











HCA Healthcare® | North Texas Division





Medical City Fort Worth

Structural Heart Program

Transcatheter Aortic Valve Replacement (TAVR)

Presented by:

Mackenzee Cooper BSN, RN

Director of Cardiovascular Services

Disclosure

This presentation is intended for educational purposes only and does not replace independent medical judgment. Statements and opinions expressed are those of the individual speaker and, unless expressly stated to the contrary, are not the opinion or position of Edwards Lifesciences. Coverage, reimbursement, and health economics information is gathered from third-party sources and presented for illustrative purposes only. Edwards makes no representation, warranty or guarantee as to the timeliness, accuracy, or completeness of the information and such information is not, and should not be construed as reimbursement, coding, or legal advice. Edwards Lifesciences does not endorse or approve, and assumes no responsibility for the content, accuracy or completeness of the information presented. No CME or CE credit is provided for this course.

Mackenzee Cooper is a paid consultant to Edwards Lifesciences.

Edwards, Edwards Lifesciences and Edwards Benchmark are trademarks of Edwards Lifesciences Corporation or its affiliates. All other trademarks are the property of their respective owners.

PP--US-13185 v1.0

Program Overview

Medical City Fort Worth

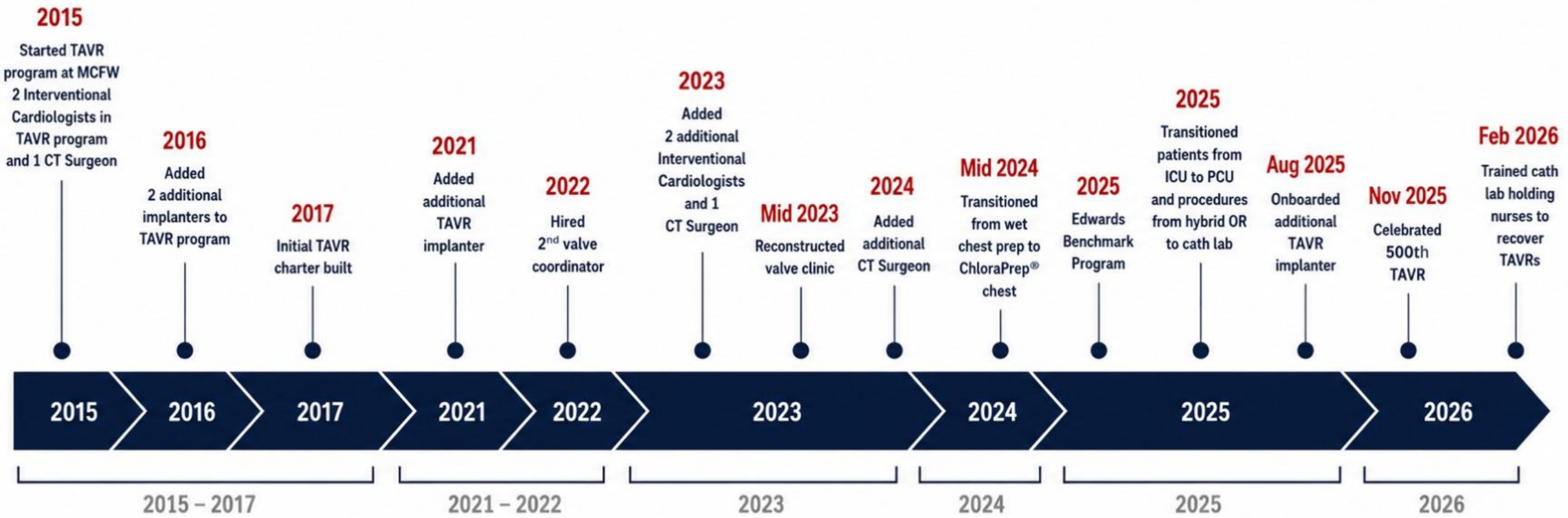


Medical City Healthcare

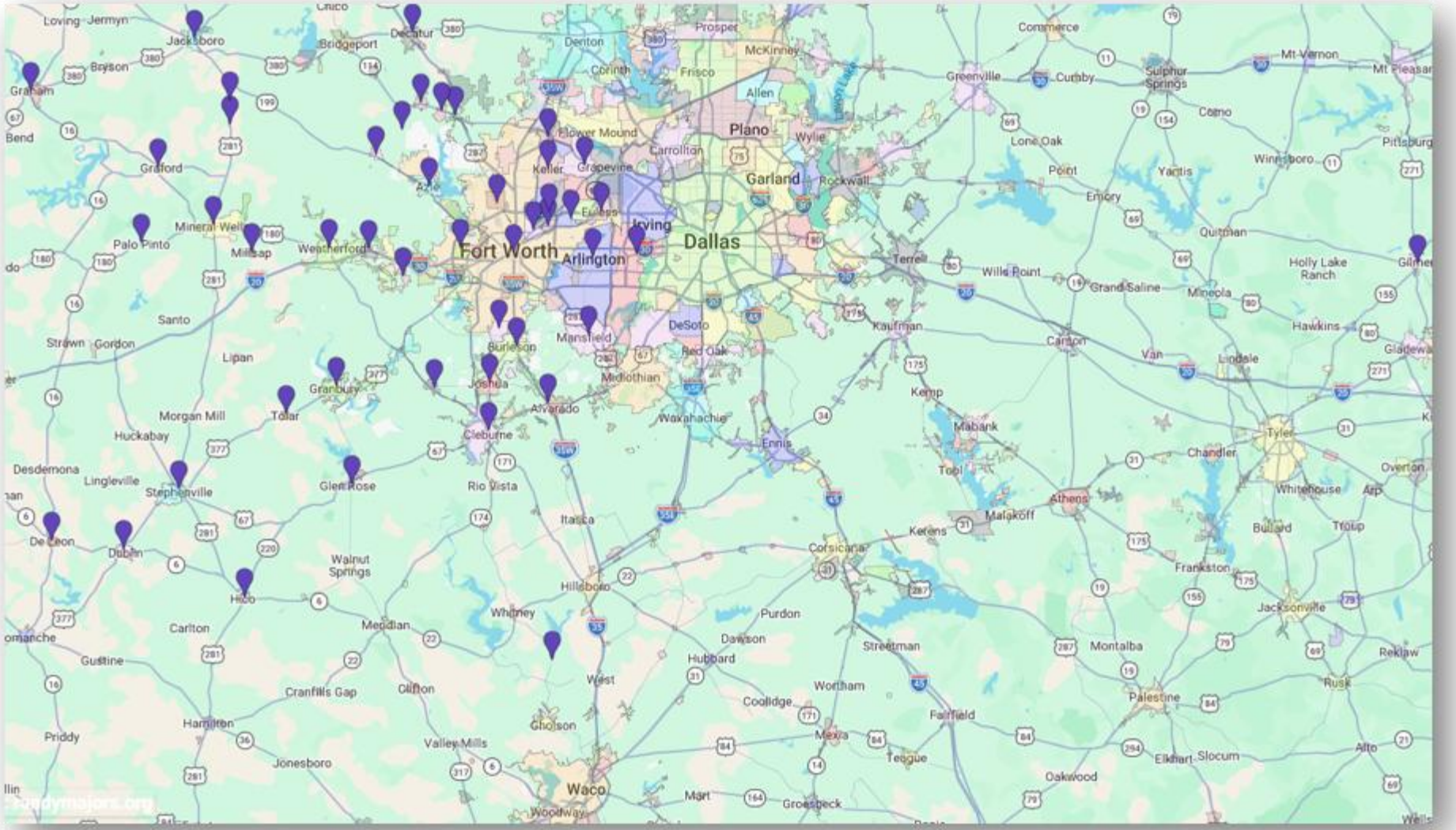
Program Overview

Medical City Fort Worth

MCFW TAVR Program Growth Timeline



Demographics

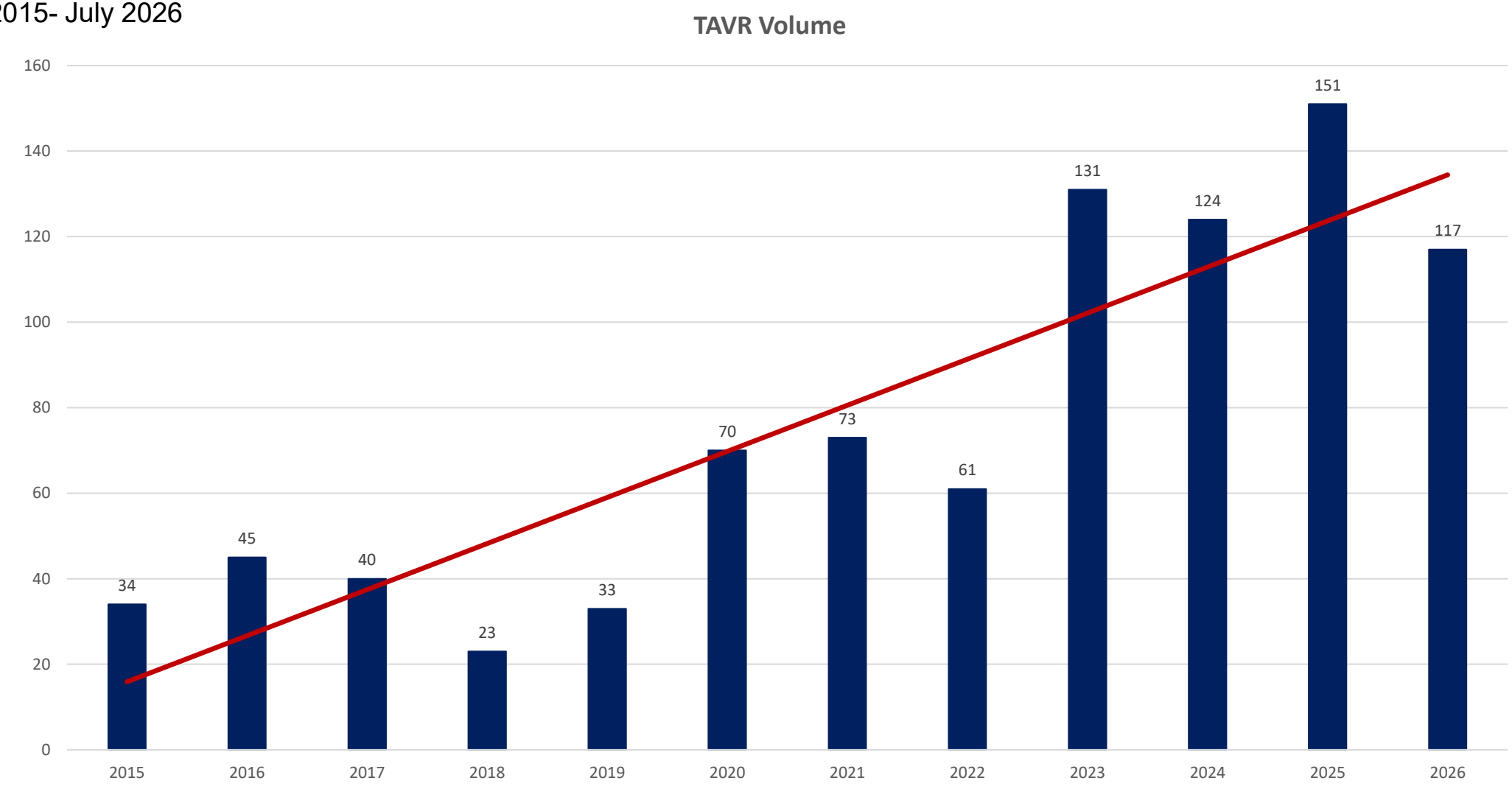


Program Growth: Patient Need Continues to Grow

Medical City Fort Worth

Volumes

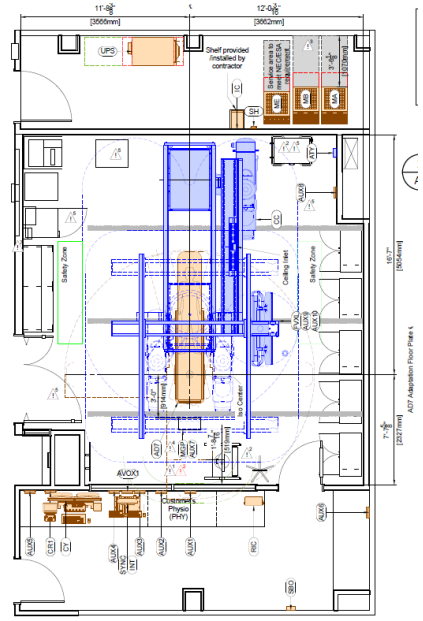
August 2015- July 2026



Capital Investments and Infrastructure Expansion

- Development and construction of dedicated Hybrid Operating Room 2015 to support advanced structural heart and cardiovascular procedures
- 2024: Capital funding approved for the addition of the 5th Cardiac Cath Lab, expanding procedural capacity and supporting future access to care and growth initiatives
- 2025: Capital funding approved for modernization and renovation of Cardiac Cath lab 2
- February 2025: Construction commenced on the 5th Cath Lab
- October 2025: Construction initiated for Cath Lab 2
- November 2025: Completed construction on outpatient Echo lab
- December 2025: Completed construction on 3 additional private recover bays in Cath Lab Holding







What Made the Case: A Blueprint for Winning Investment

Medical City Fort Worth

1. How To Win the C-Suite

- Led with volume, not vision — 34 cases in 2015 to 151 in 2025
- Tied every ask to a documented capacity limit
- Framed capital as service-line growth, not a cardiology expense
- Showed efficiency wins: ICU-to-PCU recovery, ChloraPrep, cath lab vs. hybrid OR
- Built credibility first — 500th TAVR and Edwards Benchmark status

2. Blueprint Elements to Borrow

- A written program charter (2017) as the governing document
- Staged asks: hybrid OR, then staff, then labs, then renovation
- Right-sized site of care to free procedural capacity
- Market and demographic mapping that defined the catchment served
- Staffing built ahead of capital — implanters, coordinators, trained nurses

3. What CVSL Administrators Should Take Away

- Name your true constraint before you name a dollar figure
- A multi-year trend persuades where a single year does not
- Bring physician partners into the ask with you
- Pair every capital request with a throughput and staffing plan
- Report results after funding — that is what earns the next yes

Replicate It: Five Steps in Your First 90 Days

1
Pull five years of volume, capacity, and out-migration data

2
Name the one bottleneck limiting cases today

3
Draft or refresh a program charter with physician sign-off

4
Build a staged three-year capital roadmap, not one large ask

5
Commit to the metrics you will report back after approval

Thank You

Medical City Fort Worth

Medical City Healthcare