

# WHY OUR WRAP CUSTOMERS STAY WITH HALYARD.

There is a difference in the price you pay to acquire a product and the price you pay to use it.  
**Halyard customers know the difference.**

## 1 CONSISTENTLY HIGH QUALITY

- HALYARD\* Sterilization Wrap is vertically integrated. Fabric made in the USA.
- 1.0% Acceptable Quality Level for Critical Defects<sup>1</sup>
- Proprietary manufacturing process
- Optimal balance of properties to provide both durability and high performance
  - Bacterial Filtration Efficiency: Halyard's heaviest grade, H650 Sterilization Wrap, is at 99.9% BFE – the higher the BFE the less chance bacteria has to pass through
  - Lint: HALYARD\* Sterilization Wrap produces the lowest levels of lint in the industry<sup>2</sup>
  - DAISY DESIGN\* Bond Pattern: Ensures efficient sterilant movement, in and out of the package

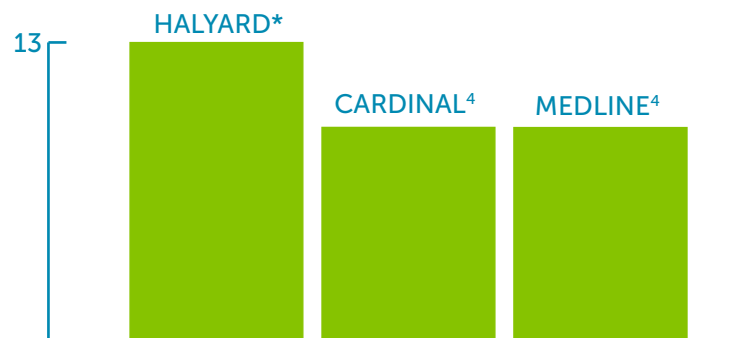


**?** *Did you know a 2% increase in tearing could possibly negate a 13% cost savings?<sup>3</sup>*

## 2 REGULATORY SCORECARD

- HALYARD\* Sterilization Wrap Is The Most Validated On The Market
- Lot #'s printed on each and every wrap we produce
- IFU's printed and placed in every case of wrap we ship

Disposable Sterilization Wrap Modality Clearances 2016



**?** *Did you know, the indications for use language approved in Sterilization Wrap 510(k)'s should match the indications for use section of the IFU?*

### 3 HALYARD BELIEVES IN INNOVATION TO STAY AHEAD OF YOUR CHANGING ENVIRONMENT

Innovating versus imitating...Halyard has proven to know the difference

- The Sterilization environment has changed, Halyard has listened to customers
- Halyard has created sterilization wrap, such as SMART-FOLD\*, designed to be stronger, faster and more tear resistant



? Did you know SMART-FOLD\* Sterilization Wrap is specifically developed with your heavy trays in mind?

### 4 NO HASSLE VALUE-ADDS FROM YOUR FULL SERVICE PROVIDER

- 25+ Accredited Sterilization Courses **specifically designed for the SPD Professional**
- Experienced *Clinical Support Team* to assist with in-service training, evaluations and reviews
- *Sterilization Solutions* like corner protectors & tray liners designed to enhance tray protection
  - Value-add items to support our Valued Customers inclusive of: Transport Trays, Wrap Racks and Shelf Liners
  - Consultative Services: Wet Pack Consulting, Utilization Reviews, Clinical Support Team and Wrap Recycling

**400+**  
HOSPITALS  
SERVICED

**3M+**  
POUNDS OF  
WRAP RECYCLED



**Blue Renew\***  
WRAP RECYCLING  
**HALYARD**

? Did you know, Education at your facility can cost upwards of \$600 for your team of 20?<sup>5</sup>

[www.halyardhealth.com/sterilization](http://www.halyardhealth.com/sterilization)



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<sup>1</sup>1.0% Acceptable Quality level for Critical Defects for the following: HALYARD\* Sequential Sterilization Wrap, HALYARD ONE-STEP\* Sterilization Wrap, QUICK CHECK\* Sterilization Wrap, and SMART-FOLD\* Sterilization Wrap.

<sup>2</sup>INDA Standard Test IST 160.1:1995, 1"Resistance to Linting of Nonwoven Fabrics," 1995.

<sup>3</sup>Based on \$15.00 cost to reprocess a tray.

<sup>4</sup>Based on wrap clearances January 2016.

<sup>5</sup>Reference AORN Perioperative Nurse Educator Course CH \$600. Does not include travel costs.

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