

ZIMMER BIOMET

ASC Solutions



Results You Can **Measure.**
A **Partnership** You Can **Trust.**



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Management Services



Accelero Clinical Consulting Services

Accelero Clinical Consulting Services is a team of experienced clinical, process and business specialists who focus on the orthopaedic episode of care including patient outcomes and process efficiency. The Accelero team will help define the best outpatient joint replacement program for you, focused on effectiveness across the entire episode of care.



Program Infrastructure

Establish Program • Monitor Progress

Identifying roles and responsibilities for continuous process improvement is critical for success. We will guide your organization through a process improvement method that will allow your program to continually progress.



Consistent Care Process

One Team & One Process

We will review all of the elements – from 30 days prior to 90 days after surgery – to develop an effective and consistent delivery model across the entire episode of care.



Program Documents

Customized to Support Consistency

Partnering with us gives you instant access to specialists who can assist in customizing templates of documents that you will need to implement your ASC program.

Our team facilitates the development of process tools that intend to support the patient/staff education.



Preoperative Workflow

Ensuring you are able to align your program to payers and demonstrate success is vital to a profitable ASC venture. Experts will partner with your team to instill documented tools and workflows that will instill confidence in your payer partners. Our team can also aid in determining the ideal service bundles for your facility.



Data Collection

Indicators • Measure Outcomes

We help institute the collection process for clinical, operational, functional and patient satisfaction outcomes so you can effectively manage your performance for long term success.



Patient & Care Team Workflow

Establish Pathway • Define Roles & Responsibilities

This program provides educational content to prepare patients for the surgery and post-surgery recovery. Requirements are established for home care providers to provide a consistent level of care. You will also receive a set of post-discharge protocols that are crucial in the early identification of potential complications.



Perioperative Workflow

Optimize Processes • Drive Efficiency

The success of many ASC based Outpatient Joint programs has come down to managing the capacity through the Perioperative environment. We will work along side you and your staff to make the changes necessary for your ASC program to be successful.

Zimmer Biomet Medical Education

Exploring Outpatient Joints

Evening Educational Events offered in conjunction with regional Zimmer Biomet product-focused courses

Topics:

- Surgeon presenter's ASC story and personal clinical approach to outpatient joint replacement.
- Zimmer Biomet products, services and technologies which address common ASC pain points.

Suggested Attendees:

Surgeons attending the product course or local Health Care Professionals.

Preparing for ASC Construction

Surgeon to Surgeon Visitations offered to facilitate peer to peer interaction on-site at an Ambulatory Surgery Center.

Topics:

- Surgeon hosts comprehensive clinical and operational approach to outpatient joint replacement.
- Facility tour and care team meet and greet.
- Visitor Question & Answer.

Suggested Attendees:

Surgeons <18 months away from ASC open date.

Refining Efficiencies & Economics

Webinars offered to unpack pain points common to ASCs and propose real solutions from Zimmer Biomet.

Topics:

- Managing SPD for the joint replacement service line.
- Understanding bundled payments for musculoskeletal procedures.
- Adding an orthopedic service line to an existing ASC.

Suggested Attendees:

Health Care Professionals looking to add or refine their outpatient orthopedic service line.

CARE OPTIMIZATION OFFERINGS



mymobility with Apple Watch

by  ZIMMER BIOMET

mymobility® is a care management system that uses Apple Watch to help you and your care team deliver exceptional pre and postoperative experiences to qualified patients. Procedure-specific protocols are delivered directly to patients, and reminder notifications help to keep them on track. Encrypted messaging allows surgeons and care teams to easily connect with patients throughout pre and postoperative activities. All of these functions help ease the burden of care coordination for your care team and patients.



Patients must have a compatible smart phone to utilize mymobility.

All names used in this document are fictitious. No identification with actual patients or health care professionals is intended or should be inferred.

Efficient Care

The **Efficient Care program addresses the demands of the changing healthcare landscape**, by lowering your cost to serve through streamlined instrumentation. By lightening your load, we can help your team realize greater efficiencies and fewer headaches:

- Reduce SPD burden
- Lift less
- Minimize OR clutter
- Add a case, or make that early soccer game

POTENTIAL FOR A
67% REDUCTION
OF INSTRUMENT TRAYS¹

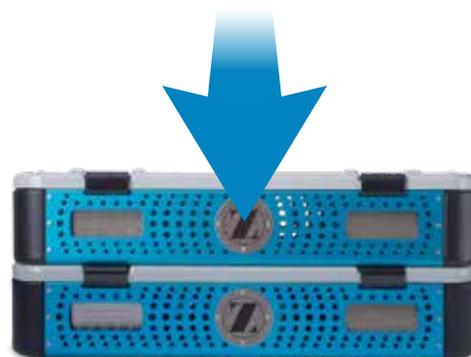
4 FEWER TRAYS

+\$58² TO PROCESS **EACH TRAY**

\$232 SAVED PER CASE



Before Efficient Care



After Efficient Care

INTRA-OPERATIVE



Surgical Suite Solutions

Zimmer Biomet is committed to providing advanced yet easy-to-use surgical equipment for your most challenging OR needs. We deliver on this commitment by offering a portfolio of complimentary products with the goal of addressing efficiency, infection concerns and outcomes.

Our portfolio allows you to easily outfit your ASC with one vendor for surgical capital equipment and disposables. Our offerings include:



◀ **Arthroscopy Platform,** an end-to-end 4K endoscopic optical system*



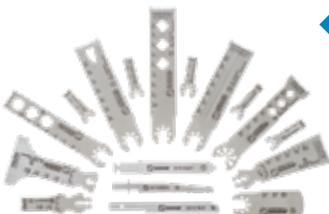
◀ **Power Equipment,** a modular power system designed for both Reconstructive and Ortho Trauma procedures delivering drilling, reaming and sawing capabilities



◀ **Wound Debridement and Lavage,** a biofilm disruptive technology indicated to remove debris from wounds using pulsed (jet) lavage*



◀ **Tourniquet Systems,** a personalized pressure system with the ability to utilize contour cuffs together with LOP, reducing average tourniquet pressure



◀ **Saw Blades,** an extensive selection of blade geometries and hub styles designed to meet clinical needs as well as the vast array of capital equipment within a hospital system



◀ **Fluid Waste Management,** an easy-to-use, 34-liter capacity fluid and smoke management system*

*Zimmer Biomet is only a distributor for these products and is not the legal manufacturer.

ROSA[®] Knee

The ROSA platform guides surgeons in the precise placement of the components used in total knee-replacement surgery.

Using X-Atlas™ 2D x-ray to 3D bone modeling and real-time intraoperative data, ROSA Knee can improve accuracy and alignment.³



Knee Solutions

More than one in three knee replacements implanted around the world is a Zimmer Biomet product⁴, making us a trusted source for quality knee replacement products. Our full line of implants, instruments and technologies allow you to feel confident knowing you have the right tools to personalize each procedure for each patient regardless of the unique challenges or conditions they present.

Partial Knee Systems

Zimmer Biomet is the leading company in partial knee replacement (PKR⁴) with over 40 years' experience. Research shows that surgeons utilizing PKR for at least 20% of their annual knee replacements experienced a significant decrease in their revision rate.⁵ Another study indicated that almost 50% of knee replacement patients are candidates for PKR⁶ and demonstrated increased patient satisfaction⁷⁻⁹, better functionality¹⁰, and fewer complications¹¹ compared to total knee patients.



◀ The Oxford® Partial Knee

The most widely used⁵ and clinically proven¹² partial knee in the world, the Oxford Partial Knee comes with the US's only lifetime knee implant replacement warranty†. It's your assurance that Zimmer Biomet not only makes a proven partial knee, but we stand behind it 100%.

† Subject to terms and conditions within the written warranty.



The Oxford Partial Knee is intended for use in individuals with osteoarthritis or avascular necrosis limited to the medial compartment of the knee and is intended to be implanted with bone cement. The Oxford Knee is not indicated for use in the lateral compartment or for patients with ligament deficiency. Potential risks include, but are not limited to, loosening, dislocation, fracture, wear, and infection, any of which can require additional surgery. For complete prescribing information, including risks, patient selection criteria, contraindications, precautions and warnings, see the full "patient risk information" above.

Total Knees

Zimmer Biomet is the leading company in total knee replacement (TKR) with decades of experience.



1,000,000
Persona® Knees
have been implanted
globally since 2012¹³

◀ **Persona® Knee**

Our extensive experience led us to design the Persona Knee. 1,000,000 Persona Knees have been implanted globally since 2012¹³ with independent registries and internal clinical studies showing excellent early implant survivorship¹⁴ and an impressive revision rate of 0.5%.¹⁵⁻¹⁸

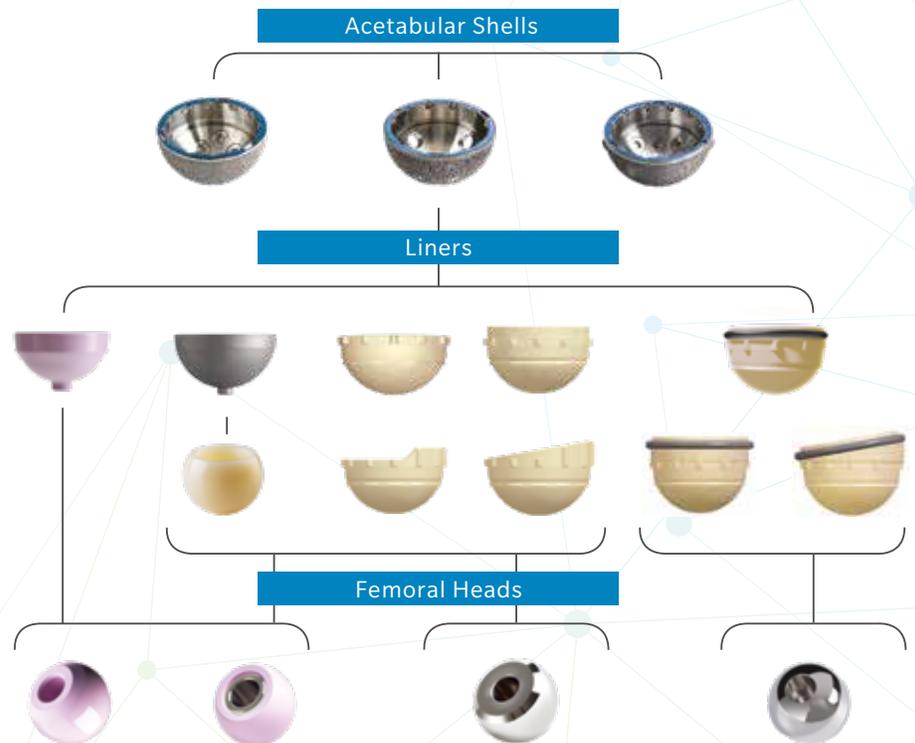
Persona Knee features:

- **Personalized Implants** designed for optimal fit and function
- **Precise Instrumentation** with personalized control
- **Proven Technology** built on a legacy of clinical performance

Hip Solutions

Zimmer Biomet's comprehensive portfolio of hip implants provides options for performing cases from hip arthroscopy to complex primary total hip arthroplasty by supporting different surgical philosophies as well as surgical approaches. Our hip portfolio provides value for surgeons and institutions by providing:

- **Strong Clinical History** – Our implant portfolio is backed by long standing clinical heritage with modern designs to better meet patient demands
- **Simplicity** – Intraoperative flexibility in our implant systems as well as instrumentation designed to ease the surgical procedures for both surgeons and staff
- **Efficiency** – Streamlined instrumentation that provides efficiency with fewer trays in the OR as well as trays needed to reprocess after the procedure



Shoulder Solutions

Zimmer Biomet offers a complete array of shoulder replacement systems and associated products. As well as being optimized for each patient's unique anatomy, all of our shoulder systems address key needs so that range of motion and kinetics may be restored, helping surgeons get their patients to the activities of daily life. From modular anatomical shoulder implants, to industry-leading reverse shoulder arthroplasty prostheses, our shoulder replacement products allow surgeons to devise and execute a patient-specific surgical plan with precision.



Sidus® Stem Free Shoulder

The Sidus System has demonstrated continued success with clinical data from a two year IDE study in the US and Canada.¹⁹⁻²¹

The system demonstrates:

- An effective, clinically-proven, bone-sparing option for Total Shoulder Arthroplasty.¹⁹⁻²¹
- Restored mobility and alleviated pain.^{17,18,19}
- Anatomic flexibility and secure fixation.¹⁹⁻²¹
- An efficient, bone-sparing solution, should revision become necessary.
- Procedural efficiency with easy-to-use instrumentation.

Sports Medicine

Our sports medicine service line has a solid reputation as an industry leader in both the shoulder and knee products. However, it doesn't stop there. We've built on that clinical heritage to address the top issues and concerns in sports medicine. Our products are designed to achieve soft tissue reattachment, cartilage restoration and preservation. Additionally, we offer minimally-invasive products that fill bony defects near the joint. We've worked out a comprehensive portfolio to help you treat athletes.

Rotator Cuff Repair

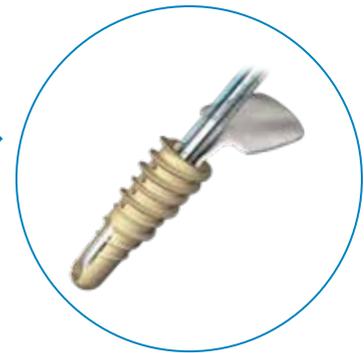
With a versatile rotator cuff portfolio, including knotless anchors, all-suture anchors, biocomposite anchors, traditional suture anchors, interpositional scaffold-anchor implants and suture passers, Zimmer Biomet has a variety of solutions for small to larger cuff tears.



JuggerKnot® All Suture Anchors



Ventix™ Link Screw-In Knotless Anchors



BioWick® Implants Interpositional Scaffold-Anchor Implants

JuggerStitch™ Meniscal Repair Device



Meniscal Repair

To continue the legacy of innovation utilizing soft anchor technology throughout the body, Zimmer Biomet Sports Medicine development team designed the JuggerStitch meniscal device. An all-inside, all-suture, knotless meniscal implant, the JuggerStitch device's delivery system is ergonomically designed to allow for easy implant insertion.

Fracture Solutions

Zimmer Biomet offers a wide range of fracture products specifically designed to address the intricate anatomy and physiology of both the upper and lower extremities. Our comprehensive line of implants and instruments, combined with advanced technologies, help provide strong implants, enhance fixation and simplify the procedures.



- ◀ **DVR® Crosslock Distal Radius Plating System** eases the challenge of treating distal radius fractures by incorporating a low-profile, anatomic design with advanced fixation options and streamlined instrumentation.



- ◀ **Max VPC® Screw System** comprised of cannulated, headless, fully threaded screws designed to provide the user tactile feedback during insertion, provide compression to the bone fragments and structural support during healing.



- ◀ **A.L.P.S.® Proximal Humerus Plating System** is indicated for fixation of fractures and fracture dislocations, fusions, osteotomies, and non-unions of the humerus, particularly in osteopenic bone.

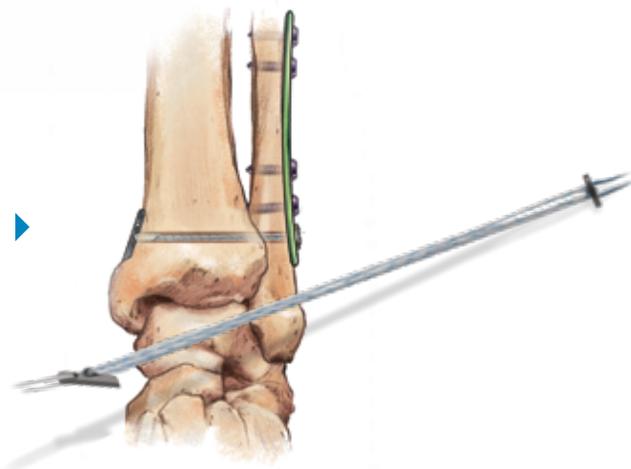
Foot & Ankle

Our Foot and Ankle products focus on providing the latest treatment options for the midfoot, forefoot, hindfoot, and ankle.



◀ **Stratum™ Foot Plating System** is the next generation of anatomic locking plates that address osteotomies, fractures, mal-unions, non-unions, and fusions in the forefoot, midfoot, and hindfoot. The fully sterile Stratum Foot Plating System expands on the features of the A.L.P.S.® Total Foot System and includes innovative technology. The system has 11 distinctive plate options (49 plates) along with 6 screw families (2.7, 3.5 & 4.0 mm), ready to go in sterile procedure kits, which add value by addressing the productivity needs of the surgical team.

ZipTight™ Ankle Fixation System for Ankle Syndesmosis is a low profile, knotless suture fixation system featuring ZipLoop® Technology. It provides a fixation alternative to rigid stainless steel screws for repairing ankle syndesmosis joint disruptions ▶



◀ **Zimmer Biomet Trabecular Metal™ Total Ankle** is an implant and instrument system engineered to preserve motion in ankle arthroplasty patients. This semiconstrained device is intended to address mobility and pain by restoring alignment and preserving the flexion/extension movement within the ankle joint.

POST-OPERATIVE



mymobility[®] with Apple Watch[®]

by  ZIMMER BIOMET

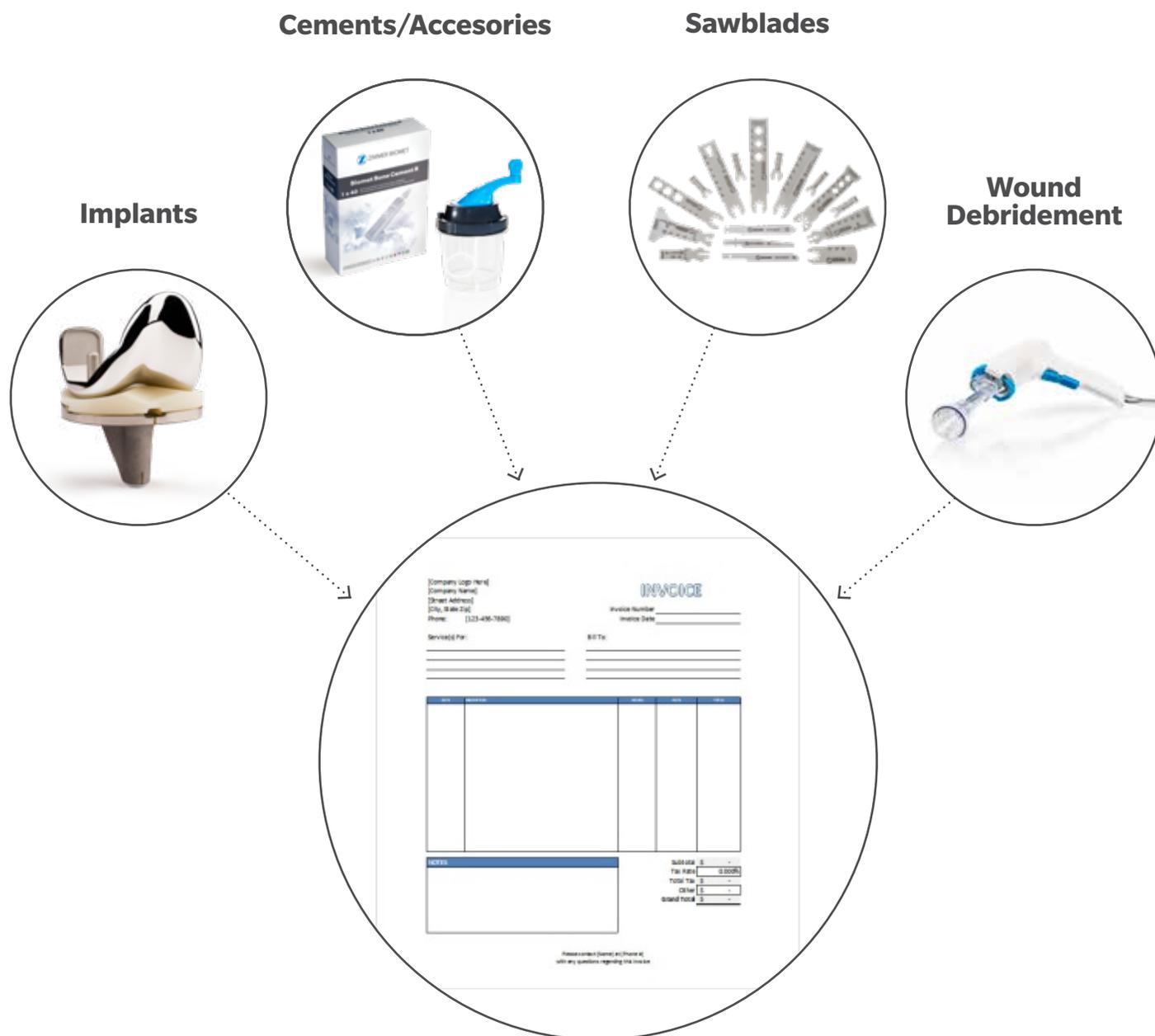
mymobility tracks objective data about patient compliance, status and progress so you and your care team can provide timely intervention when needed.



Zimmer Biomet OneBill

We offered simplified billing through our OneBill program to increase transparency and reduce complexities of multiple bills for a single procedure.

- One invoice per procedure
- One catalog number, one price
- Simplified cost tracking
- Zimmer Biomet manages the inventory



Zimmer Biomet Capital Solutions

Zimmer Biomet offers innovative solutions to support the acquisition of capital and services, inclusive but not limited to the following:

- **Deferred or Tiered Payment Programs**
 - Operating Lease
 - Finance Lease
- **Committed Usage**
 - Directed Rebate
 - Monetized Placement
- **Short Term Rental**

Committed (Non-Cancellable)

Implant/Disposable Usage

	Yes	No
Yes	DRA - Directed Rebate Agreement MPPA - Monetized Product Placement Agreement	PPA - Product Placement Agreement
No	Fixed - Monthly Payments Quarterly Annual Skip	Rental

Strategic Contracting - Connecting It All Together

Our dedicated team of contracting specialists help bring our solutions together based on your needs and preferences.

- **Comprehensive solutions for all Orthopedic needs**
- **Committed contracts to access technology and services**
- **Innovative leasing and financial solutions**
- **Vertical and horizontal contracting**
- **Procedural billing**



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