

Economic Value of Systems and Services

**We Lay the Foundation for Successful Patient Access and Reimbursement by
Continuously Demonstrating the Value of Our Systems and Services**



Transnasal Endoscopy

Ultraslim Gastrosopes to Benefit Patients and Enhance Hospital Services



Benefits

Reduces Patient Discomfort

Simple Procedure Potentially Reducing Sedation

Cost and Time-Saving Benefit

- Transnasal endoscopy (TNE) uses an ultrathin endoscope of less than 6 mm in diameter, which aims to **improve patient tolerance and convenience of the procedure**.¹
- The need for sedation of patients may be reduced, or eliminated entirely*, potentially saving costs.
- **Procedures may be more efficient** as patients are conscious and able to communicate with their endoscopist. Reducing or eliminating sedation improves patient recovery time.
- **Patient acceptance is high**, as 82% found TNE to be better than their previous TOE.²
- **The total expense of the endoscopic procedure may be reduced** by eliminating the need for sedation, sedation-related complications, sedation-related work loss, post-procedural monitoring and post-procedure transportation.

*When compared to transoral endoscopy (TOE).

Value Dimensions

Transnasal Endoscopy Provides a Number of Values for You and Your Staff

Efficiency

Process and Workflow Management

- Shorter procedure time may increase number of procedures carried out.
- Quicker recoverytime saves recovery-room capacity.
- Less support staff required.

Economics

Cost and Cash Flow Management

- Reduced sedation-related cost and complications.
- Sedation-related work loss.
- Post-procedural monitoring and patient transportation.

Reputation

Attractiveness and Competitiveness

- Tolerable patient experience
- Increased patient comfort^{1*}
- Minimized risk associated with anesthesia and comparable clinical performance with TOE¹

Value

Transnasal Endoscopy

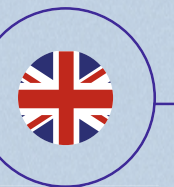
Ultralim Gastrosopes to Benefit Patients and Enhance Hospital Services

The Importance of TNE

Screening gastroscopy is one of the most effective ways to detect early-stage diseases and may eventually save a patients' life. However, a sedated transoral endoscopy usually also requires facilities to increase their respective staff and space.*

TNE may be a solution for these circumstances within conventional procedures. This patient-friendly procedure with ultralim endoscopes may encourage more patients to have an endoscopy and may contribute to an increase in the positive reputation of your facility, as patients might face less discomfort.

Sample Case, JCUH, Middlesbrough, UK, Published 2019



The James Cook University Hospital (JCUH) has worked with both the Academic Health Science Network for the northeast and north Cumbria (AHSN NENC) and Olympus to implement this new procedure and bring the benefits of this service to patients and staff. The service was introduced to JCUH as part of the seven-year contract Olympus has with the hospital to free up capacity within the endoscopy department.



Outcome



Majority of patients would prefer a TNE procedure.^a



Other benefits included treating high-risk patients.^b



Improved capacity brought cost and time-saving benefits.^c

- **TNE is a low-risk procedure** and can improve the speed of patient recovery times due to the reduction or elimination of sedation, making it **ideal for deploying in community hospitals and primary-care settings**, alleviating some of the pressures on the service at JCUH.
- The shorter timescale for each procedure means that several two-week wait (2WW) gastroenterology GI cancer clinics will be developed, providing an **opportunity to offer a rapid-access One Stop TNE procedure on the day of an outpatient appointment**, if clinically appropriate.

* Associated to sedation and patient recovery.

Transnasal Endoscopy

References

- ¹ World J Gastrointest Endosc. 2014 Feb 16; 6(2): 41–48. Transnasal Endoscopy: Technical Considerations, Advantages and Limitations. Atar M, Kadayifci A
- ² J Gastrointestin Liver Dis. 2014 Mar; 23(1): 27–31. Transnasal Endoscopy Is Preferred by Transoral Endoscopy Experienced Patients. Kadayifci A, Atar M, Parlar S, Balkan A, Koruk I, Koruk M ...
- a: There was less discomfort and therefore patients were less likely to interfere with the procedure, such as attempting withdraw the scope.
 - b: Such as motor neurone disease sufferers. In one case, the team at JCUH was able to deploy a percutaneous endoscopic gastrostomy (PEG) using TNE, removing the necessity for sedation, which can often compromise patients' breathing.
 - c: Based on JCUHs increased ability to perform therapeutic work.

Read More About ...

As medical knowledge is constantly growing, technical modifications or changes of the product design, product specifications, accessories and service offerings may be required.

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