



CASE STUDY – ADVANTICS™ Referral Acceleration
**Driving LAAC Program Growth
via Digital Patient Flagging and
Strategic Referral Mapping**

**Insights.
Collaboration.
Impact.**

Advancing partnership
for better outcomes





EXECUTIVE SUMMARY



Client

Sana Klinikum Niederlausitz, Senftenberg, Germany

Mid-sized hospital in rural
area in Senftenberg

Serves nearly 22.000 inpatients
and 32.000 outpatients per year



Challenges

- 1 Complications in
expanding LAAC-Program
- 2 Lack of efficient and
effective patient recruiting
- 3 Insufficient awareness of
LAAC among regional
general practitioners

ADVANTICS™ Referral Acceleration



Baseline assessment
and workshops

+



Retrospective analysis
and patient flagging

+



Monthly reporting and
awareness initiatives



Deployed
Solutions



Impactful Outcomes

+35
MORE

LAAC
procedures
within first year
(June 2023 to May 2024)

~85%
REFERRED
PATIENTS

Eligible
patients
referred
from other
departments

~60%
ALGORITHM-
DRIVEN IMPLANTS

of implanted
patients
captured by
algorithm

About the Hospital

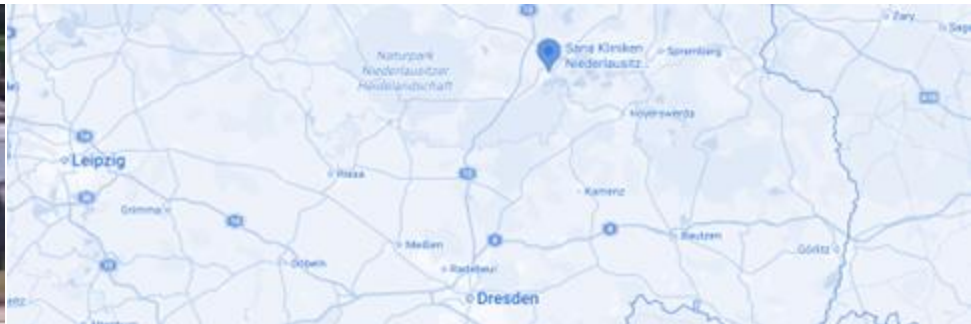
Sana Klinikum Niederlausitz is a medium-sized hospital located in the rural region of Senftenberg, Germany. It functions as South Brandenburg's largest hospital network, serving over 22,000 inpatients and 32,000 outpatients annually across 14 departments and two specialized institutes.

With 542 inpatient beds, 74 day-treatment spaces, and 1,200 employed personnel, the hospital provides a wide range of services, including emergency care, cardiology, surgery, neurology, radiology, and rehabilitation.

It also operates as a teaching facility affiliated with the Brandenburg Medical School,

offering specialized training through its *Sana Campus-schule Niederlausitz*.

Emphasizing inclusivity and diversity with a workforce representing over 50 nationalities, the hospital fosters a respectful, patient-centered environment to deliver holistic care to the regional community.



Customer Challenges

Sana Kliniken Niederlausitz faced challenges in expanding its cardiology department's Left Atrial Appendage Closure (LAAC) program. The cardiology department, under the new leadership of Prof. Dr. Guido A. Matschuck, MHBA, sought to place a high focus on LAAC procedures due to their significant benefits for patients suffering from atrial fibrillation (AF) and recurring bleeds.

Yet, they had to build the program from scratch without an existing recruitment process.

Because eligible patients often present to non-cardiology departments, the hospital needed to improve internal awareness and implement a robust screening tool to support referrals from network hospitals and Sana-owned ambulatory centers.

The hospital's rural location added complexity; a low density of resident cardiologists meant expertise remained concentrated in hospitals, necessitating enhanced internal capabilities.

Furthermore, since LAAC was relatively unknown to local general practitioners, targeted educational efforts were required to build a reliable external referral network.

Deployed Solutions

To address the challenges, Boston Scientific's Healthcare Solutions and Partnerships (HS&P) team implemented a comprehensive set of solutions tailored to the hospital's unique needs.

PART 1

BASELINE ASSESSMENT AND WORKSHOPS

The project began with a thorough baseline assessment, including interviews with key stakeholders to understand the hospital's current ways of working and opportunities for improvement.

Following the assessment, a workshop was conducted to design an identification process for potential LAAC patients. This workshop brought together IT specialists, physicians, controllers, and administrative teams to ensure a holistic approach to patient flagging and referral.

PART 2

RETROSPECTIVE ELIGIBILITY MAPPING

A retrospective analysis was performed to surface potential LAAC candidates who may have been missed in the past.

This analysis provided valuable insights into patient demographics and referral patterns, enabling the design of an effective patient flagging process.

The flagging process was meticulously crafted to ensure operational support and was monitored monthly to maintain its success. This ensured that eligible patients were consistently captured and referred for LAAC procedures.

PART 3

AWARENESS INITIATIVES

Boston Scientific developed a suite of awareness materials, including white label direct-to-patient and direct-to-referrer materials. These materials played a pivotal role in increasing awareness and understanding of the LAAC procedure among non-cardiology physicians and general practitioners.

PART 4

MONTHLY REPORTINGS

Monthly reporting and status updates were provided to the project team, including C-suite executives. These updates facilitated data-driven decision-making and ensured alignment with the hospital's strategic goals.

Impactful Outcomes



Increased LAAC Volume and Inter-Departmental Referral Network

The result of the collaboration between Boston Scientific and Sana Niederlausitz yielded significant positive outcomes for the hospital. One of the most notable achievements was the creation of a robust identification process across the hospital and all referring physicians. This initiative fostered increased collaboration between the cardiology department and both internal and external referring departments, ensuring a more holistic approach to patient care.



1

Increased LAAC volume at Klinikum Niederlausitz

+35
MORE LAAC
PROCEDURES

The hospital successfully ramped up the program to achieve 35 LAAC procedures within one year.



2

Expanded Referral Network Across Departments

~85%
CROSS-DEPARTMENTAL
REFERRAL RATE

About 85% of eligible patients were not initially cardiology patients, but were referred from other departments, highlighting the success of the awareness and educational efforts among non-cardiology physicians.

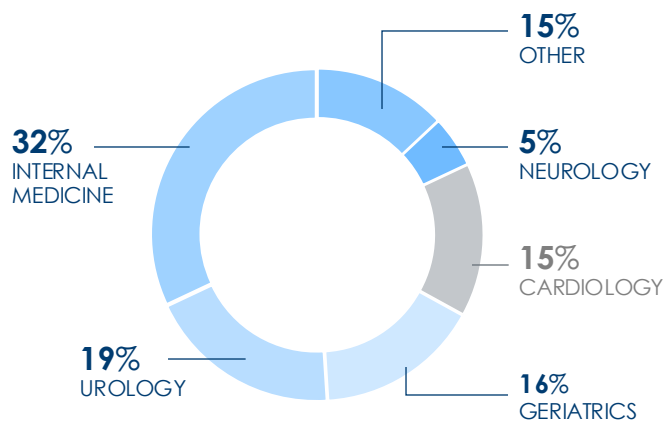


Fig. 1: Distribution of Patient Referrals by Department
85% originating from non-cardiology specialties



Impactful Outcomes



Eligibility Mapping Process with High Efficiency and Accuracy

The hospital also saw improvements in their data workflow, thanks to the close collaboration with their IT team. This enhanced data management capability supported the seamless capturing and referral of eligible patients.

3

Accurate and Efficient Patient Flagging

~60%
ALGORITHM-DRIVEN
IMPLANTS

Around 60% of the total implanted patients were captured through the new flagging algorithm, showcasing the accuracy and efficiency of the system.

~40%
ELIGIBILITY RATE

The new patient flagging process proved highly effective, with approximately 40% of flagged patients being deemed eligible for the procedure.



Throughout the recent years I had the opportunity to establish a program for LAAC-assignment in three different hospitals, all level-2-institutions – here at Klinikum Niederlausitz for the first time with the help of BSC and their operand-learning algorithm. This approach significantly reduced the time to full implementation and minimized andragogical challenges leading to a smoother learning curve for all stakeholders in the process.

Prof. Dr. Guido A. Matschuck, MHBA

Specialist in Internal Medicine, Cardiology, Intensive Care Medicine

ADVANTICS™ Solutions



Financial
partnership

HELPING YOU TO

**Achieve financial
sustainability**



Operational
productivity

HELPING YOU TO

**Elevate efficiency in
every step along the
care pathway**



Referral
acceleration

HELPING YOU TO

**Treat the right patient
at the right time**



Patient
satisfaction

HELPING YOU TO

**Put the patient
at the centre**

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Outcomes from a real ADVANTICS™ LAAC programme. Results from case studies are not predictive of results in other cases. Results in other cases may vary.

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