



HEALTHCARE INDUSTRY REPRESENTATIVES IN THE PERIOPERATIVE SETTING



OVERVIEW

- THIS DOCUMENT** This guideline provides a framework for developing protocols and processes relating to the role of the Healthcare Industry Representative (HIR) in the perioperative setting. The term HIR refers to healthcare industry representatives who provide company services for perioperative departments, who are not organisational employees. Including but not limited to: sales representatives, biomedical technicians, This document provides guidance specific to New Zealand and should be read in conjunction with AORN Guidelines for Perioperative Practice
- PURPOSE** To ensure the safety and privacy of the patient, staff and HIR in the perioperative setting.
- SCOPE** All perioperative staff.

GENERAL PRINCIPLES

1. The HIR may be present during a procedure to provide instruction and technical support under conditions prescribed by the specific health care organisation.
2. RNs are responsible for providing patient care, ensuring the patient's safety, privacy and dignity, and must monitor the HIR activities and movements within the facility.

PERIOPERATIVE MANAGER'S RESPONSIBILITIES

	ACTION	RATIONALE
1	Ensure that the department has guidelines for the conduct and activities of visiting HIRs to gain admission.	To ensure the patient's safety, privacy and dignity and the safety of staff and HIRs in the department.
2	The department has specific criteria for HIRs to be eligible to access the department. Evidence for eligibility may include but is not limited to: <ul style="list-style-type: none">● Knowledge of infection prevention and control principles● Knowledge of Aseptic technique● Knowledge of Perioperative Department etiquette● Specific health care organisation confidentiality policy● Privacy legislation● Patient Code of Rights	To ensure the patient's safety, privacy and dignity and the safety of staff and HIRs in the department.



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3	Ensure that HIR access to the perioperative environment is at the discretion of the manager and in consultation of the medical practitioner in charge of the patient's care.	To ensure that the visit is necessary, that adequate staff are available to facilitate the visit and that staff numbers in the clinical area are kept to a minimum.
4	Ensure that patient consent is obtained and documented for HIR access.	To ensure that the patient is informed about aspects of their care.
5	Deny the HIR access to the department if guidelines and criteria for access are not met.	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR in the perioperative setting.

Nursing Responsibilities

	ACTION	RATIONALE
1	Welcome the HIR to the department and introduce them to the team ensuring that while in the facility the HIR should wear identification. All HIR should sign into and out of the visitors book	All members of the team are aware of the HIR activities and attendance. Records of all visitors to area must be current to comply with Health & Safety legislation.
2	RN in charge appoints a appropriate staff member to orientate, guide and support the HIR whilst in the department	To prevent unauthorized access to other areas, to ensure that the HIR is aware of emergency exits and to monitor and maintain the sterile field
3	Ensure that the HIR does not provide patient care.	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR in the department.
4	The HIR must not act as part of the scrub team – the HIR may calibrate/ assemble and provide instruction on the use of equipment only.	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR in the department.
5	Ensure that the HIR adheres to the healthcare organisation and their company guidelines at all times.	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR in the department.
6	Ensure that the presence of a HIR is documented in the patient notes.	To provide a complete documented record.



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HEALTH CARE INDUSTRY REPRESENTATIVES RESPONSIBILITIES

	ACTION	RATIONALE
1	Provide the healthcare organisation with their credentials and company guidelines relating to their role in this context	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR in the department.
2	Wear identification and follow health care organisation guidelines with regard to attire at all times.	All remembers of the team are aware of the HIR activity and attendance. Infection control protocols are adhered to.
3	Must adhere to organisational policy regarding their presence in operating/procedural rooms	To ensure the patient's safety, privacy and dignity and the safety of staff and HIR

ASSOCIATED DOCUMENTS

TYPE	DOCUMENT TITLES
Legislation	Health and Disability Commissioner Amendment Act 2013 (sections 9, 38 & 47) Health Practitioners Competence Assurance Act 2003 (Restricted Activities) Order 2005 amended 2019 Human Rights Amendment Act 2016 Health Information Privacy Code 2020 Health and Safety at Work Act 2015 Privacy Act 1993
Codes	Code of Health and Disability Consumer's Rights 1996 Health Information Privacy Code 2020