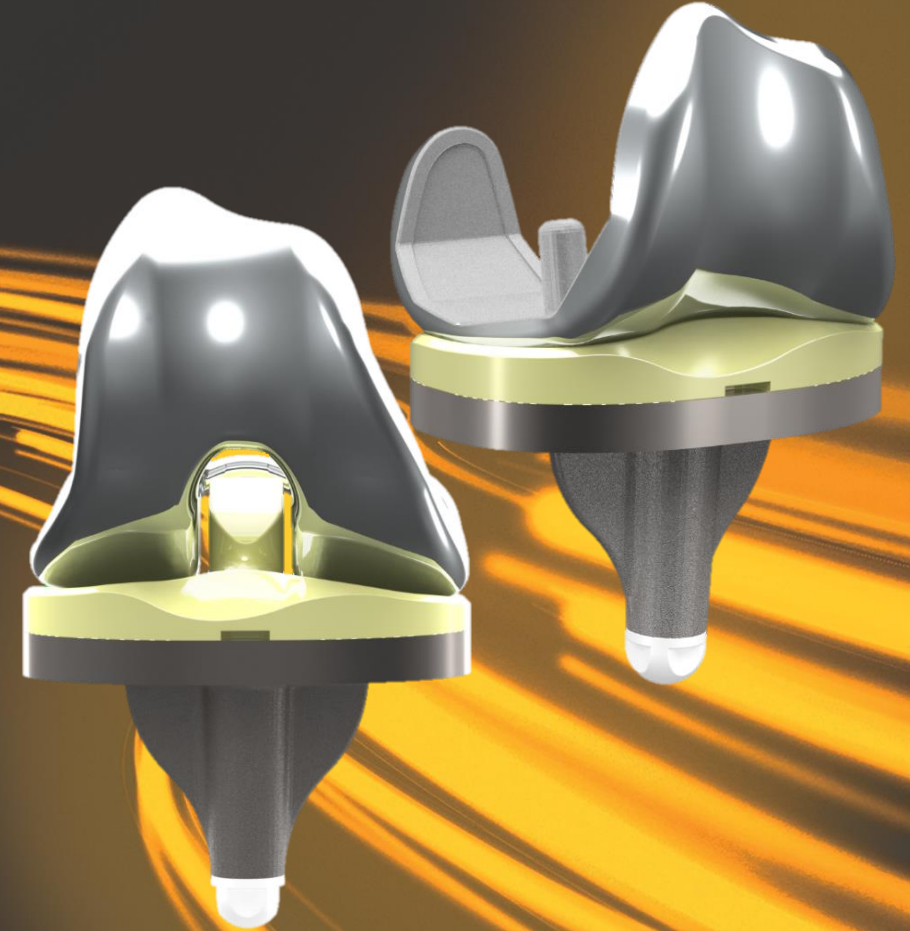


Identity Imprint[™] Economic Advantage

MK-03335-AA



IDENTITY IMPRINT™

The best of **personalized design** with
the **convenience and flexibility** of an off-the-shelf system

Conformis® has built upon our patient-specific heritage to create the most data-informed implant system on the market, Identity Imprint™. Imprint was derived from the analysis of 85,000 patient CT scans to develop standard implant sizes with an emphasis on fit and kinematics.

The optimal implant for your patient is pre-selected by Conformis using a proprietary sizing algorithm. Implants and iJig® disposable instruments are sterile-packed into our Surgery-in-a-Box™, complete with an iView® Patient-Specific Surgical Plan, and delivered to your hospital. Along with the Imprint Surgery-in-a-Box, a single reusable instrument tray is required.

This delivery model has been proven to drive efficiency and cost-savings for our customers, without sacrificing clinical value.



Improving Economics Outside of the OR Suite

Reusable instrument tray management and sterilization is a major cost driver in orthopedics. Bulky instrument sets and capital equipment challenge your infra-structure, take up valuable shelf space, and require resources to maintain, particularly difficult in an outpatient facility.

With the Imprint delivery model, Conformis will manage your inventory for you, shipping you only what is needed for each surgery. Our single reusable instrument tray minimizes the risk of costly sterility compromises and can **save up to \$840 per procedure**.

Instrument Costs by the Numbers

5-7 Trays required for competitors' TKA¹

\$75 - \$120 Cost of sterilization per tray¹

10% Risk of compromised sterility²

Our Competitors' Inventory Challenges



¹ Sinha, Raj K., Parsley, B. (2012). The use of customized TKA implants for increased efficiency in the OR. Curr Rev Musculoskelet Med 5:296-30

² Dalstrom, D. J., Venkatarayappa, I., Manternach, A. L., Palcic, M. S., Heyse, B. A., & Prayson, M. J. (2008). Time-dependent contamination of opened sterile operating-room trays. JBJS, 90(5), 1022-1025.

Driving Efficiencies Inside the OR Suite

With Imprint's Surgery-in-a-Box, customized iJig disposable instrumentation simplifies OR setup, breakdown, and intra-operative decision making. The pre-navigated system removes guesswork out of implant fit and placement while maintaining surgeon control over any necessary adjustments.

Time in the OR is costly, estimated as \$60/minute.¹ In a study of TKR procedural time, patient-specific instrumentation **saved an average of 28 – 67 minutes** of OR time compared to a conventional TKR and to Computer Assisted Surgery (CAS), respectively.¹

That translates to **more than \$1,680 in cost savings** as well as an increase in OR turnover, without the need for a capital-intensive surgical robot.

Complete Conformis Instrumentation Set



¹ Shippert, R., et al.; "A study of time dependent operating room fees and how to save \$100,000 by using time –saving products"; Am Journ Cosm Surg; 2005; V22(N1):pp.25-34

² Watters, T. S., Mather 3rd, R. C., Browne, J. A., Berend, K. R., Lombardi Jr, A. V., & Bolognesi, M. P. (2011). Analysis of procedure-related costs and proposed benefits of using patient-specific approach in total knee arthroplasty. J Surg Orthop Adv, 20(2), 112.

The Identity Imprint Economic Advantage

Imprint offers a capital-light delivery model, driving value both in and out of the OR suite. Cost savings from our single reusable instrument set and Surgery-in-a-Box may add up to **more than \$2,520 over competitive systems.**

Speak to your Conformis representative to understand how Imprint can drive efficiencies at your practice.

