I hope everyone had a happy summer despite the hot weather we had across the US. Hopefully you all were able to take some time off and get out and enjoy some of the warmer weather with your families and friends!

Regardless of the weather, we are all very busy at the instacount department of Aesculap. We are on a record pace for both new installations and upgrades of our existing customers to our latest version of instacount PLUS. Our Team continues to be very focused on bringing each of our customers, you, to improved levels on a new and upgraded or existing versions of instacount PLUS. We have also spent considerable time and energies on improving our Training Programs and Support Service. Additionally, we are focusing on bringing you more “in-depth” experience and use of the instacount PLUS software. I truly believe you and your teams will see and feel the positive changes and improvements!

As I visit many of our Customers around the country each month, I see the benefits of our existing software and the opportunities for the Aesculap team to lead and teach many of our accounts improved processes and uses of instacount PLUS. There is a clear desire and need for more business aspects, reports and accountability when using any instrument tracking software. Be sure to ask your Aesculap Sales Representative or your instacount Field Consultant for ways to maximize your instacount PLUS software. We also remain fully committed to develop new and better ways to assist each customer and instacount PLUS users in all areas where instruments need to be handled, tracked and traced.

Lastly, I would like to invite each of you to stop by and visit the Aesculap Team at the MTO RS Meeting in Chicago, Illinois on September 28th and 29th. We will be exhibiting our products and our most current version of instacount PLUS. I know that both my team and I would appreciate your thoughts, feedback and discussions on your current needs and how Aesculap can assist you. As I stated before, we want to make sure that each of you benefit to the maximum from the capacity of instacount PLUS in dealing with many of the current changes and challenges in the CSSD environment. We also remain fully committed to future developments and improvements to our products both here in the US as well as globally.

Be sure to take time and enjoy the fall weather! For many of us, snow and winter are just around the corner!

Best Regards,

John Wallace
Vice President, Sales Operations and Corporate Accounts
john.wallace@aes culap.com • 1-800-258-1946 ext. 5050
Inova Fair Oaks Hospital Installs instacount PLUS

During the week of June 21-23 Inova Fair Oaks went live with Aesculap’s instacount PLUS instrument management system. Inova Fair Oaks Hospital located in Fairfax Virginia is a top-ranked 182-bed acute care community hospital serving the rapidly growing suburbs of Northern Virginia. Their signature service lines include spine, weight loss, joint replacement and minimally invasive surgery with ten operating rooms including a Cysto procedure room.

For the first time the instacount team introduced a new training program at Fair Oaks Hospital and it proved to be very successful. Five weeks before “go live”, the instacount program was installed at Fair Oaks Hospital and Aesculap Field Consultants Mary Sinclair and Diana Chamberlain trained the Managers at the hospital to become Super Users. The designated hospital super users received thorough hands-on training with instacount and after the training they were assigned an employee to train before go live. When the instacount team came back to “go live” with the end users, they already knew how to do the basic functions in instacount which made go live week much smoother.

Another enhanced feature of the training program is during the week of go live the instacount team and Fair Oaks staff came together for huddles each afternoon to review problems that were encountered during the day and review any questions the staff had. These huddles help to underscore the importance of correct use of the sterilizer, how miscellaneous items work for non-entered sets, and general discussions on the training process itself. The employees clearly enjoy running without any problems. The sterilizer interface at Bellin has been running for several months and already they are seeing many benefits. Before the interface was installed the load numbers were sometimes keyed into instacount incorrectly and it took time to enter all of the information. Now since all the information is fed automatically through the interface it saves time and eliminates human error. Another huge benefit is now all of the sterilization records are paperless and stored in instacount saving the staff time and storage room. Overall the staff at Bellin are very happy with their sterilizer interface.

Contact your local sales representative or instacount Field Consultant if you are interested in a sterilizer or washer interface.

Sterile Inventory: Handling With Care—A Q&A with Bob Marrs

A Q&A with Aesculap’s Bob Marrs (Director of Consulting Services and Field Operations) regarding handling sterile inventory with care was featured in July’s issue of Infection Control Today Magazine. In the article, Bob talks about common mistakes made in sterile processing. Some of those mistakes are:

- Handling sterile items before they are properly cooled
- Excessive handling of packages prior to use
- Not using the FIFO first in, first out storage principle
- Dipping items on the floor and then using them or putting them back on the shelf
- Improper storage of sterile items and not following manufacturer’s written instructions.

Pick up a copy today or go on-line to the Infection Control Today Website at: http://www.infectioncontroltoday.com/articles/2011/07/sterile-inventory-handling-with-care.aspx to read the entire Q&A with Bob Marrs.

Bellin continued from page 1

Pediatrics, Digestive Health, Pulmonary, Obstetrics, Rehabilitation, Orthopedics, Surgery, including Robotic Assisted, Cancer Services and Heart & Vascular.

Bellin Memorial Hospital has been an instacount PLUS customer since 2009. This year Bellin decided to expand their use of instacount PLUS and interface their Getinge sterilizers to instacount PLUS. The sterilizer interface allows them to capture all of the data from the sterilizer output tape in instacount for future traceability for reporting and audits. Debbie Breaker (SPD Manager) and Karla Swattler (Surgery Processing Specialist) are very impressed about how easy the installation was, “The interface installation was a very easy process. Getinge and Aesculap worked together to get the installation up and running without any problems”. The sterilizer interface at Bellin has been running for several months and already they are seeing many benefits. Before the interface was installed the load numbers were sometimes key into instacount incorrectly and it took time to enter all of the information. Now since all the information is fed automatically through the interface it saves time and eliminates human error. Another huge benefit is now all of the sterilization records are paperless and stored in instacount saving the staff time and storage room. Overall the staff at Bellin are very happy with their sterilizer interface.

Contact your local sales representative or instacount Field Consultant if you are interested in a sterilizer or washer interface.

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helping each other and they have a great team spirit.

Billy Key, SPD Manager and Surgical Services Business Manager, is impressed with the instacount® PLUS program and the training. He said, “This will really be good for my staff. I have waited a long time to get the best program. SRI was pivotal in our obtaining the program and we really want to thank them as well.”

The Aesculap Field Consultant, Diana Chamberlain, will return in about 6-8 weeks to see how everyone is doing. Phase two of the project will be to include tracking to the patient which will take place in about six months. Fair Oaks has one of the best SPD departments and it was a pleasure to work with them on the instacount PLUS project.

Becky Gregory joined the instacount PLUS team in February of this year as the team’s newest Service Field Consultant. Becky has spent her entire nursing career in the Perioperative arena starting as a Nurse Associate and working her way to be a successful Coordinator, Team Leader and Manager in the OR and CSSD departments in the Northwest Missouri area. Becky was introduced to Aesculap when she worked extensively with her Aesculap vendors on a wrap-to-rigid project in Kansas City. “The Aesculap sales representatives were so good to me on our project to convert wrapped sets to sterile containers! They set such a great example of the type of people Aesculap had in their company and I wanted to be a part of the team,” said Becky.

She currently lives just north of Kansas City, MO and has three children (two of which are starting college at Northwest Missouri State University this fall) and a grandchild. When she’s not working on the numerous instacount projects coming up, she plans on attending Northwest’s games and performances and perfecting her Bearcat cheer! We are very excited to have Becky join the instacount team!

In this day and age, the technology that is available is staggering. There are a multitude of IT solutions available and it seems that each hospital is running a different version.

When we are asked to install instacount PLUS in a new facility, we like to go old school. Our preferred method of installation is what is known as “full client” installation methodology. This means that instacount PLUS runs completely on the client machine. All necessary installation files are loaded on the local drive and all processing is done on the client machine.

There are several advantages for this:

1. This is a tried and true installation method and we have had great success with it.
2. The application needs little or no maintenance during its life and therefore is a great candidate for this type of installation.
3. The application installation files are .msi files, which can be called using a preconfigured installation package making the installation a breeze and best of all, silent and quick.
4. Barcode scanners and printers are easily configured and controlled on the client machines and the barcode printers can be used from a print server to ease in the installation of the printers.

instacount PLUS can also be installed via Citrix. Some hospitals require Citrix deployment no matter the application, but we find that a Citrix deployment of less than 50 workstations to be overkill. Not only will the hospital incur the licensing fees for Citrix, they will also have to invest in the necessary Citrix servers to support a high availability application. In most cases this type of deployment is just not necessary, especially when our IMS technical staff can be onsite to do the installation and train the hospital IT folks to support the application in the future.

If you have any questions regarding instacount installation, please feel free to call our help line 1-800-258-1946 Ext. 3135
Inventory Services continued from page 3

The inventory team consists of highly-skilled professionals which many have clinical backgrounds working in the CSSD or OR. Our team of experts are able to quickly identify instruments both by vendor and catalog number. We also review the count sheets with you to determine the vendor and or consignment sets needed to data enter as part of this process.

The expertise of the Aesculap team will ensure that your data entry of items and sets into instacount PLUS is accurate and precise. After the inventory your team will find instacount PLUS provides them with the exact information that they need leading to more efficiency and less errors in your CSSD.

Introducing Aesculap’s New Reusable Trocar System

Save money and reduce waste with Aesculap’s new Reusable Trocar System. This exceptionally lightweight, low profile and ergonomically designed trocar system provides hospitals with a cost effective alternative to disposable trocars. The 100% modular system allows simple and effective cleaning after every case. The 3.5 mm, 5 mm, 10 mm and 12 mm diameter sizes are all color coded, which provides easy identification of compatible components for all hospital personnel.

Trainer Tips: User Defined

What is User Defined? It is a type of query in which specific sets are displayed in the Assembly screen under the heading User Defined filter. (For example, a listing of all of the Peel Pack trays.) Or a query that is assigned to a user that limits the specific sets that can be assembled by that user. (For example, new employees can only assemble sets in the General specialty.)

The first step in creating a User Defined query is to create a user called User Defined and assign it all rights. (Note: Only the individual that creates the query can delete it which is why it is critical to centralize all of the queries under one user.)

How do I create a User Defined query?

Log in as User Defined, go to File > User Administration > Administration, highlight the User Defined user, click on Change button and click on the Range of Use tab. In the Query field, click on the drop down arrow box and select Standard Query. In the New Query window, select the field in which to create a query. Complete all of the Query Wizard steps and when done click Exit and Save the query. When you are back in the Range of Use tab, click on the Query field drop down box and select All Records. (Note: Once a User Defined query is created it is available for all individuals in the Assembly screen > User Defined filter to access when they log back in.)

How do I assign an individual a specific query (for example employee can only assemble General sets)? Log in as User Defined, highlight the User, click on Change button and click on the Range of Use tab. In the query field, click on the drop down arrow box and select the query.

Upcoming instacount Events

Come join us for the upcoming instacount events below. Look out for invitations for upcoming User Group Meetings in your email inbox.

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Today’s OR Suite Conference</td>
<td>September 28-30, 2011</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>instacount User Group Webcast – Q4</td>
<td>Wednesday November 16, 2011</td>
<td>Online</td>
</tr>
</tbody>
</table>
FAQs

Here are some frequently asked questions that we received from our customers:

How do I add sets to existing templates?
- Verify the serial number for the last serialized set created
- Right click on SET TEMPLATES> CREATE SET>
- Fill in appropriate information (use correct serial number for newly created set)
- Make sure to check box "WITH STOCK"

I just created a set and I can’t find it?
- Verify to make sure that the query is set to “ALL SETS”.
- Go to master data > SETS and highlight set > right click > SELECT CHANGE and make sure quantity is 1 not 0

I am trying to delete an item from set in set template and I am getting an error.
Make sure there are no outstanding orders (repairs/actual orders) in the ORDER tab for that specific item

How do we see where all types of a specific set are at any given time?
Go into the menu bar to INVENTORY > SET TRACKING

How do I change cycle #s?
Go into the menu bar to EXTRAS > LOAD EDITING > CYCLE NUMBER

instacount Support Contact Information

instacount PLUS
Support Hotline
1-800-258-1946
Ext. 3135
or
instacountSupport.us
@aesculap.com

Customer Comments and Feedback Wanted!

We want to hear your feedback about the instacount Connection or anything instacount related. What would you like to see in future issues of the “Connection”? Send your comments or questions to Jamie Molina, Product Manager jamie.molina@aesculap.com 1-800-258-1946 x 5207.

Attend a 2011 instacount® PLUS User Group Meeting and receive a chance to have your 2012 IAHCSMM Annual Meeting Registration fees paid by Aesculap!

<table>
<thead>
<tr>
<th>User Group Meeting</th>
<th>Date</th>
<th>Time</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>instacount User Group Webcast – Q1</td>
<td>Wednesday, February 16, 2011</td>
<td>1:00-2:00 P.M. EST</td>
<td>Online</td>
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<tr>
<td>instacount Annual Live User Group Meeting</td>
<td>Saturday, April 30, 2011</td>
<td>3:30-5:30 P.M. EST</td>
<td>Louisville, KY</td>
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<tr>
<td>instacount User Group Webcast – Q3</td>
<td>Wednesday, August 17, 2011</td>
<td>1:00-2:00 P.M. EST</td>
<td>Online</td>
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<tr>
<td>instacount User Group Webcast – Q4</td>
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</table>

For Complete Rules and Regulations contact Jamie Molina at 1-800-258-1946 Ext. 5207 or Jamie.molina@aesculap.com

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