



Welcome to 4S

“4S is fantastic, we started this project several years ago in close collaboration with surgeons and hospitals. We have seen great results in Germany and very excited to see it being expanded today”

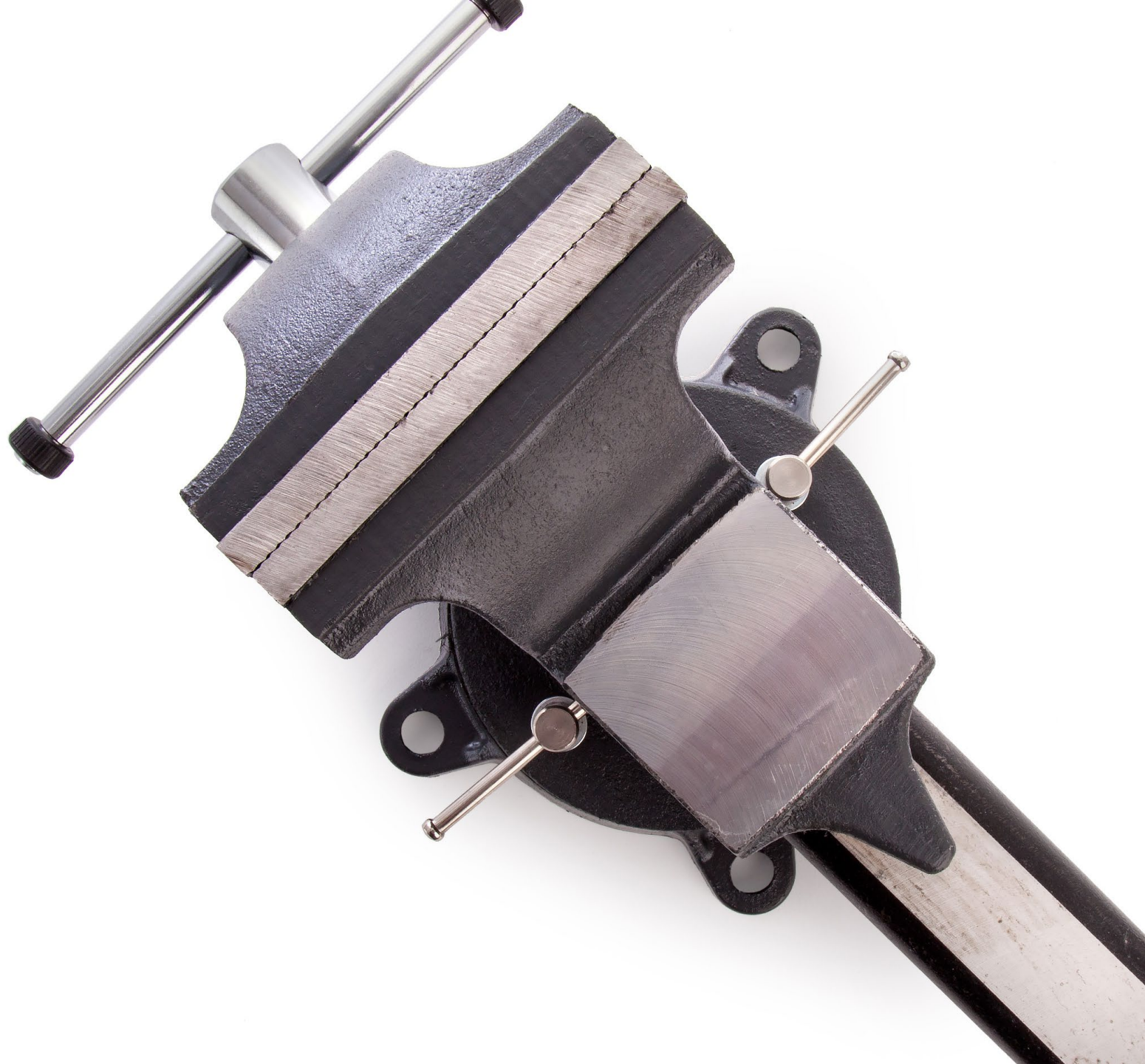
4S Sales Director, Germany



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RECORDING

Trauma decision-makers are in a squeeze

Trauma care providers today are facing dual pressures to cut costs while at the same time identifying technologies that will improve the quality of care. With limited resources, they are being forced to prioritize investments. This means choosing between what type of equipment is really worth it, providing ongoing training to the medical staff, and ensuring that the hospital is up to date on latest techniques and procedures. To top it all off, increasing regulatory requirements add another layer of constraints.





And competitors are only offering one piece of the solution

To win in this challenging environment a complete solution is needed, answering just one piece of the puzzle is not enough.

Hospitals need to be pro-active in terms of regulatory compliance and staying ahead of their competition. This means going beyond pre-sterilization, and not just through one improved tool set. Solutions need to address concerns around longer surgeries, cost of conversion, and lack of sufficient inventory management. Most of the offers today fail to do so and leave the real impact uncertain.

What is needed is a full program that helps hospitals to lead their industry forward.

Challenges like this have been solved before

The good news, challenges like this have been solved before in the manufacturing and supply chain industries. 6σ was created in the 1980's to revolutionize the way these processes work.

We can apply the thinking around a lean management program to today's trauma care.





What if there was a 6σ for trauma care?

We asked ourselves this question, and have been working on it for 3 years with a successful roll-out already in Germany.

4S was developed based on surgeons and hospitals need to reduce complexity and make processes simpler and more efficient. The aim is to offer a management program that goes beyond providing high quality pre-sterilized implants and tools – but to be a partner to both surgeons and management in helping to provide total trauma optimization support to create an intelligent and lean management program for trauma care.



Intelligent Trauma Care



Intelligent Trauma Care

4S is an intelligent, lean healthcare program.





Intelligent Trauma Care

4S is a lean healthcare program.

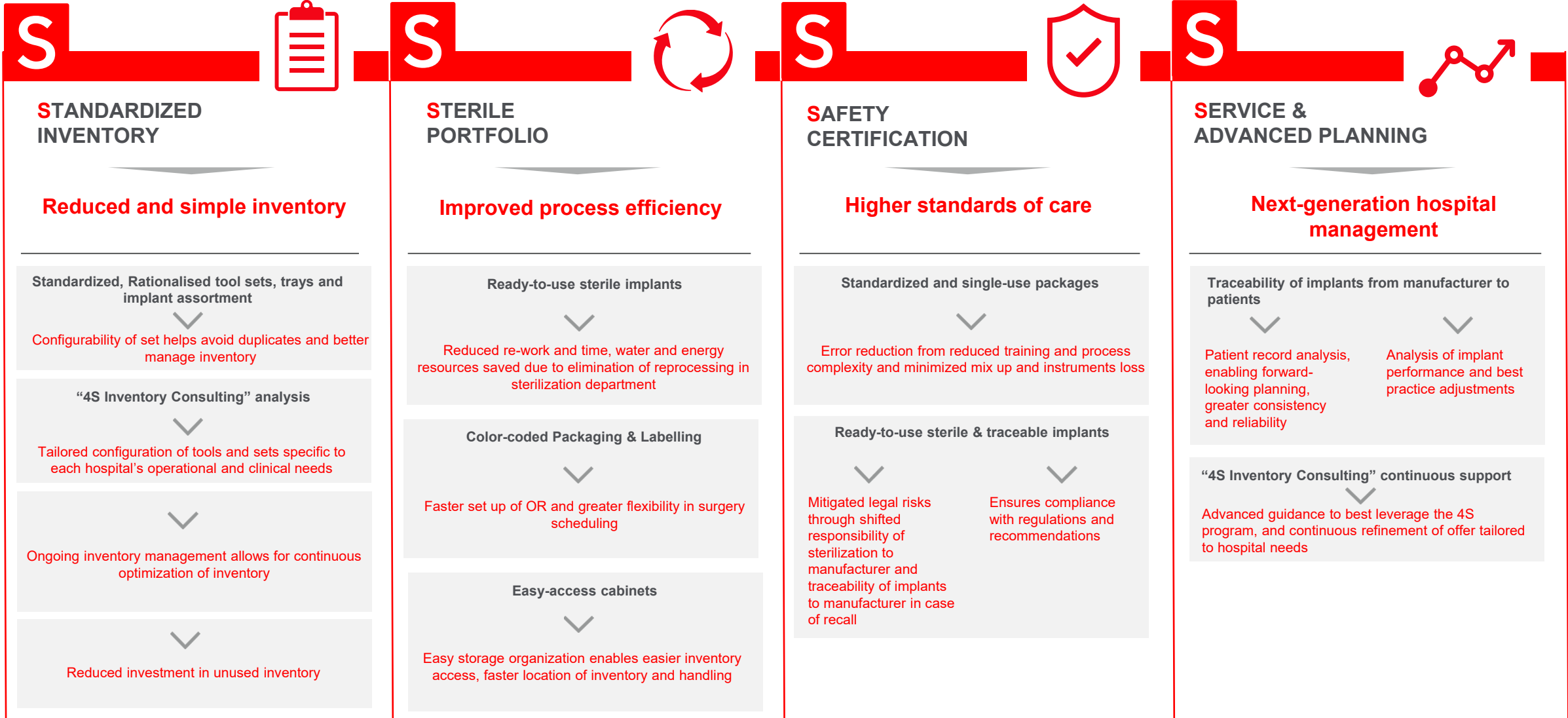
4S process improvement methods enable hospitals to tailor trauma surgery operations to their unique financial, care giver and patient needs.

4S allows the entire care team to feel confident they are leading the way to reduce costs and improve patient outcomes today and tomorrow.

4S tools & benefits

Benefits Tools

Detailed tools leading to benefits





STANDARDIZED INVENTORY

FOR

Reduced and simple inventory

4S sets up each hospital with the inventory they need through a specialized 4S consulting service analysing past usage. This inventory can then be managed seamlessly through the ongoing management provided by the eSIMS automated ordering system. Alternatively, eSIMS can also be integrated into your existing system.

In addition, our standardized and cross-indication tool sets, trays and implant assortments help avoid duplicates when preparing an operation.

4S helps hospitals reduce and simplify their inventory by tailoring it to their unique financial, care-giver and patient needs.

50%

decrease in inventory instruments after 4S trained consultants tailored the configuration of instruments for the AKH hospital in Celle

30k€

savings realised by one hospital in Germany from reducing their inventory to only the instruments they need



I have instruments worth 8 million €, sometimes from the 1960s in my inventory that I have never used

Hospital manager, Flensburg Hospital



STERILE PORTFOLIO

FOR

Improved process efficiency

Through ready-to-use sterile implants, color-coded trays and packages and intuitive storage solutions, hospitals are able to completely optimize their handling process system. The intuitive 4S instruments allow the clinical staff to gain more control and better plan their daily tasks.

Furthermore, eliminated reprocessing, faster set up of OR, flexibility in surgery scheduling and easier inventory organization all allow for considerable reductions in staff time and resources.

4S allows you to save both time and resources for improved process efficiency.

113

Hours saved every year from reducing packaging times from 40 to 25 minutes by using ready-to-use sterile implants, corresponding to 4,500 €

63

Average number of times a plate is re-sterilized before being used by hospitals using non-sterile instruments, costing 2,20 € every time

“

Amazing, the 4S instrument sets allow me to do the same surgery for the same indication 10 times in a row

Surgeon, Dresden Carl Gustav University Hospital



SAFETY CERTIFICATION

FOR

Higher standards of care

4S certifies the latest and highest standards of safety to hospitals.

Each 4S implant has an item and lot number present on the package enabling hospitals to track it from manufacturing to the patient. Aside from being in line with latest compliance standards set by European sterilization authorities, this means easier problem detection. An additional reduction of risk also comes from shifting responsibility of implant sterilization to the manufacturer.

Furthermore, our standardized and color coded trays reduce the likelihood of confusion or implant loss, especially for medial staff in training. Overall less room for error before and in the OR.

120

hospitals in Germany have already converted to the 4S program, raising the standards of care in their facilities

“

4S sometimes allows me to treat one more patient a day, meaning that there is one less patient in pain waiting

Surgeon, Goethe Universität Frankfurt

“

4S is so intuitive to use, my team can always find the right tools immediately, even if they are from a different unit

Nurse, University Hospital Freiburg



SERVICE & ADVANCED PLANNING

FOR

Next generation hospital management

100%

of DePuy Synthes' portfolio of innovative plates are now available as pre-sterilized

Traceability of implants brings hospitals to the next generation of hospital management as it allows much more control over past and future uses. Moreover, it allows hospitals to analyse performance in implant design and surgical procedure by looking at how different implants have performed post-surgery and make adjustments accordingly.

This progress is guided by 4S specialized consultants, who provide hospitals with continuous support to best leverage the 4S tools, and periodically re-adjust our offer to ensure that changing demands are accounted for.

An intelligent and forward-looking way to lead the hospital.



I chose 4S because I wanted to show that my hospital is state of the art, and it improved my patient flow by approximately 10%

Hospital manager, St Georg Hospital Leipzig

“

Frankfurt BGU hospital was one of my biggest successes with 4S. While the surgical team was not completely convinced at the beginning, over time they came around. The big ‘aha’ was when they realised that their entire OR team was getting more organized and doing less mistakes.

The hospital keeps expanding their portfolio of 4S products, and I am working collaboratively with their standardization department to make our offer even more tailored to their needs.

Christian Karle, 4S Sales Representative

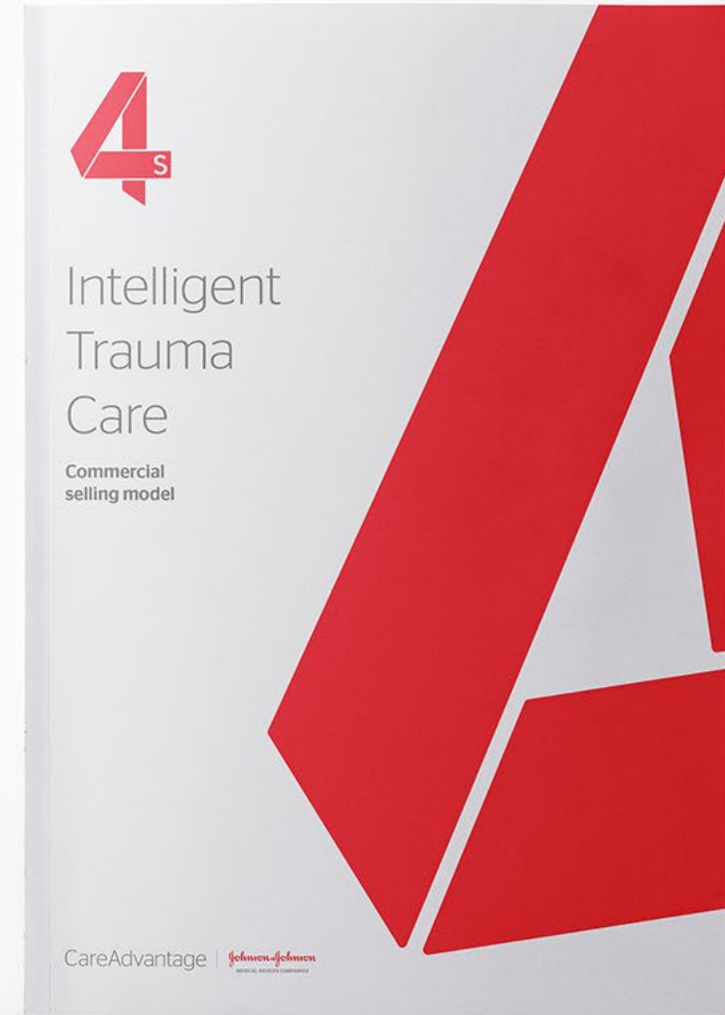


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How to get started

Our team will follow key first steps to convert you to the 4S program:

- 1. Analysis:** we will analyse your needs and current stock and prepare a business case detailing the cost savings that can be achieved by converting
- 2. Scope & Preparation:** we will guide all key stakeholders through the 4S program and define the scope for the new sterile implants and instrument cases
- 3. Case Presentation:** we will present the benefits and economics savings that can be realised by moving to the 4S program in your specific case
- 4. Set up Preparation:** we will prepare the implementation of the 4S program
- 5. Final Go-Live:** we will set up the new program and provide in-service training to OR staff, surgeons and sterilization department





Intelligent Trauma Care