



Practice Efficiencies and Total Joint Solutions in Outpatient and ASC Facilities

In the wake of COVID-19, we know you will be under more pressure than ever before to treat a large number of patients as efficiently as possible. Demand for outpatient joint replacement procedures is growing and will remain high. Successful facilities benefit from a trusted and aligned team, method for patient selection and communication, and an ally dedicated to the overall success of their TKA practice.

Our Process, Your Success

Proven Savings Per Procedure

Multiple factors contribute to the savings Conformis demonstrates as compared to off-the-shelf (OTS) implant companies in each procedure:

- Quicker case turn-over
- Simplified ordering and delivery models
- Streamlined case prep for OR staff
- Reduced need for sterilization
- No annual/monthly capital expenditure for robot or associated disposable instruments

Increase Case Volume & Efficiency

Our system is delivered as one box and one presterilized kit. This just-in-time delivery model minimizes inventory and the need for sterilization, while also reducing setup and teardown times.

Patient Acquisition and Facility Exposure

Although currently paused during the pandemic, Conformis uses online ads to successfully target and reach surgery-ready patient prospects within a 50-mile radius of clusters of engaged, Conformis surgeons. Prospects sign up for ongoing education and also utilize our patient call center to make consult appointments with surgeons.

Outpatient Specific Training

Regional, local and virtual training opportunities are available:

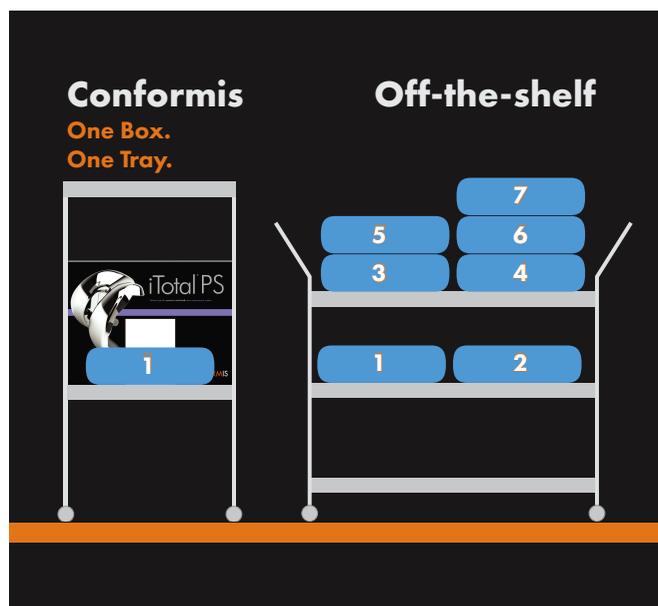
- Surgeon Visitation Program: travel to established facilities and scrub into cases, review protocols, tour the facility
- National Training Labs: experience clinical discussions with peers during didactic sessions, hands-on bioskills session hosted by our experienced surgeon proctors

Superior Clinical Outcomes

Studies comparing Conformis to OTS TKAs have shown:

- Conformis patients discharged in under 24 hours, at a significantly higher rate than OTS patients¹
- Fewer Conformis patients required blood transfusions²
- Fewer patients experienced adverse events at both discharge and 90 days after treatment²
- \$913-\$2,200 total cost of care savings^{1,2} to the payer
- To date, more than 65 surgeons in the UK have implanted over 1,000 iTotal® CR implants with a five-year cumulative revision rate of 1.8% versus 2.2% for all other total knee replacements in the NJR.³

Full studies available at [conformis.com/clinical-studies](https://www.conformis.com/clinical-studies)



1. Buch, R, et al.; "Does Implant Design Affect Hospital Metrics and Patients Outcomes? TKA Utilizing a 'Fast-Track' Protocol"; ICJR Pan Pacific; 2016.

2. Culler, S.D., Martin, G.M., & Swearingen, A. (2017). Comparison of adverse events rates and hospital cost between customized individually made implants and standard off-the-shelf implants for total knee arthroplasty. *Arthroplasty today*, 3(4), 257-263.

3. Implant Summary Report for the iTotal G2 XE and iTotal G2 (Bicondylar tray). Beyond Compliance database January 10, 2020, pages 10-11.



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