

## Insights

to help hospitals give clinicians the products and performance they need while working within hospital budgets.



## **O&M Halyard brings you over 30 years of experience in producing surgical drapes and gowns for Custom Procedure Trays, plus:**

- In-depth knowledge of how these products work with other CPT components, and
- Insights on how CPTs are ultimately sold to you as a customer.



**INSIGHT:** *The lack of CPT transparency leaves hospitals flying blind.*

## The CPT Math doesn't add up.

Even when components are swapped out or SKUs reduced, the selling price may increase.

Without visibility to the price of the components in your packs, you don't really know what you're getting – or what you're paying for it.



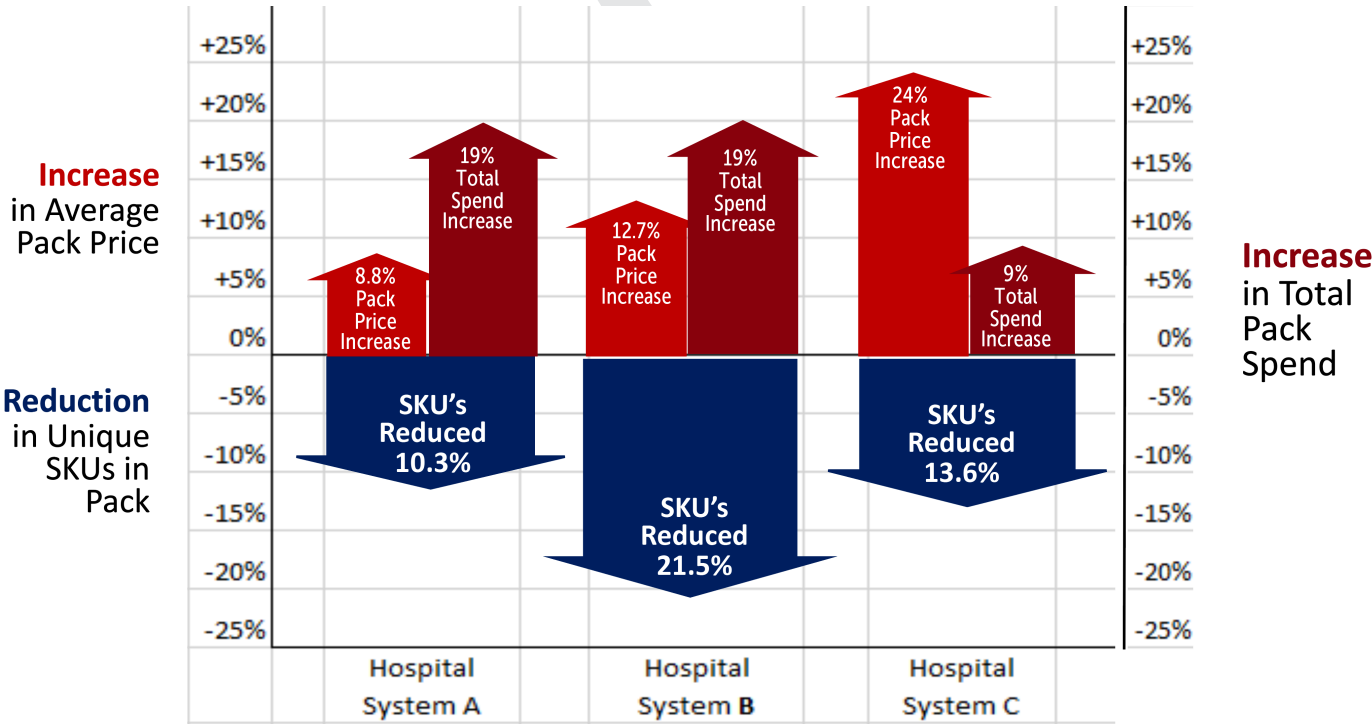
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## Ordering Less and Paying More

A survey of three large hospital systems showed that although **all three systems ordered fewer items in their CPTs, they still paid more in both average selling price and overall spend.**



**For example:** One large system saw a reduction to their unique count of SKUs but somehow saw the average price of their pack increase as well as an overall increase in cost to acquire those same packs. Unfortunately, they are not the only ones.



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## Without transparency into your CPTs, cost creep is not the only issue

- Unauthorized substitutions
- Increased profit for CPT supplier
- Dissatisfied clinicians
- Change out charges





### 3. INSIGHT DRIVEN STRATEGIES

**INSIGHT:** *The lack of CPT transparency leaves hospitals flying blind.*

#### Look at it this way:

- You'd never agree to pay for a brown bag of groceries without knowing what's inside
- That's what happens when you don't have CPT component visibility
- Unauthorized substitutions create clinician dissatisfaction – often without savings



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## 5 keys to take back control of your CPTs:

1. At 30% of the average pack, drapes and gowns are a great place to start.
2. Contract with a supplier that provides 100% visibility, through a rebate program.
3. Leverage your new visibility to take more control of your CPTs.
4. Monitor costs and substitutions with a transparent drape and gown program.
5. Take control of the largest part of your O.R. spend like never before!



MORE CPT VISIBILITY =  
MORE CPT CONTROL



## HALYARD\* Surgical in Your CPT Puts You in Control.

- Visibility to your true cost for a third of your pack with our bulk non-sterile products rebate program
- No surprises after the fact: we monitor for unauthorized component substitutions.
- Take advantage of our surgical fabric innovations and advanced products such as AERO SERIES\* Gowns and ARTS\* drapes.
- Insist on HALYARD\* Surgical in your packs — and take back control of the biggest part of your O.R. Spend!



For this pandemic,  
For the next pandemic,  
For the coming flu season,  
For the next regulatory action,  
For the next natural disaster...

**Commit now and get the  
reliable supply you need  
for the long term  
with O&M Halyard Surgical.**

THANK  
YOU!

