

WHAT SOME CPT PROVIDERS



# DON'T WANT YOU TO

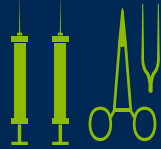
# KNOW

Surgical gowns and drapes are a large percentage of your OR's budget, with a big portion being delivered via custom procedural trays (CPT's). But do you have transparency into the exact products in your CPTs and their cost? See how some CPT providers can increase their profit margins at your expense.

## UNDERSTANDING CPT PROVIDERS

The average hospital receives **40-50%** of their disposable surgical products through CPTs, but not all CPT companies are created equally:

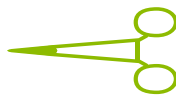
SOME MAKE THE TRAY AND ITS CONTENTS



SOME MAKE THE TRAY & PARTNER WITH OTHER COMPANIES THAT MAKE THE PRODUCTS



Hospitals are often unable to get requested tray components due to the tray provider's contract relationships with their component suppliers.



### ROADBLOCKS, OBSTACLES, STALL TACTICS.

Hospitals often encounter them when requesting the actual cost of individual components in their trays.

## LACK OF TRANSPARENCY INCREASES COSTS

Some traditional custom tray providers leverage lack of transparency and behind-the-scenes product substitutions to enhance their profit margins:



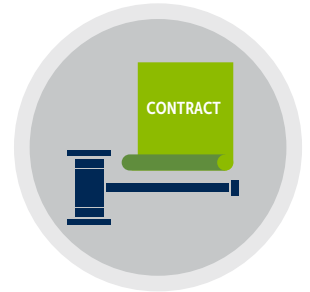
Hospitals have little to no control over unexpected substitutions



Lack of control makes it easy for CPT providers to increase their profits



Hospitals are often faced with incremental charges if they modify the components in the tray

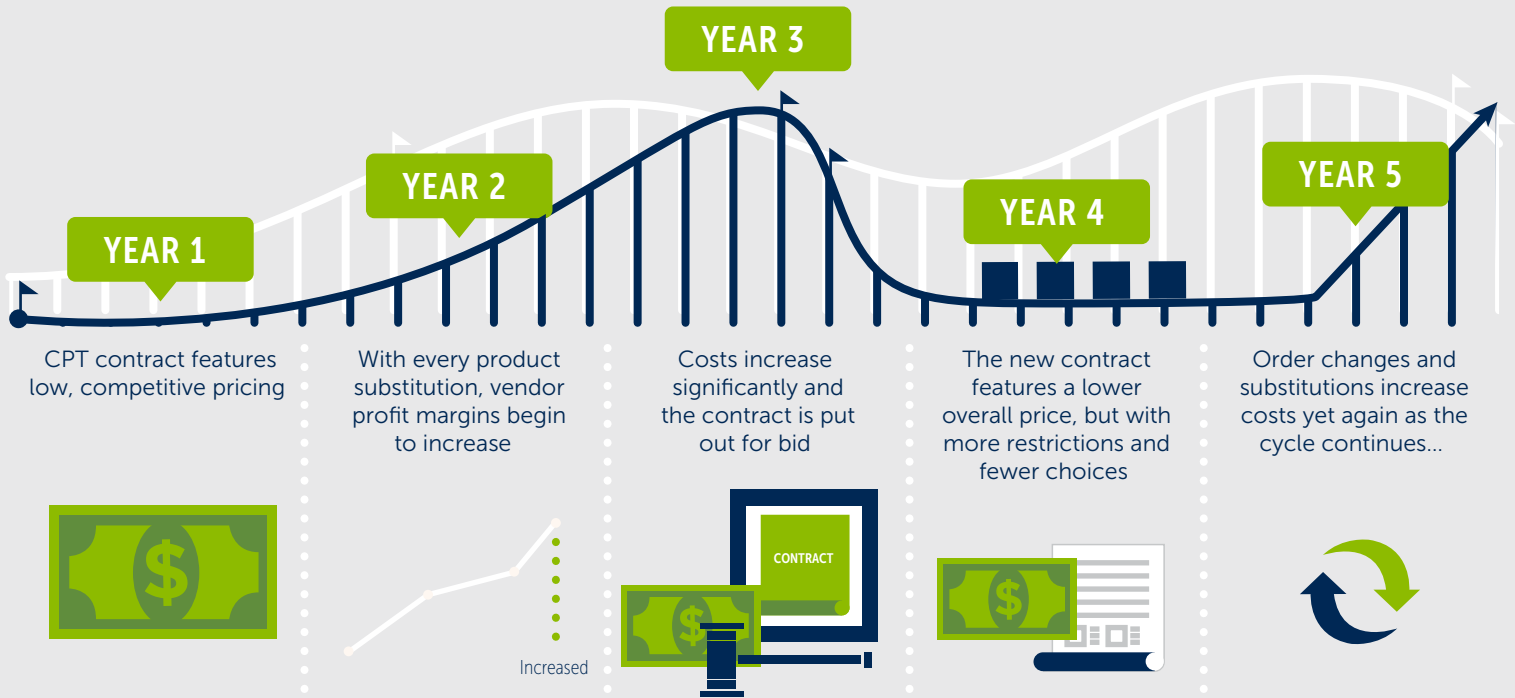


Prices may drop when CPTs are put out to bid, but then rise over the life of the contract

This constant fluctuation creates a vicious cycle.

# THE CPT ROLLER COASTER

With so many ups and downs, many hospitals feel like they are on a roller coaster when dealing with CPT issues.



So how do you get off a CPT roller coaster?

## IT'S SIMPLE: GET CONTROL OVER AND TRANSPARENCY INTO YOUR CUSTOM PROCEDURAL TRAYS

Halyard can help you stay in control of your CPT products and pricing. Talk to Halyard about an OR Efficiency plan to optimize costs, time and operational efficiencies for your hospital.

SOURCES: The Costly Burden of Healthcare-Associated Infections, The Clinical Issue No. 7, Kimberly-Clark Knowledge Network, 2013  
Clearly a Better Way to Buy Custom Procedure Trays, American Contract Systems (ACS), 2012

\*Registered Trademark or Trademark of Halyard Health, Inc. or its affiliates. © 2014 HYH. All rights reserved.  
SS63 C14203

