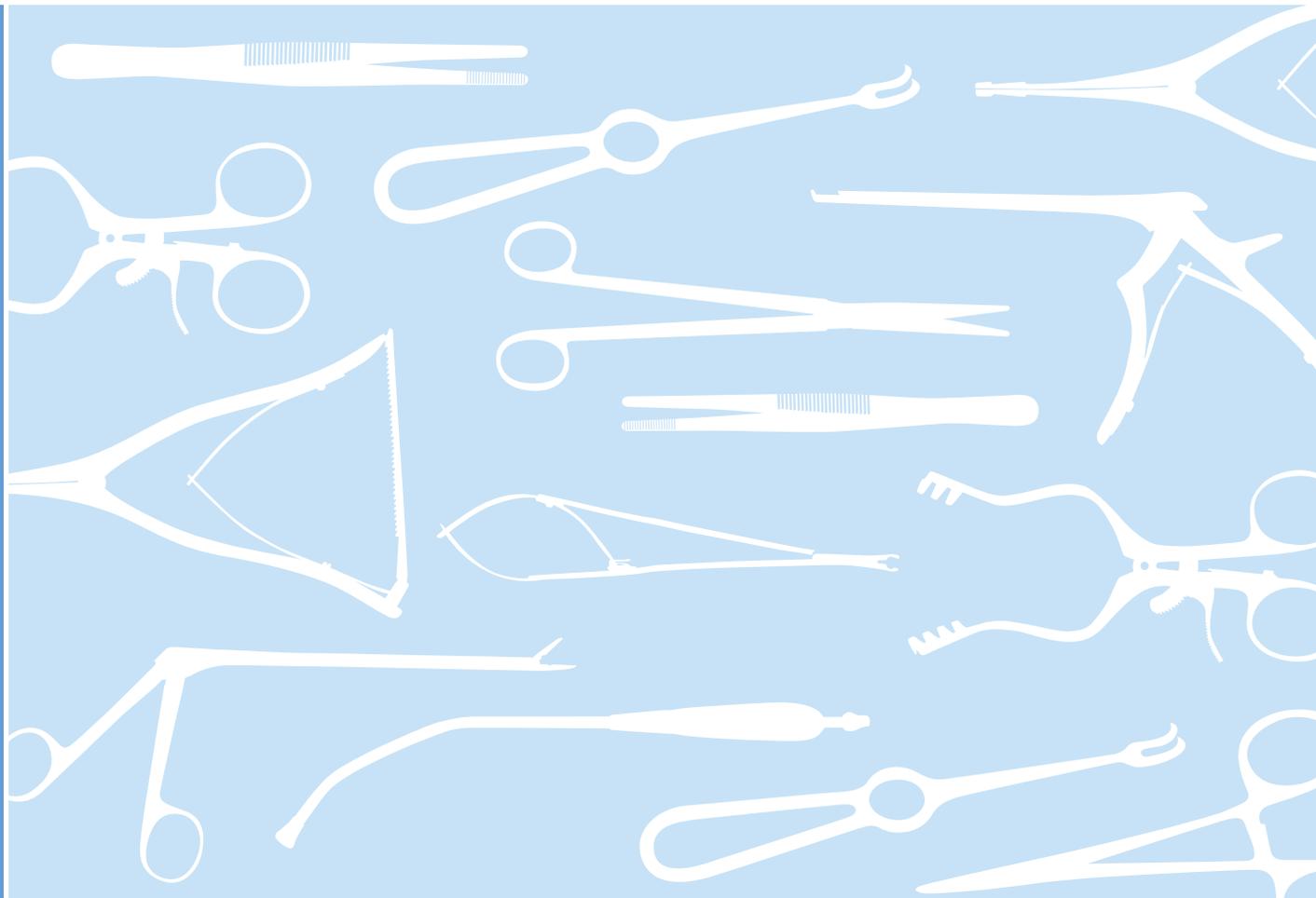


QuickScan™

A Surgical Asset Management Baseline Assessment



Aesculap Surgical Asset Management

AESCULAP®

Your Surgical Asset Management Experts

In working with hospitals and health systems around the world, we recognize that surgical instrumentation is an organization's number one mobile asset. It's the key to quality patient care and a vital component of hospital revenue.

But because it touches so many parts of your system, it can have a negative or positive effect on four critical areas: Revenue, Risk, Reputation and Regulation.

Traditional solutions centered on either clinical quality at all costs or financial cost cutting, sacrificing quality.

We have a different way – the CliniFiscal Model. Following a five step process, it's the only end-to-end surgical asset management model specifically designed to balance both the clinical and fiscal outcomes. When implemented, the payoff comes in 20 points of clinical and financial value that are measurable, sharable and bankable.

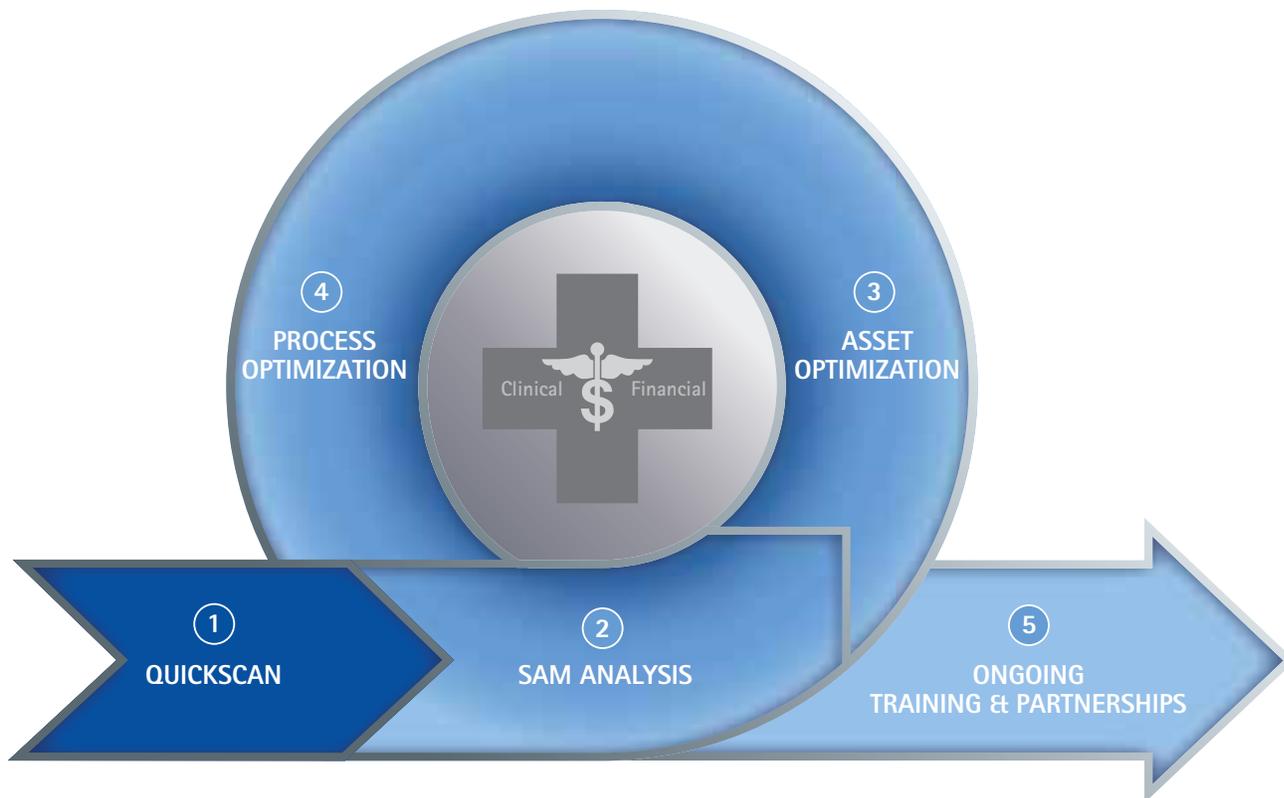
A History of Excellence

The CliniFiscal Model is backed by Aesculap's 150-year global track record of creating, manufacturing and managing superior quality surgical instruments.

Quick Facts

- 100 million surgical instruments placed in surgeon hands
- 20,000 hospitals served

CliniFiscal™ Model



We monitor the standards of:

JCAHO

AAMI

AORN

QuickScan™

A Surgical Asset Management Baseline Assessment

The first step of our CliniFiscal™ Model is the QuickScan – a low-risk, low-investment analysis of the state of your instrumentation and processes and opportunities for improvement.

Our Process

Goal Setting: We first work with your OR and CS management teams to identify your facility's specific challenges and outline goals for the QuickScan. Sample goals include:

- Evaluate compliance to industry guidelines and standards
- Identify savings potential

Tours and Interviews: On-site, we interview your OR and CS staff, gathering key insights to drive our examination of your instrumentation and processes. Sample questions include:

- How long does it take to transport instruments from the OR to CS?
- How extensive is the CS staff training?
- How do you record current instrument inventory?

Analysis and Testing: We inspect a representative sample of your surgical instrumentation for quality and value, examine your water quality and observe your reprocessing cycle. All assessments are documented through photographs and categorized. We test for:

- Instrument Quality: Function and material issues
- Water Quality: Chlorides, pH values, conductivity and silicates

Output and Reporting: Following our four-day audit, we provide your management teams with a summary of our findings, including an audit of your instrumentation quality and procedures against industry standards. Included in this report is an action plan with recommended steps for improvement, an estimated timeline and your savings potential.

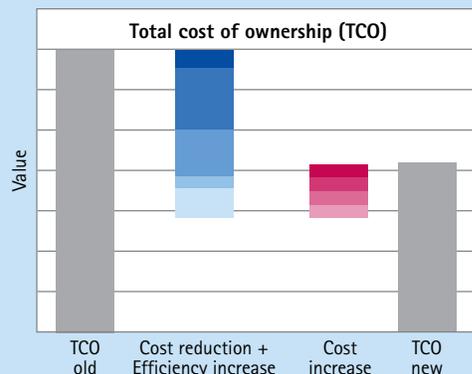


QuickScan Benefits

- Increased OR and CS efficiencies
- Increased surgical readiness
- Improved service quality and consistency
- Tangible ROI



TCO Benefits



Did You Know?

Instrumental Insights*

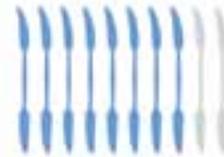


Pitting Corrosion

#1 reason instruments need to be replaced

Results from inefficient reprocessing systems (water, cleaners, surgical residue)

Poses hygienic risk



8 in 10 degraded instruments suffer from pitting corrosion

Pattern Inconsistency

Decreases set assembly productivity
Increases set assembly margin of error
Leads to additional CS technician training hours



Industry Standards

The average hospital is only 77% percent compliant to industry standards.



Water Quality

Directly impacts instrument lifespan and performance



Water analysis reveals 99% of hospitals have some degree of water quality issue



Preventative Maintenance is Key

Improper repairs shorten instrument lifespan and can lead to misuse and failure during surgery.

Preventative maintenance can save up to 20% in instrument replacement costs over time



* Research conducted by Aesculap, through inspection of more than 75,000 instruments at U.S. hospitals.

QuickScan™ Baseline Assessment

This experience was smarter and better than I ever expected. Aesculap's QuickScan proved to be a real wake-up call. In just four days, they uncovered critical issues and laid out specific steps we could take to improve.

Marc Granson, M.D.
Chief of Surgery
St. Luke's University Health Network

4-day on-site controlled examination of
surgical instrumentation, water quality, CS processes, systems and workflows.

LED BY INDUSTRY-RECOGNIZED TEAM

 boasting combined 80+ years of experience and backed by the world leader in instrument design, manufacturing and management.

What We Do:

- Comprehensive, qualitative and quantitative inspection of sample sets
- Extensive on-site laboratory-quality water analysis
- Examination of CS process and compliance to industry guidelines and standards

What You Get:

Formal detailed presentation for key stakeholders, including:

- Instrument condition
- Repair process and quality
- Set structure and sources
- Sterile packaging
- Process strengths & weaknesses
- Water quality
- Photo documentation
- Supporting charts & diagrams
- Action steps for improvement

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