

MORE THAN
PARTS

T R U S T E D

PARTNERS

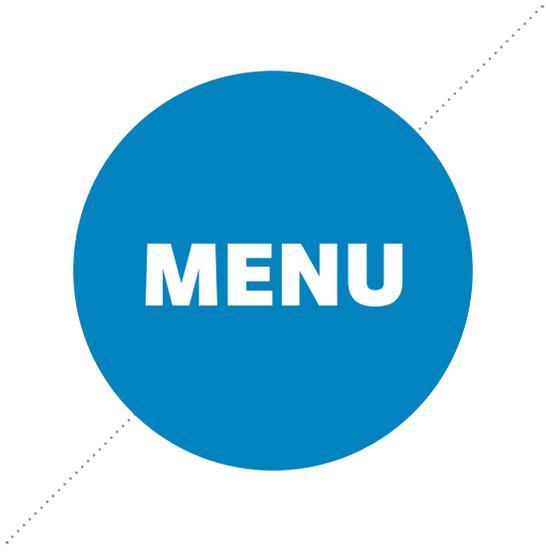


AT ZIMMER BIOMET, WE CONNECT YOU TO AN
INNOVATIVE, COLLABORATIVE ECOSYSTEM OF
OUTSTANDING SOLUTIONS – WITH THE GOAL OF
**DRIVING EFFICIENCY AND IMPROVING PATIENT
OUTCOMES.** WE ARE YOUR **TRUSTED PARTNER**
IN DELIVERING OPTIMAL **CLINICAL** AND
ECONOMIC OUTCOMES IN MUSCULOSKELETAL
HEALTH.

Contact

[**zbconnect@zimmerbiomet.com**](mailto:zbconnect@zimmerbiomet.com)

to find out how Zimmer Biomet
can be your trusted partner



MENU

PATIENT SOLUTIONS

**DID
YOU
KNOW?**

up to **20%**

of knee arthroplasty patients are not completely satisfied with their total knee arthroplasty results, according to available literature.^{2,3} Specifically, many knee replacement patients reported that their dissatisfaction is directly related to limited mobility, pain when performing daily motions and an “unnatural” feeling.⁵

**OUR
SOLUTIONS**

A Legacy of Success

For over 90 years Zimmer Biomet has been dedicated to improving musculoskeletal health. From truly personalized and clinically successful knee systems, to a technologically advanced hip portfolio, to shoulder solutions specifically optimized for a patient’s anatomy, our products help many patients get back to the activities of daily life.





Robotic and Guidance Technology

ROSA® Knee Robotic Platform and iAssist®

A nationwide report has shown that 8 years post-surgery, guidance technologies like ROSA Knee showed 25% less revisions due to loosening of the implant than the ones placed using conventional instruments.⁴ Patients treated with guidance technology like ROSA Knee and iAssist have shown better function at 3 months and 12 months post-operatively.⁶ Post-operative pain level for those patients were also lower than patients treated conventionally.⁶



mymobility with Apple Watch

Connected Patient Experience

Bridging the gap of communication between patients and the care team, the mymobility® app introduces an additional layer of connectivity with the ability to support patients outside the surgical event through consistent care processes and direct messaging features designed to reduce unnecessary office visits and variability of care.

**DID
YOU
KNOW?**

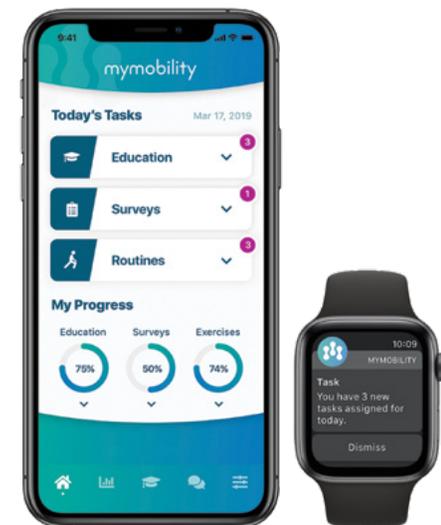
in one study, 78%

of patients report anxiety and lack of education prior to their orthopedic surgical procedures.¹

**OUR
SOLUTION**

mymobility with Apple Watch

mymobility provides communication between the patient and care team throughout different stages of the surgical journey. In a personalized and easy-to-use way, this surgical journey companion provides a sense of connectivity, designed to ease the mind and empower patients to actively be part of their recovery process.



**DID
YOU
KNOW?**

Patients are increasingly responsible for **out-of-pocket healthcare costs** and have concerns about healthcare spend.⁸⁻¹⁰

**OUR
SOLUTION**

ROSA[®] *mymobility* with Apple Watch
POWERED BY SCIENCE. DRIVEN BY YOU.

Products like ROSA Knee and mymobility have the potential to reduce unnecessary healthcare costs. ROSA Knee has x-ray based imaging as well as an imageless option. This reduces patients' exposure to radiation in comparison to CT and reduces imaging costs. Through their personalized care plan with mymobility, patients may be able to reduce unnecessary office or E.R. visits through app communication with their care team, and avoid costly physical therapy visits by completing their assigned exercises at home.



**DID
YOU
KNOW?**

5.81%

of patients report visiting the ER within 30 days, predominantly for pain and swelling post knee or hip surgery.¹⁵

**OUR
SOLUTION**

mymobility with Apple Watch

The direct messaging feature of mymobility with Apple Watch allows the patient to communicate with the care team with the intent to reduce unnecessary visits to the ER and intervene at the appropriate time with education.



PHYSICIAN SOLUTIONS

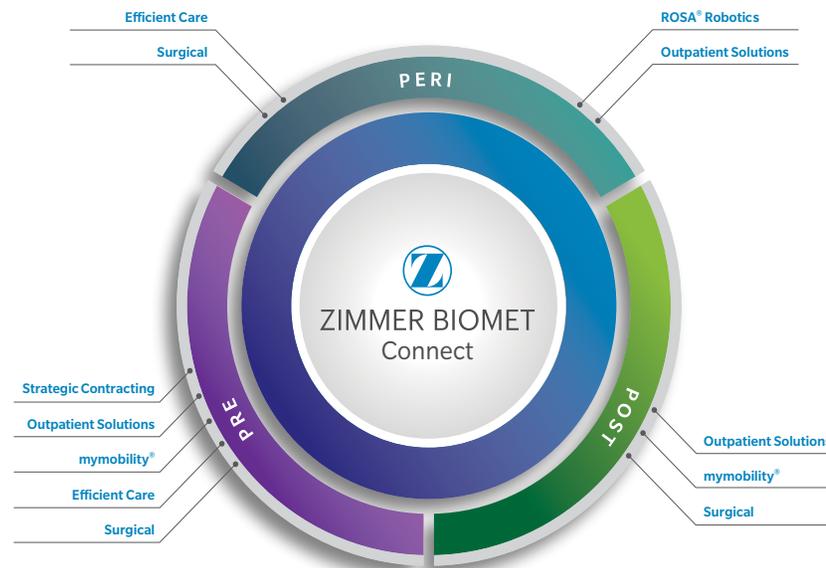
DID YOU KNOW?

only **19%**

of hospital spend is on implants and devices across the continuum of care in a bundle. 85% of hospital spend is actually on labor, inefficiencies and readmissions.¹²

OUR SOLUTION

We've established an innovative, customer-centric ecosystem designed to connect and customize pre, peri and post-operative workflow and data based upon your individual needs. By collaborating with you to target your specific challenges, we can create a plan to meet your goals and give you the resources necessary to help improve your patients' surgical journey and quality of life.



**DID
YOU
KNOW?**

1 out of **10**

patients deferred total joint procedures and look for more conservative care methods.¹¹

**OUR
SOLUTION**

Early Intervention Therapies provide options for repairing bone, cartilage and synovium function with minimally invasive procedures.

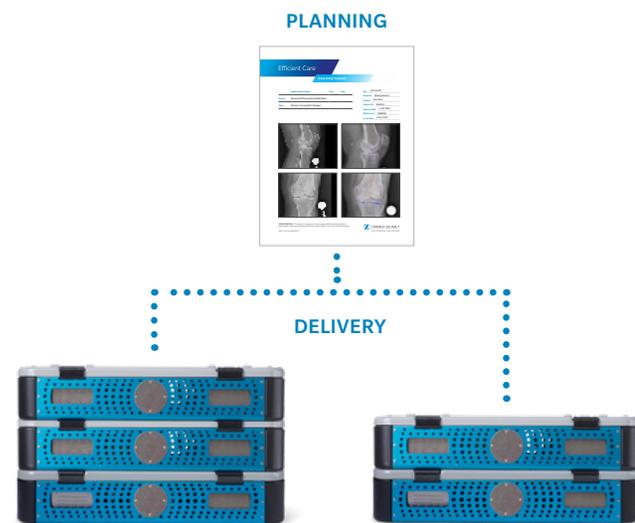


DID YOU KNOW?

Current instrument configurations have led to OR and Central Sterile Department inefficiencies, longer room turnover and inventory management challenges – **increasing costs for your practice or facility.**

OUR SOLUTION

The Efficient Care program lowers the cost to serve through experienced case planning and unique modular instrument trays that provide you with all the instrumentation you need – while eliminating the instruments you don't.



POTENTIAL FOR A
67% REDUCTION
OF INSTRUMENT TRAYS¹

1. Persona® Instrument Tray Reduction. November 2018.

**DID
YOU
KNOW?**

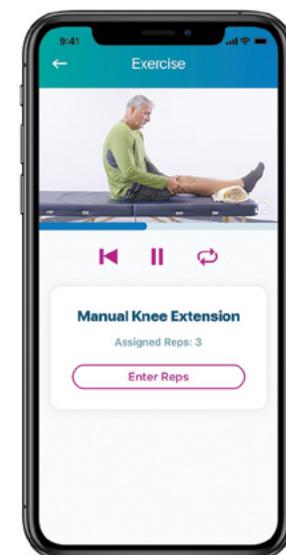
in one study, 70%

of patients report lack of compliance with physical therapy post orthopedic surgery.⁷

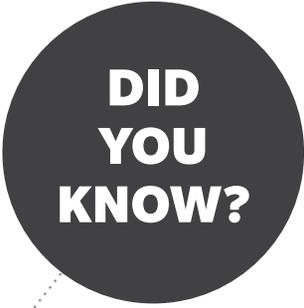
**OUR
SOLUTION**

mymobility with Apple Watch

Video-guided exercises and activity tracking allow both patients and the care team to stay in-sync throughout the continuum of care. Via remote monitoring, mymobility tracks compliance and identifies patients that need further assistance in-real time, allowing care teams to intervene. Self-directed exercise programs are designed to reduce the patients' out-of-pocket expense and encourage the patient to complete the personalized care plan.



PROVIDER SOLUTIONS

**DID
YOU
KNOW?**

The percentage of total joint replacement performed in the outpatient setting is expected to grow from ~15% in 2016 to 32% in 2020 and could reach as high as 50% of total volume by 2026.¹³ While insurers, physicians, and ASC executives are incentivized to move procedures outpatient, **over 60% of totals** will continue take place inpatient due to limited patient eligibility and interest.¹³

**OUR
SOLUTION****Zimmer Biomet Outpatient Solutions**

We understand the biggest pain points of doing business in an outpatient setting and provide real solutions so you can continue to provide quality care in a cost effective manner. Together we can tailor an outpatient package of products, services and technologies with the goal of helping your facility:

- Add a service line
- Manage costs and improve efficiency
- Optimize care coordination
- Minimize risks
- Increase patient volume

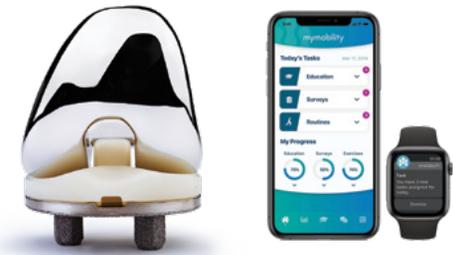
**DID
YOU
KNOW?**

The healthcare landscape is changing.

Bundled payments and shrinking reimbursements are and will continue to be a concern among healthcare providers. In recent years, Medicare reimbursed 87 cents for every dollar hospitals spent caring for those patients.¹⁴

**OUR
SOLUTION**

From our clinically successful and trusted implants to infection management products to connected health technology, Zimmer Biomet provides a full spectrum of solutions to help minimize unneeded costs to patients, institutions and providers.



**DID
YOU
KNOW?**

Provider organizations feel intensifying pressure to become more consumer oriented as patient expectations and demands rise. **Patients are becoming savvier about healthcare**; expect to be more involved in decision-making; and want a convenient, multidisciplinary approach.¹⁶

**OUR
SOLUTION**

mymobility with Apple Watch

With healthcare shifting into a more patient-centric environment, many initiatives are needed to incorporate and empower patients and families to prepare for this role. mymobility provides education to help provide guidance and support engagement with healthcare decisions. Quantitative and qualitative assessment are gathered through the app and provide both patients and care teams with increased insight to inform their personalized care plan.



**DID
YOU
KNOW?**

Periprosthetic Joint Infection (PJI) is a significant economic burden to the overall health care system and considered the largest challenge in orthopedics today.¹⁸

According to one study, the estimated PJI treatment cost is between \$60,000-\$100,000 per case.¹⁹

**OUR
SOLUTION**

Managing PJI begins with a proper analysis of risk factors. Whether evaluating a patient for potential infection prior to surgery through our Synovasure[®] Diagnostics technology, or removing bacteria by cleaning a wound prior to wound closure with Bactisure[™] Wound Lavage, we seek to expand the offering of reliable and cost effective tools to support infection management – throughout the full continuum of care.

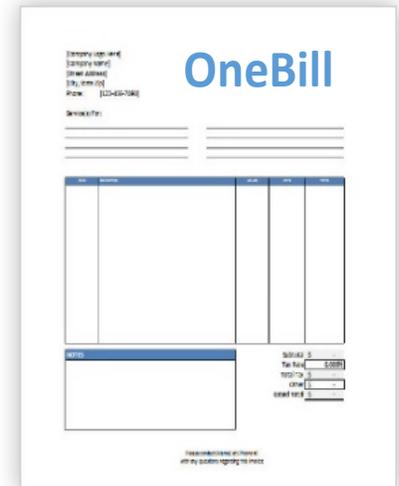


**DID
YOU
KNOW?**

Managing the entire episode of care is a struggle physicians face. Research suggests that they are spending **nearly twice as much time** doing administrative work as actually seeing patients.¹⁷

**OUR
SOLUTION**

One Bill is a program designed to make billing throughout the entire episode of care easier than ever. Whether you purchase technology, implants or capital equipment from Zimmer Biomet, we have a streamlined solution to put it all on one bill.



Financial Solutions - Connecting It All Together

Our unique financial solutions are designed to empower our customers with the latest technology to advance care.

One convenient source addresses the complexity of running a healthcare organization.

- Comprehensive Solutions Across the Entire Zimmer Biomet Portfolio
- Committed Contracts to Access Technology and Services
- Innovative Leasing and Financial Solutions
- Vertical and Horizontal Billing
- Procedural Billing

BUSINESS SCENARIO	TYPE OF FINANCING	FINANCING OPTION(S)
You would like to purchase Zimmer Biomet capital equipment using your own internal funds. No financing is required.	Cash Capital Purchase	No financing is required, hospital will purchase directly from Zimmer Biomet.
You would like to purchase Zimmer Biomet capital equipment. You do not have internal funds available, but are open to financing options.	Lease Options are Available	<ol style="list-style-type: none"> 1 Operating Lease. Fair Market Value (FMV) 2 Capital Lease, \$1 out
You would like to acquire Zimmer Biomet capital equipment, but either 1) do not have internal funds available or 2) would prefer to finance the equipment by shifting business to Zimmer Biomet in exchange for placement of capital equipment.	Committed Usage Agreement	<ol style="list-style-type: none"> 1 Operating Lease. Fair Market Value (FMV) 2 Capital Lease

The Zimmer Biomet Guarantee

We are so confident in our offering that we've included warranties on the following products:



Oxford® Partial Knee

The only lifetime knee implant replacement warranty in the US.† It's your assurance that we not only make a proven partial knee, but we stand behind it 100%.



Bactisure Wound Lavage

When applied to a wound, this aqueous solution is designed to remove debris and microorganisms, which are common causes of infection. If a patient returns with a new or continuing infection within 90 days, we will refund the full purchase price in the form of a credit towards future purchases of any Zimmer Biomet product.†



Bone Cement

We will warranty our partial and primary knee procedures that are implanted with Biomet Bone Cement R for 10 years.†

† Subject to terms and conditions within the written warranty

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