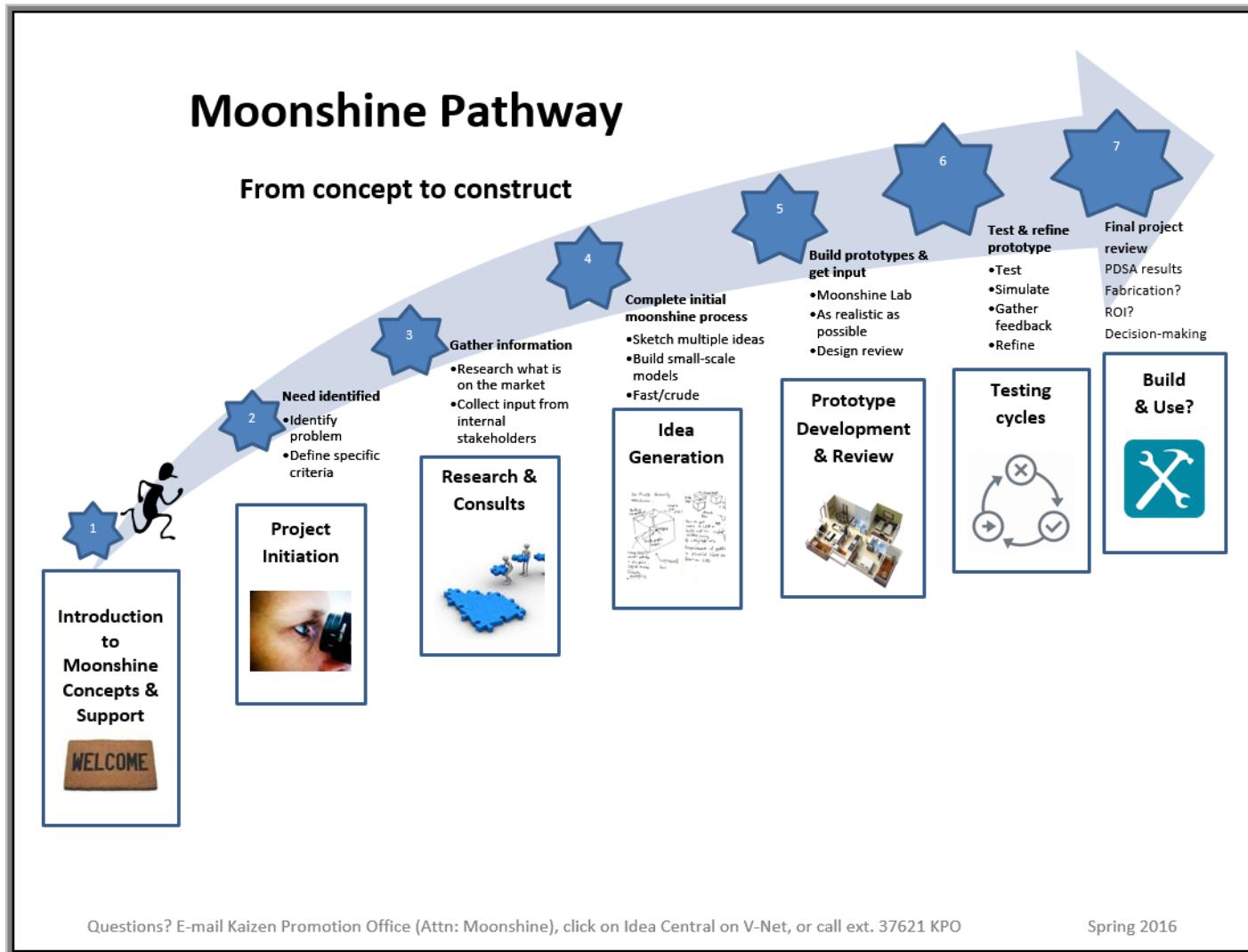
# How About Back at Home?



- Any current moonshine examples?
- Possible issues that could be solved by moonshine?
- Who are your MacGyvers?



# Steps of Moonshine



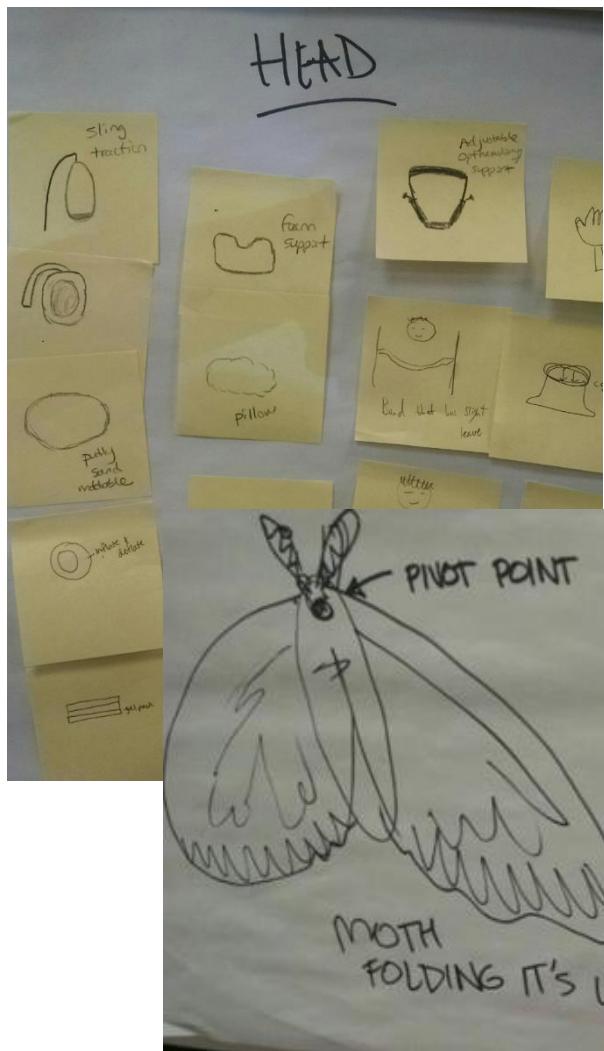
Questions? E-mail Kaizen Promotion Office (Attn: Moonshine), click on Idea Central on V-Net, or call ext. 37621 KPO

Spring 2016

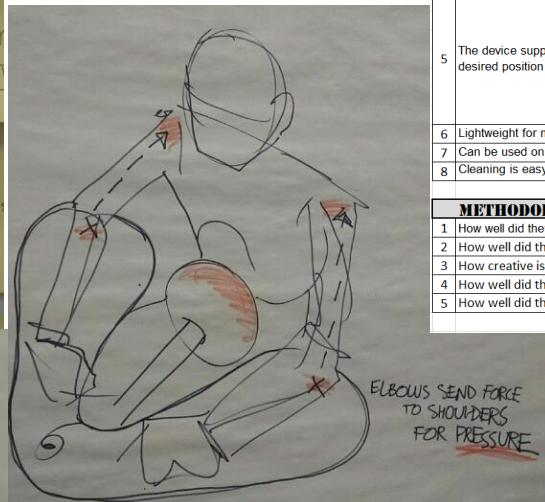


# Is Moonshine the Right Thing?

- Do you understand the impact of the product (or lack of) on operators and flow 
- Do you need a product that does not exist in the marketplace? 
- Does a product exist but it does not meet your unique needs?
- Is it cost effective to buy it?
- Do you need test an idea before you purchase?



# Step 4



## EVALUATION - HOW WELL DOES EACH PROTOTYPE MEET THE SPECIFICATIONS?

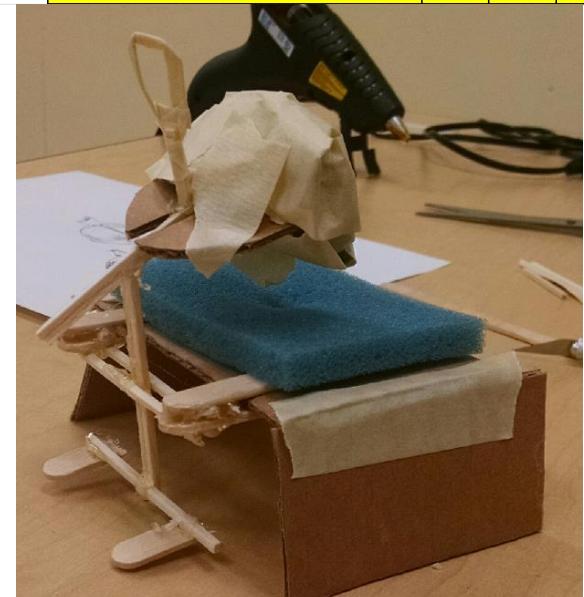
### FUNCTIONAL SPECIFICATIONS

		Score for Model #1	Score for Model #2	Score for Model #3
1	Device is stable independently	No assistance is required to secure the device while in use		
2	Device is easily adjustable and supportive of all body types (ht. wt. girth)	Takes < 5 secs per adjustment in it's final form		
3	Line management	No more than 5 adjustments		
4	Space requirements	Separate flows for monitor lines and IV lines to secure and allow access by provider		
		Limit footprint to 2' x 1'		
5	The device supports the patient in the desired position	Patient's hips initial 90 degrees adjustable forward to 60 degrees Visibly reverse curve out of lower back from convex to concave Back has to comfortably sustain a reverse arched position Arms supported in a neutral position preventing forward slippage Feet must be supported Head must be supported Face is visible and can accommodate an O2 mask or nasa cannula		
6	Lightweight for mobility	Patient's hips initial 90 degrees adjustable forward to 60 degrees Visibly reverse curve out of lower back from convex to concave		
7	Can be used on any bed or stretcher	Back has to comfortably sustain a reverse arched position Arms supported in a neutral position preventing forward slippage		
8	Cleaning is easy	Face is visible and can accommodate an O2 mask or nasa cannula Arms supported in a neutral position preventing forward slippage		
		< 15 seconds to complete		
		Total Score		

### METHODOLOGY

- How well did they use the 11 steps of moonshine/3P process to tell their story (see attached)?
- How well did they rise to the level of change requested?
- How creative is the prototype compared to current state?
- How well did they use available resources to meet the functional specifications?
- How well did the prototype meet the functional specifications?

Total Score		





# Step 5

## Seahawks Team



### Team Seahawks Roster

Captain: Debbie Cutchin  
Adam Lefebvre  
Jacqui Owen  
Michael Kimball  
Lisa Lingenbrink  
Karen Carter (Evergreen)



© 2014 Virginia Mason Medical Center

## Sounders Team



### Team Sounders Roster

Captain: Joleen Bishop  
Marla Brown  
Carly Magnusson  
Lou Lund  
Susan Downey



7

## Mariners Team



### Mariner's Roster

Captain: Val Marquardt  
Michelle Reesh (Evergreen)  
Chris Page  
Matt Liedtke  
Erik Borgesen





# Step 6





## Moonshine Design Review #2 Agenda (typically up to 30')

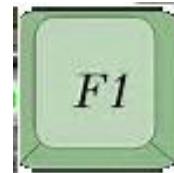
<p><b>Goal:</b> Decide whether to proceed with constructing a testable prototype</p> <p><b>Required materials:</b> Moonshine pathway, project blueprint, vendor resource directory</p> <p><b>Required participants:</b></p> <ul style="list-style-type: none"><li><input type="checkbox"/> Project initiator</li><li><input type="checkbox"/> Representative/sponsoring leadership</li><li><input type="checkbox"/> Moonshine facilitator</li><li><input type="checkbox"/> Other roles identified as crucial at this stage (<i>e.g., Infection Control, Risk Management, Corporate Compliance, Patient Safety, Design &amp; Construction, Information Systems, Intellectual Property Ventures</i>)</li></ul>	<p><b>Agenda</b></p> <ul style="list-style-type: none"><li><input type="checkbox"/> Introductions/roles</li><li><input type="checkbox"/> Moonshine pathway</li><li><input type="checkbox"/> Review project results to date and supportive documentation</li><li><input type="checkbox"/> Review implications influencing next steps<ul style="list-style-type: none"><li><input type="checkbox"/> Unresolved issues, challenges, concerns</li><li><input type="checkbox"/> Regulatory impacts/IRB concerns</li><li><input type="checkbox"/> Financial analysis</li></ul></li><li><input type="checkbox"/> Decide whether project will proceed<ul style="list-style-type: none"><li><input type="checkbox"/> Does the current solution still seem promising to solve the problem?</li><li><input type="checkbox"/> Does this still fit within current priorities or is the issue still urgent?</li><li><input type="checkbox"/> Is there sufficient bandwidth of crucial participants to participate, or when would be better timing?</li><li><input type="checkbox"/> Did the team and stakeholders raise concerns that need addressing first, or would suggest not proceeding?</li><li><input type="checkbox"/> Cost impacts, including whether we will need to purchase expertise to ensure a structurally sound prototype for testing? (<i>e.g., device needs to be weight bearing, attach to equipment, etc.</i>)</li></ul></li><li><input type="checkbox"/> Next steps:<ul style="list-style-type: none"><li><input type="checkbox"/> If proceeding, what are the details (what who, when, additional resources needed)</li><li><input type="checkbox"/> If not proceeding, agree on communication and recognition process and whether to initiate alternative kaizen work</li></ul></li></ul>
--	---

# Step



# **Gift of Learnings**

- ## ➤ Identify core functions



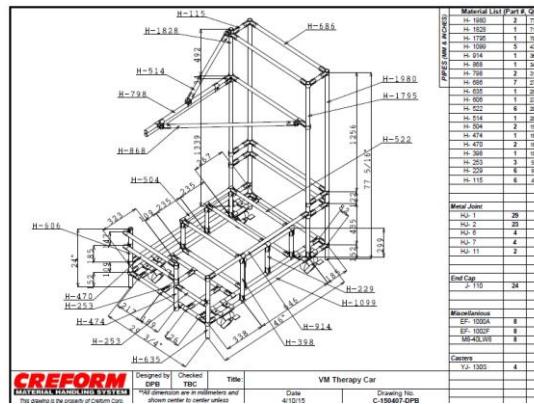
- ## ➤ Connect with nature



- ## ➤ Not all projects are created equal



VS





# Struggles

- Project diversity
- System complexities
- Regulatory requirements
- Technical expertise
- Inertia
- Prioritizing



# Key Messages

- Anyone can do it; just jump in and get your hands dirty
- Recognize and celebrate your team's ideas and efforts
- The faster you try, the faster you learn
- Deny expensive materials to begin with



# Purpose-Driven Excellence

- Build organizational commitment to a lean journey
  - Both process improvement and product improvement
- Incorporate intentional focus on innovation as part of that lean journey
  - Support team members in being creative and tackling problems/issues in daily work



# Discussion



# Thank You!

**Your opinion is important to us!**  
Please take a moment to complete the survey using the conference mobile app.

**Session:** WP/21

**Presentation Title** Moonshine in a Healthcare Environment

**Your name** Jennifer Phillips, Valerie Marquardt

**Company name** Virginia Mason Medical Center

**email address** [jennifer.phillips@virginiamason.org](mailto:jennifer.phillips@virginiamason.org),  
[valerie.marquardt@virginiamason.org](mailto:valerie.marquardt@virginiamason.org)