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# **Two is Better than One: Advocating for Additional Positions**

- Speaker: *Mandana Naderi*
- Case Discussions
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# Two is Better than One: Advocating for Additional Positions

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# Clearly Define the Need

- Determine why the position is necessary
  - Identify any gaps in current practices
- Your goal should be to convince leadership that the proposed position is a necessity for achieving institutional goals
  - Patient safety, improving quality of care, etc



# Create a Scope of Work

- Outline what you see as the specific duties and responsibilities associated with the new position
- Anything relevant to the position should be part of the position proposal
  - Consider breakdown of Full-time Equivalent (FTEs) for duties necessary to achieve objectives



# Demonstrate the Benefit

- To emphasize the value of the new proposed position, demonstrate a specific benefit to the institution. You can discuss the following:
  - Cost savings
  - Increased productivity
  - Improved quality of care



# Steps to Justify a New Position

## 1. Identify the Need

- Clearly define the purpose and necessity of the new position
- Identify any gaps that the current team is facing, which the new position can address

## 2. Quantify Impact

- Provide data or metrics to demonstrate the potential impact of the new position
- Show how the new role can contribute to revenue growth, cost savings, efficiency improvements, or other measurable outcomes

## 3. Connect to Institutional Goals

- Align the proposed position with antimicrobial stewardship program/institutional objectives



# Steps to Justify a New Position

## 4. Cost-Benefit Analysis

- Estimate the cost of creating the new position, including salary, benefits, and any other associated expenses
- Compare this with the expected benefits and return on investment (ROI) the institution would gain from the new role

## 5. Highlight Skill set and Expertise

- Clearly outline the skills and expertise required for the new position
- Showcase how the unique qualifications of the proposed candidate (if known) align with the institution's needs

## 6. Present a Timeline

- Provide a realistic timeline for implementing the new position, including recruitment, training, and integration into the team



# Steps to Justify a New Position

## 7. Address Potential Concerns

- Anticipate any concerns or objections the institution might have and address them in the proposal
- Show that you have considered potential challenges and have plans to mitigate them

## 8. Seek Stakeholder Support

- Obtain support from relevant stakeholders, such as department leaders, medical directors, or stewardship stakeholders





# ADHS Healthcare-Associated Infections (HAI) Team- 2021



# SHARP Funding

## STRENGTHENING HAI/AR PROGRAM CAPACITY GUIDANCE 10/1/2021

Project E: Emerging Issues

Supported through the American Rescue Plan Act of 2021

### FUNDING STRATEGY

The \$385 million, under the *Strengthening HAI/AR Program Capacity* supplement, will be awarded to the current 64 ELC recipients according to the factors below to address each recipient's projected needs in terms of epidemiology and laboratory support.

- A base award (i.e., \$86,340,000) consists of \$1.5 million for the 50 states, Puerto Rico, and six large local health departments (n=57); the base is \$120,000 for the remaining territorial jurisdictions (n=7).



# Funding Stipulations

## ALLOWABLE COSTS

Recipients should consider requesting the following when developing the *Strengthening HAI/AR Program Capacity* budgets.

1. Personnel (term, temporary, students, overtime, contract staff, etc.).
2. Laboratory equipment used for COVID-19 testing and necessary maintenance contracts.
3. Collection supplies, test kits, reagents, consumables, and other necessary supplies for existing or new screening testing or onboarding new platforms to support testing.
4. Personal Protective Equipment (PPE) (e.g., masks, gloves, gowns) for those collecting samples and/or conducting testing.
5. Courier service contracts (new or expansion of existing agreements).
6. Service contracts for provision of end-to-end services such as tests, collection, and reporting.
7. Hardware and software necessary for reporting to public health and communication and coordination of follow up on any positive cases detected.
8. Tools that assist in the rapid identification, electronic reporting, monitoring, analysis, and evaluation of control measures to reduce the spread of COVID-19, that may be translatable to other diseases (e.g., GIS software, visualization dashboards, cloud services).
9. Contracts with academic institutions, private laboratories, other non-commercial healthcare entities, and/or commercial entities that may provide all or part of the testing needs.
10. Software or systems to assist with laboratory resource management (e.g., software for inventory management, temperature notifications, etc.), quality management, biosafety, or training needs.
11. Expenses associated with outreach and assistance (e.g., support provided through education leaders, community-based organizations).
12. Direct financial support to facilities and/or local health departments to support activities described in this guidance.

The above list covers the anticipated, most relevant costs associated with achieving the activities in this guidance. This list does not represent a full list of allowable costs. Recipients are referred to the cost principles regulation found at [45 CFR Part 75 Subpart E – Cost Principles](#).



# Required SHARP Grant Deliverables

- Project III: Antibiotic Stewardship
  - Support implementation of CDC's Core Elements
  - Track and report antibiotic use
  - Establish and support stewardship activities and collaboratives
  - Coordinate stewardship activities with partners



# Scope of Work

CONTRACT NUMBER	INTERAGENCY SERVICE AGREEMENT SCOPE OF SERVICES

## 1. Background

As antibiotic use has continued over time, resistance to antibiotics has increased and lessened the effectiveness of many commonly used antibiotics. Antibiotic stewardship is a set of strategies to improve the use of antimicrobial medications with the ultimate goal of enhancing patient health outcomes, reducing resistance to antibiotics, and decreasing unnecessary costs. Infection prevention landscape surveys collected from long-term care facilities and ambulatory surgical centers in Arizona have shown a need for antibiotic stewardship education across Arizona. Due to the gap in knowledge of antibiotic stewardship across the state, additional resources and trainings are needed in order to improve the use of antibiotics in Arizona. As the recipient from the ADHS, the University is required to adhere to Federal and State grant requirements.

## 2. Scope of Work

- 2.1. The University will promote antibiotic stewardship activities to improve antibiotic prescribing and use in Arizona; and
- 2.2. The University will disseminate educational material to healthcare partners as well as provide technical assistance and trainings.





# ADHS Healthcare-Associated Infections (HAI) Team- 2024

