

- Excision and Skin Grafting with ONE device
- Reduce the number of surgical procedures per patient
 - Drive clinical and financial efficiency

One Device. Dual Procedures. Flexible Capital Programs.



Above images courtesy of: Peter Grossman, MD FACS, Grossman Burn Centers

Solutions in Skin Grafting and Excision

The Amalgatome SD has proven to deliver the following results:

- Potential to shorten patient length of stay¹
- Reduction in Operating Room time and serial visits due to enhanced excision performance²
- More addressable patient excision and skin grafting zones during a single procedure²
- Improved ergonomics and device cutting efficiency due to circular device design
- Potential positive impact on PPE supply by decreasing number of surgeries
- Flexible purchasing programs allowing for quicker implementation in surgery

Return on Investment with the Amalgatome SD

Consensus Paper Conclusion:

This device greatly improves speed and precision in debridement, provides better patient safety for debridement and grafting. The Amalgatome represents significant advancement in the safety and efficacy for debridement.²

Excision



Image courtesy of: Peter Grossman, MD FACS,
Grossman Burn Centers

- Prepares uniform wound bed for better graft adherence
- Substantially improve patient excision time with the Amalgatome SD versus traditional excision instruments
- Faster excision time has many benefits, to both the patient, as well as economic benefits for the operating room

"The Amalgatome has increased my efficiency immensely. It has decreased my OR time by more than 50%. I performed a 40% burn case in 40 min versus the usual 2-hour allotment." –Andrea Dunkelman, MD, FACS, Orange County Burn Center

Skin Grafting



Image courtesy of Tim Pittinger, MD FACS, Akron
Children's Hospital

- Uniform, consistent graft quality
- More patient grafting zones available versus conventional Dermatome use- allows more surface area to be excised or grafted in one procedure
- Circular cutting technology allows for maneuverability around difficult grafting areas, particularly useful when recovering skin grafts from abdomen, thigh, and scalp

"As I have told you before, the Amalgatome[®] SD is so fantastic, if someone told us we would have to go back to the other technology I think I would have to quit doing burn cases." –John Griswold, MD, FACS, Texas Tech University Health Sciences Center

Delivering ROI Results - Single Patient Savings Impact Model and Flexible Purchasing Programs

| Surgical Time During Procedure | Conventional Dermatome | Amalgatome | Savings | Highlights |
|--|------------------------|-----------------|-----------------|---|
| Average Time for Excising/Grafting | 50 mins | 35 mins | | up to 30% Reduction in OR time up to 33% Savings due to 1 less OR visits |
| Number of Procedures | 3 | 2 | | |
| Average Anesthesia Costs (\$4,706 x # Procedures) ³ | \$14,118 | \$9,412 | | |
| Average Cost OR Trip (\$75/min x # Procedures) ³ | \$11,250 | \$5,250 | | |
| Surgical Costs | \$25,368 | \$14,662 | \$10,706 | |
| ICU Length of Stay Days | Dermatome | Amalgatome | Savings | Highlights |
| Average Cost Per Day (\$8,362) ³ | | \$8,362 | | Potential length of stay shortening given less OR visits |
| Reduction in ICU days | | 3 | | |
| ICU Costs | | \$25,086 | \$25,086 | |
| Total Potential Savings for ONE Patient | | | \$35,792 | |

To assist during these financially difficult times Flexible Purchasing Programs are available:

- Individual Part Purchase through Kit Component Purchase Orders
- Capital Purchase through Consumable Acquisition Plan

References:

- ¹ Granick MS, Garnelli RL, Chehade M. Surgical Wound Healing and Management. The Evolution of Surgical Wound Management: Toward a Common Language. Informa Healthcare, USA, 2007, p55.
 - ² Eriksson E, Grossman P, Pittinger T, Ellis C, Gillenwater J, Short T. Consensus on the Benefits of the Exsurco Medical Amalgatome[®] SD in the Treatment of Burns and other Wounds. Eplasty. Volume 19, 2019
 - ³ Foster K, MD, MBA, FACS; January 2019; The Health Economic Impact of Introducing a Novel Technology into the Burn Center: A Case Study of Autologous Cell Harvesting Device; 37th Annual North American Burn Society; Park City, UT
 - ⁴ Hermans MH, Pittinger T, Bailey K, Powell HM. Report on Three Porcine Proof-of-concept Studies: Comparison of a Dermatome with a Rotating Excision Ring with Conventional Dermatomes for the Harvesting of STSGs and Excision of Necrosis. Wounds. 2019 Mar 29. pii: WNDS20190329-2.
- * Data on file at Exsurco Medical, Inc.