

stryker

Whatever the
case, we've got
you covered

Custom solutions for Ambulatory Surgery Centers



Mission

Together with our customers,
we are driven
to make healthcare better.

Values

Integrity
We do what's right

Accountability
We do what we say

People
We grow talent

Performance
We deliver

Stryker's **ASC business**

Whatever the case, we've got you covered

Whether you're growing your ASC or building from scratch, we deliver tailored solutions for where you are today and want to be in the future. The expertise. The products. The financing. The implementation. Stryker's ASC business delivers it all.



Dedicated Stryker **ASC business partner**



Comprehensive portfolio

Operating room



Design with Stryker, see the difference

Efficient design process

A state-of-the-art surgical experience starts with great design. Combining best-in-class design tools and years of experience, our sales consultants and design experts work with you to understand your goals, establish timelines and develop deliverables to exceed your expectations.

Fewer design meetings

Our close relationships with architects, developers and general contractors, combined with our OR Renovation and Construction Services Team enable us to offer a true “turnkey” solution.

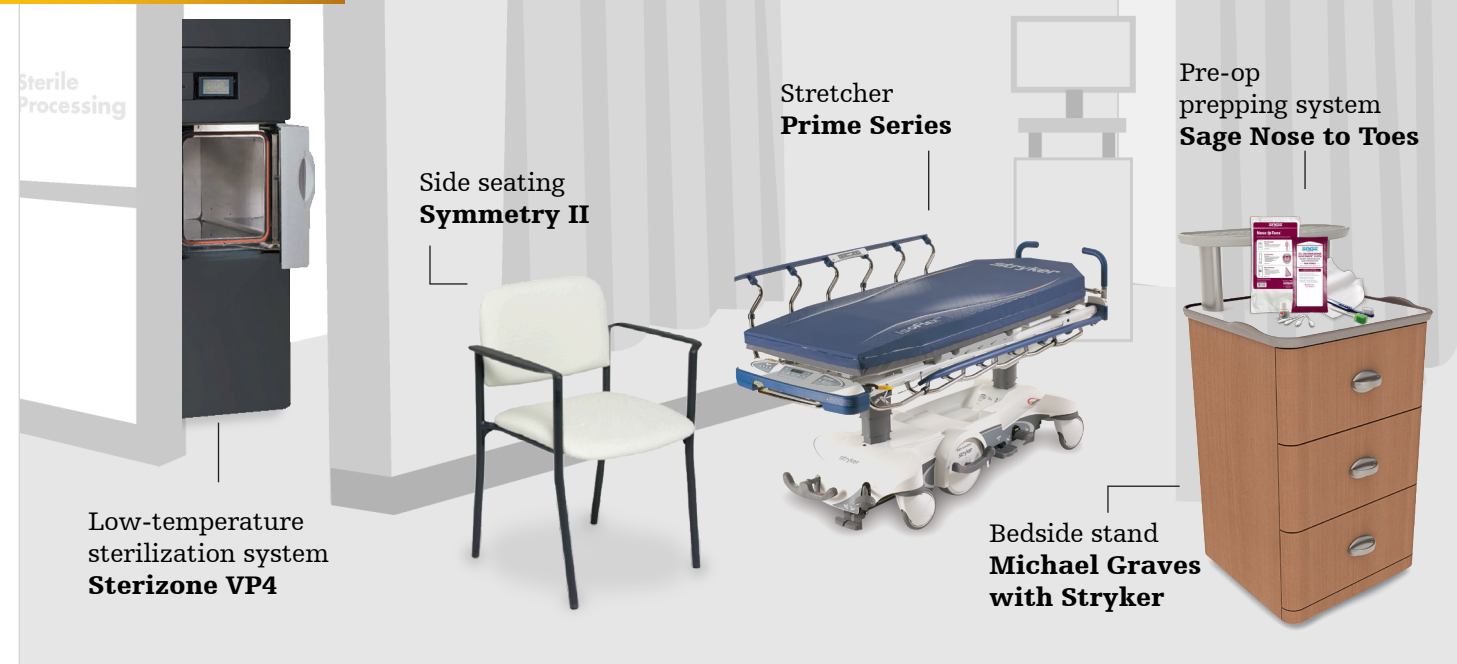
Accelerated project

Through the ground-breaking power of mixed reality, the HoloLens 2 self-contained holographic computer brings your OR to life.

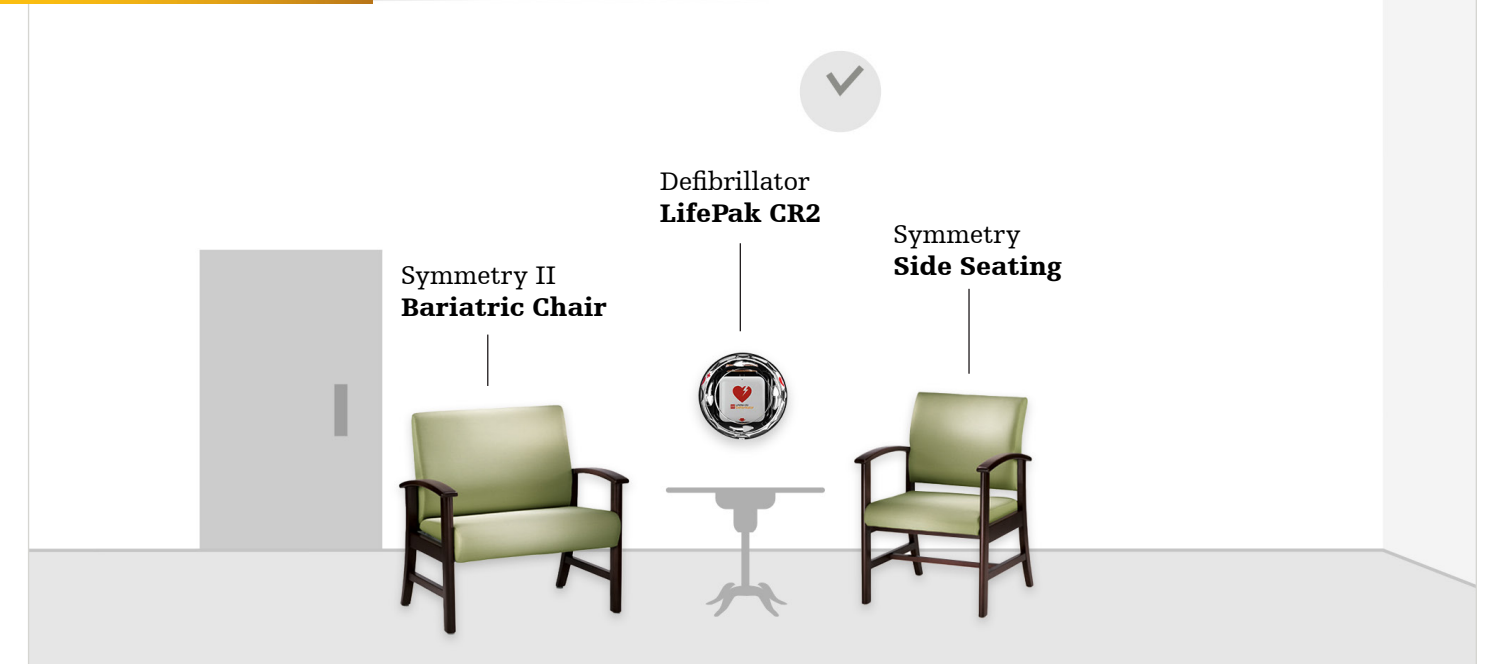


Comprehensive portfolio

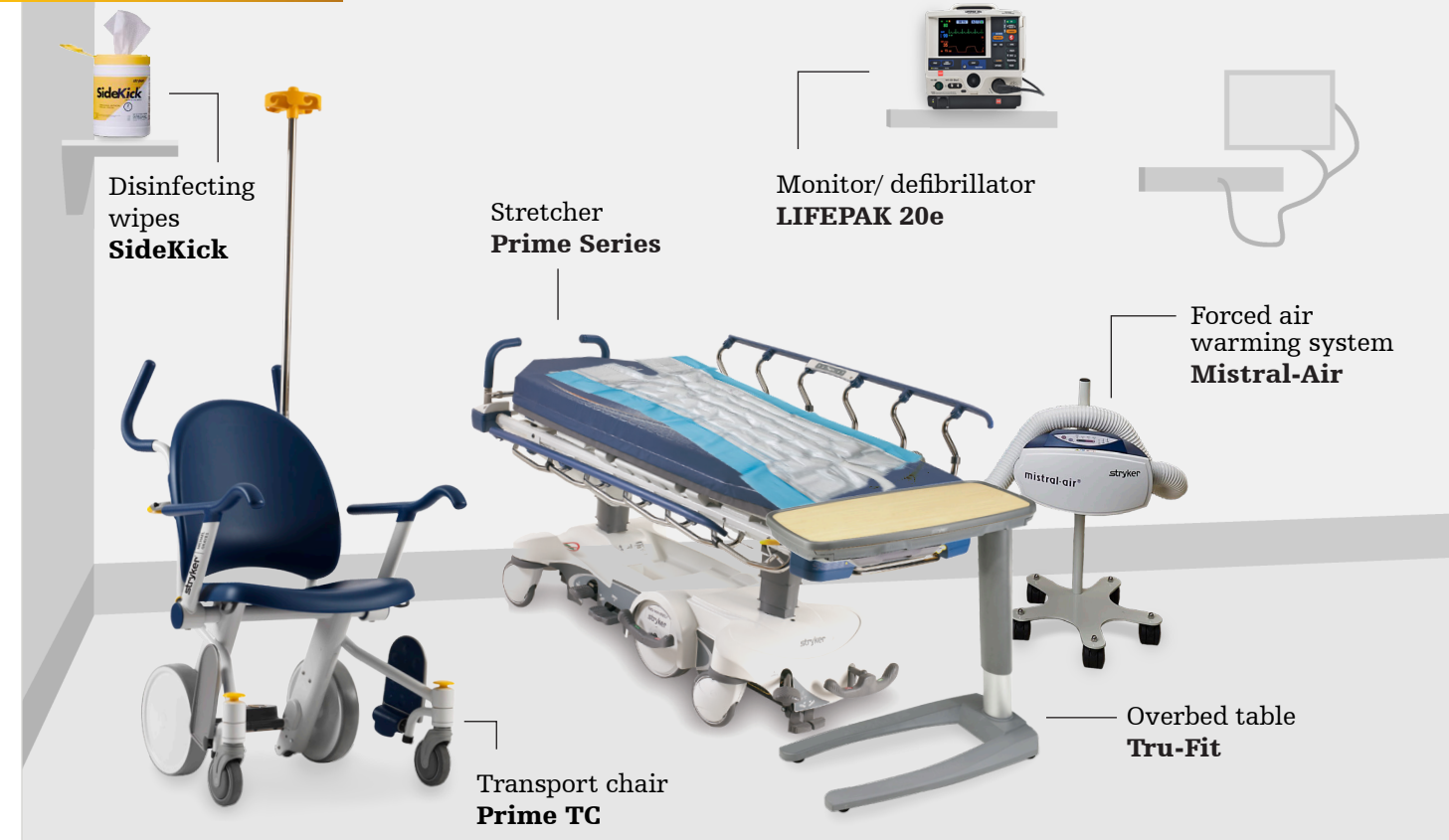
Pre-op



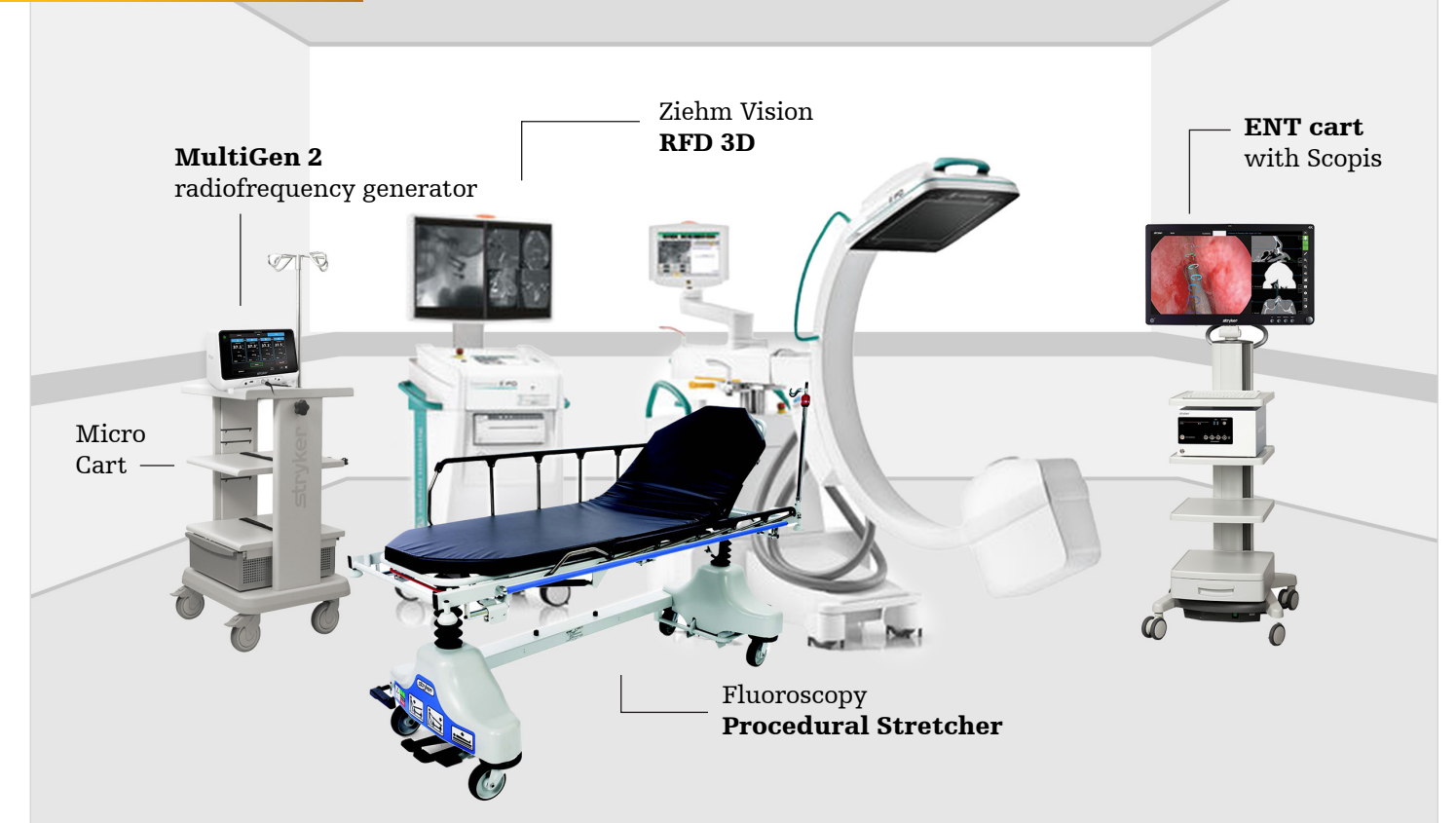
Lobby



Post-op



Procedure room



Comprehensive portfolio

Implants and disposables

For our full product portfolio visit stryker.com

Hip and knee replacement



Total knee system
Triathlon and Triathlon Tritanium

Femoral hip system
Accolade II

Robotic-arm assisted surgery
Mako SmartRobotics

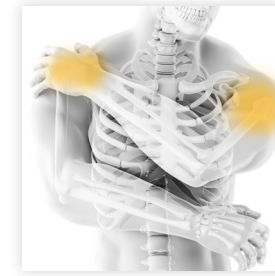


Acetabular shell
Trident II



Mobile bearing hip system
Modular Dual Mobility

Upper extremity



Distal radius and hand
VariAx plating platform

Shoulder arthroplasty
ReUnion | Simpliciti™ Shoulder System



Silicone arthroplasty
Swanson

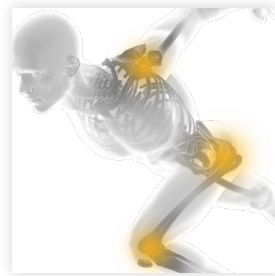


3D Planning Software + PSI
Blueprint



Radial head system
Evolve Proline

Sports medicine



Self-punching knotless anchor system
Omega



All Inside Repair meniscal system
AIR+



Industry's first 2-in-1 cutter & bur
CrossBlade Bursector



All-suture anchor platform
Iconix



Post-free hip distraction system
Pivot Guardian



Pre-sutured tendons
ReConnex

Foot and ankle



Total ankle replacement
INFINITY



Triplanar correction system
LapiFuse



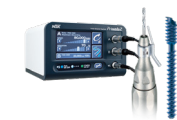
Injectable bone graft
AUGMENT



Cannulated screw system
MiNi

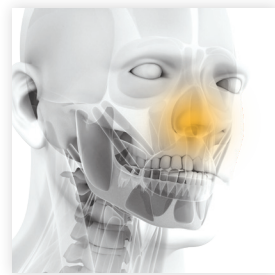


Memometal nitinol implant
EasyClip



MIS Solutions
PROstep

ENT



Stryker ENT navigation system powered by Scopis



Cryotherapy device
ClariFix



Bioresorbable nasal packing
NasoPore and HemoPore



ENT dilation system
XprESS



Absorbable nasal implant
LATERA

Spine



Anterior cervical cage
Tritanium C



Interbody system
CASCADIA Cervical 3D

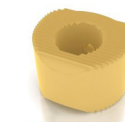


Percutaneous screw
Everest MI XT



Cervical plate system
OZARK View

Structural allograft



BIO AVS



AlloCraft CS

ASC product menu

General ASC facility equipment

Waiting area

- Furniture
- AED

Pre/Post-Op Bay

- Stretchers
- Overbed Tables
- Bedside Stands
- Side Seating
- Patient Transport Chairs
- Patient Warming

Procedure room

- Radiofrequency console/ accessories

Overnight bay

- Recliner Beds
- Treatment Recliners
- Bed Tables

Sterilization

- Sterizone VP4 Sterilizer (low temp sterilization)

Operating room

- Renovation Services
- Infrastructure
 - Tables, Lights, Booms
- Tourniquet System
- Surgical Helmets
- Surgeon Stools
- Waste Management
 - Rovers
 - Pharma Waste
- Safety Sponge System
- Crash cart/defibrillator
- Patient Warming

Specialty specific operating room equipment

Power Tools & Other

- Total Joint
- Sports Medicine
- Extremities
- Neurosurgical
- Bone Mill

Robotics

- Mako SmartRobotics
 - PKA, TKA, THA

Spine

- Navigation - Software/ Imaging
- Intraoperative C-Arm

Video

- Sports Medicine
- General Surgery
- Other
- Sterilization Considerations
 - Low-temp
 - Autoclave

Sports Medicine

- Arthroscopy Pump
- Arthroscopic Resection System
- Beach Chair Table Accessory
- Arm Positioner System
- Pivot Guardian Postless Distraction System (hip)

ENT

- Navigation System
- Drills, Irrigation Systems and Accessories

Procedural solutions: implants and disposables

Foot and Ankle

Hand and Wrist

Spine

Trauma

ENT

General Surgery

Pain Management

Biologics

Other

Joint Replacement

- Hip
- Knee
- Partial Knee
- Shoulder

Sports Medicine

- Hip
- Knee
- Shoulder
- Foot and Ankle
- Small Joints

Additional Stryker disposables for your ASC

Orthopaedic Disposables

- Pulsed lavage
- Zip skin closure
- Bone prep, cement, and mixers
- Tourniquets
- Surgical hoods/PPE
- Pumps, shavers, RF
- Power tool blades and burs

Waste Management

- Manifolds
- Smoke evacuation pencils/filters
- Pharma waste cartridges

Cleaners and disinfectants

- Pre-treatment foam and instrument detergent

Infection prevention

- Disinfectant wipes
- Patient pre-op prepping system

Tailored financial solutions

Build and grow without the financial strain

Stryker's ASC business will structure a comprehensive package across your capital, implants, disposables and service resulting in **cost savings, preserved cash and lines of credit** and a program that grows with you.

GPO	Negotiated best	Stryker's ASC business
<p>\$\$\$ Good</p> <p>Individual purchase orders and contracts across businesses</p>	<p>\$\$ Better</p> <p>Individual purchase orders and contracts across businesses</p> <p>Assumes ability to negotiate each item to floor pricing with various sales teams</p>	<p>\$ Best</p> <p>One consolidated package and contract</p> <p>One point of contact for Stryker-wide ASC solution</p> <p>Implant and disposable use can offset capital burden</p> <p>Most aggressive pricing made available by comprehensive package</p> <p>Structure is flexible for future needs</p>

Customer snapshot

Texas-based, new build orthopaedic ASC

Customer's needs:



2,500-annual surgeries

2,500-annual surgeries
Implants and consumables to support joint replacement, sports medicine, upper extremity, foot and ankle, trauma/fracture care and spine



4 ORs

Operating room construction services, surgical tables, lights, monitors, video, robotics, power tools, waste mgmt., tourniquet systems, surgeon stools and sterilization



4 Pre-op bays 4 Post-op bays

Stretchers, furniture and patient warming



Waiting room

Furniture



Cost savings

A financial structure that will minimize initial out of pocket capital expense

Stryker's approach

1. Evaluated comprehensive project scope (capital, implants, disposables, service, financial and clinical goals)
2. Calculated expected implant and disposable spend based on procedural case volume
3. Determined a percentage of each implant/disposable to finance capital costs
4. Put it all together in one agreement = preserved cash and line of credit

Tailored solution



\$0 up-front out-of-pocket



\$4.2M of capital equipment and operating room construction services funded via implants and disposables across joint replacement, sports medicine, upper extremity, foot and ankle, trauma, fracture care and spine



Deferred payment for remaining capital following year 1 of business

"In today's environment we need to work smarter and harder. If we go with 5 different vendors, we get 5 unfavorable quotes. We can't afford to do that in this market, you have to have trusted vendors."

- ASC Chief Executive Officer

Ongoing support for success

Marketing resources at your fingertips

Just like we tailor solutions for your ASC, we have customizable marketing tools to help promote your brand in the community. Resources include website banner ads, social media posts, print ads, sample radio scripts, a comprehensive 'Marketing your practice' guide and more.

- Transform how others perceive your practice
- Motivate patients to learn more or schedule an appointment
- Expand reach in your local market
- Measure your marketing effectiveness



Implementation coordination

The work doesn't stop with a tailored solution. We will bring your vision to life with coordinated implementation services to keep your new or expanding ASC on track.



- Equipment delivery & installation
- Onsite product training
- Implant and disposable procurement support



Educating your team

You specialize in your patients, we specialize in you. Whether your staff is just getting started or looking for a refresh, we have educational programs designed to help meet your needs.



- Calendar of medical education events across all specialties served by Stryker
- Exclusive site visit to a state-of-the-art facility near you
- Peer-to-peer mentorship from industry professionals
- Mako SmartRobotics™ certification training and virtual observations



Collaborative business reviews

Your continued success is our priority. We'll work together to align on your future plans and discuss opportunities for accelerating growth.



- Operational review to identify and remove barriers
- Metrics and trends to help you understand performance
- Opportunities for future growth
- Available educational and marketing resources



“We were looking for a comprehensive approach to our needs. We chose Stryker because of the **depth, breadth and flexibility of their proposal.**”

**CEO,
Multi-specialty ASC**

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