

Proven Results by the Numbers

BY REDEFINING EXCISION SCIENCE, THE POSITIVE RESULTS CONTINUE TO GROW FOR TISSUE BANKS USING THE AMALGATOME® MD.

OVER

185 IN USE ON
14,000 Skin Donors

PRODUCING AN AVERAGE
SKIN RECOVERY YIELD
MEASUREMENT OF

3.35

SQUARE
FEET



3.5 Months



AVERAGE RETURN
ON INVESTMENT

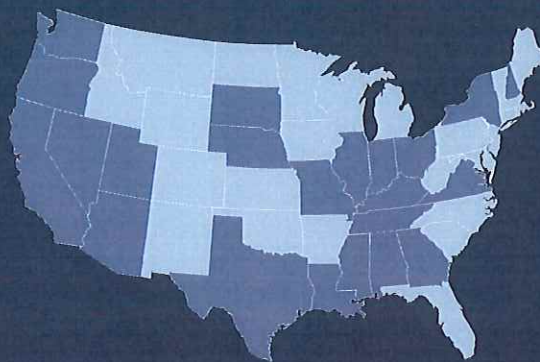
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TISSUE BANKS HAVE
COMPLETELY SWITCHED OVER
TO THE AMALGATOME MD

41%

THEIR INCREASE IN
TRANSPLANTABLE SKIN YIELD
OVER STANDARD DERMATOMES

Producing an Average Skin Recovery Yield
Measurement of 3.19 Square Feet Compared to
2.65 sq. ft. with standard dermatomes



42

TISSUE BANKS ACROSS 22
STATES ARE CURRENTLY USING
THE AMALGATOME MD

RESPONSE OF SURVEYED TECHNICIANS*

93%

SAID IT'S EASY
TO ASSEMBLE

92%

RATE ITS SKIN
GRAFT QUALITY AS
SATISFACTORY

83%

WOULD
RECOMMEND IT TO
A COLLEAGUE

78%

SAID IT'S EASY
TO OPERATE

*Trial evaluation and survey results documentation on file

FEATURES AND BENEFITS

Innovative Rotary Design

- Ideal for recovering skin grafts up to 4" wide
- Glides over the epidermis with 180 degrees of dissection range, allowing technicians to easily handle challenging body contours and normally difficult to reach areas with standard dermatomes
- Provides visibility to skin graft procurement so users can adjust the excision depth instantly

High-quality, medical-grade construction

- ▶ Makes it ideal for skin recoveries in tissue banks

Engineered for aseptic operation and sterilization

- ▶ Meets AAMI Guidelines for tissue bank cleaning and sterilization



Amalgatome | MD

Ease of Use

- Intuitive operation provides dependable skin graft recoveries for new and seasoned technicians
- Easy to assemble and set up

Advanced Ergonomics

- The contoured handle features a 15 degree angle, reducing the direct pressure applied to the body necessary to produce uniform, transplantable skin grafts
- Requires minimal force to operate and uses a pulling motion instead of pushing awkwardly against the skin, providing comfort and less fatigue for technicians

Minimal Maintenance Design

- Does not require calibration between each donor recovery

Depth Control Mechanism

- Precision-engineered for consistent excision depth control when recovering skin grafts up to .040"

Depth Plate

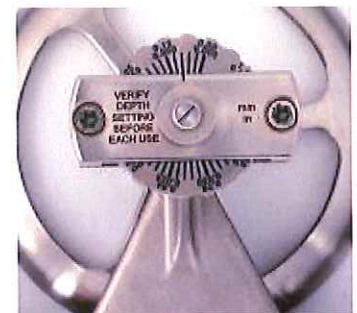
- ▶ Maintains excision depth
- ▶ Flattens areas up to 4 inches (10.16 cm) to ensure skin graft width

Depth Gauge

- ▶ Provides smooth operation, allowing for adjustments of .001" and finer

Etched Settings

- ▶ Durable to withstand continuous autoclave use
- ▶ Marked in English and Metric Units



Precision depth control up to .040"

TESTIMONIALS

"Our skin yields have doubled and we are averaging over 4 square foot per donor in our trial period. We were averaging less than 2 square feet per donor prior to the trial period with the Amalgatome. Using only 1 blade per donor also provides my staff with an element of safety. By not having to stop and change blades 3-4 time per donor means less handling of sharps. This also speeds up the case flow decreasing the amount of time per donor."



Roy Mayfield, CTBS
Supervisor of Tissue Recovery
Gift of Hope Organ & Tissue Donor Network

"The Amalgatome MD is completely different in design and entirely different in technique (pull instead of push). Almost immediately our skin yield more than doubled. We think these positive results were attained not only because of how easy the Amalgatome MD is to use, but because we are able to recover from additional sites that were inaccessible with our previous equipment. We have had great results from first time users who had little to no experience in skin recovery and our team is still eager to test its capabilities."



Blake Smith, CTBS
Tissue Recovery Manager
Louisiana Organ Procurement Agency

"Our objective was to find a product that would maximize our skin yield. Skin recovery is one of the most diverse skills, but the Amalgatome MD has delivered a product that can overcome the most challenging recovery. No matter what the donor age, skin type, or skill level of recovery staff, the Amalgatome MD product is consistent. The results of the trial project showed remarkable skin yield, quality, and decreased case time. We would encourage any company looking to be successful to partner with Exsurco."



Darryl Chance EMT-P, EMS-I, CPTC, CTBS, CTP
Tissue Donation Specialist
LifeGift

"We began working with Exsurco on a pilot project with one of our processing partners. It was our hope that by completing one additional step in the field, we could shorten the processing time frame. To do so, we needed equipment that was portable, easy and safe to use. The result: with Exsurco's assistance, we helped our partner take three days off their end of the process, allowing grafts to be provided to recipients sooner. And providing a faster turnaround from donation to recipient benefits everyone."



Kevin Lucien Noyes, CTBS
Quality Assurance Officer
American Donor Services



COMPETITIVE REVIEW

Amalgatome® MD	Standard Dermatomes
Contoured handle features a 15 degree angle; additional positioning not required from user to procure skin graft	30-45° angle required by user to procure skin graft
Minimal force required by operator to procure a consistent skin graft	Moderate force required by operator to procure consistent skin graft
Single-sterile-blade use per recovery helps to minimize procedure costs and time	Potential for multiple blade uses per recovery due to blade sharpness and body zone requirements
Rotary head allows for access in small, tighter spaces	Rectangle, planar head limits access to smaller, tighter spaces
Depth-adjustment mechanism located on top of the device provides visibility to operator, allowing for excision depth adjustment instantly	Depth-adjustment mechanism located on the side of the device does not typically allow for excision depth instantly
Detachable and fully immersible head provides for additional cleaning and disinfection	Head is typically affixed to motor assembly
Blade is in constant motion, helping o provide consistent and uniform skin grafts	Blade oscillation is continuous acceleration and deceleration, with the blade pausing to change direction; potential interruption in skin graft consistency
Drive motor factory-sealed for increased protection against fluid/steam exposure; helps to maintain motor performance	Drive motor assemblies frequently open to fluid/steam exposure, resulting in potential impact in motor performance
Depth adjustment relies on standard machine threads that do not require calibration after each donor recovery	Depth adjustment relies on cam/set screw that may require calibration more often
Device automatically shuts off when not in use – safety feature	Operator required to shut off the device