

YOUR INSTRUMENT TRAYS ARE COSTING YOU MORE THAN YOU THINK.



Orthopedic surgeries are projected to increase by a total of

20%¹ from 2010 to 2020

Holes & tears are the

#1

concern regarding wrapped packages for a manager in the Sterile Processing Department

>30% of hospitals are overspending on accessories today.²



Overspending on accessories adds unnecessary **burden** to the Sterile Processing Department Budget

Assume a cost to reprocess

1

torn wrapped tray is

\$15.00 each³

Assume a medium size facility with 35,000 applications per year and a 6% tear rate. Wrap tearing can cost upwards of

\$31,500 per year⁴

40% of hospitals use

4 or more accessories in sets today.⁵



25% of hospitals spend **more on accessories than wrap!**⁵

Are you trying to save by moving to a **less effective** process for only a short-term fix?

¹ Becker's ASC Review, Number of Orthopedic Surgeries to Reach 6.6M by 2020, May 26, 2011 (<http://www.beckersasc.com/orthopedic-spine-driven-ascs/number-of-orthopedic-surgeries-to-reach-66m-by-2020.html>)

² Data on file at Halyard. Based on a 2015 non-scientific survey of 49 hospitals by Halyard sales personnel. ³ ESP Cost of Instrument Tray Processing Page 8

⁴ 35,000 applications per year x 6% tear rate = 2,100 torn trays. 2,100 torn trays x \$15.00 cost to reprocess = \$31,500

⁵ Data on file at Halyard. Based on a 2015 non-scientific survey of 49 hospitals by Halyard sales personnel.

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