

## 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**







Benefits

Increased Operative Efficiency and Interdisciplinary Usability

Facilitating and Enhancing Team Surgery

Increased Staff Satisfaction and Occupational Health<sup>1</sup>

- Immersive experience for entire surgical team due to big-screen **4K 3D visualization**. This **facilitates teamwork, surgical training and additional consultative input\***.
- Can be used as a visualization and magnification tool for multiple microsurgical specialties\*\* and procedures, and may thus **increase cost-effectiveness, utilization and return on investment**.
- Training and education of staff may bring economic benefits by **allowing more staff to view, participate and learn during each case.\*\*\*2,3**
- Investment provides **access to the latest technology** in fluorescence-guided surgery with infrared and blue light imaging, as well as NBI.

\* If needed. \*\* Like neurosurgery, spinal surgery, plastic and reconstructive surgery, maxillo-oral-facial surgery, or ENT. \*\*\* Compared to usual process, which limits number of people trained simultaneously

Value Dimensions

ORBEYE Provides a Number of Values for You and Your Staff

Economics

Cost and Cash Flow Management

- A system designed for multiple disciplines and surgical workflows.
- Cost of ownership may be decreased given less need for servicing.

Efficiency

Process and Workflow Management

- Optimized surgeon workflows.
- May contribute to greater surgical-step anticipation and preparedness.
- Versatile utilization across multiple microsurgeries.

Safety

Patient and Staff Well-Being

- More comfortable and natural working position.
- Entire surgical team can participate in surgery and anticipate steps.
- Easier surgical tutoring by senior surgeons.

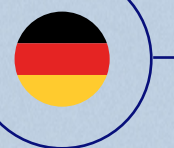
Value



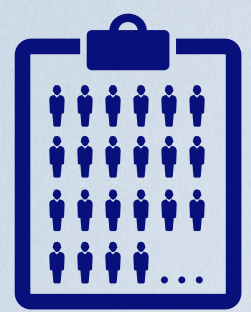
# ORBEYE

## Revolutionize Your Surgical Microscopy

### Sample Case UKE, Hamburg, Germany



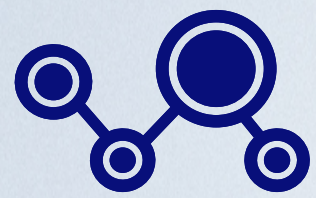
#### Situation



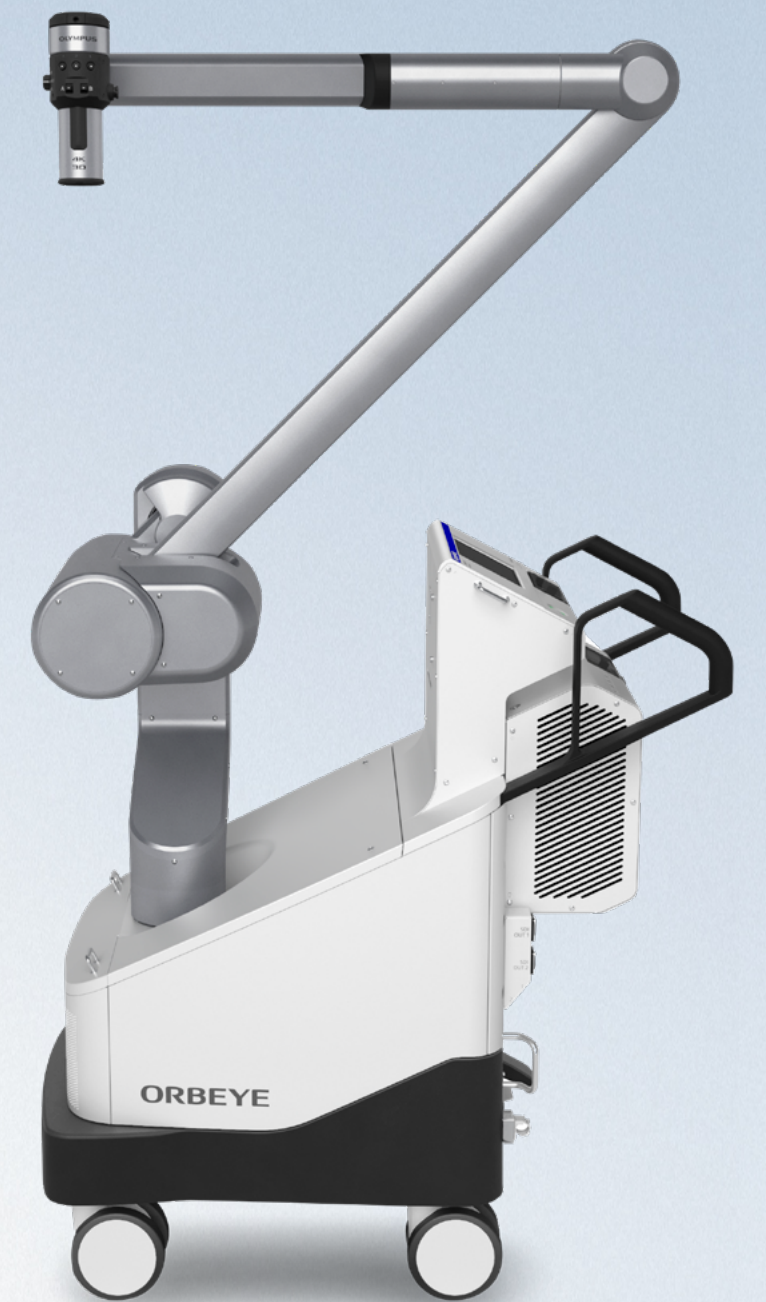
ORBEYE used in more than 700 procedures over the last two years.



Team surgery and education enhanced with possibility for increased participation with same number of procedures.



Applicable for interdisciplinary use in a number of surgeries like neuro, ENT, plastic and other microsurgical disciplines.



#### Outcome

- Increased reputation for hospital with use of innovative products.
- No need to switch back to older technology and microscopes.
- Excellent reliability: no technical incident or other serious event.

### 2 Years' Experience to Build Upon

Find out about more experiences on our website



## References

- <sup>1</sup> Lavé, A., Gondar, R., Demetriades, A. K., & Meling, T. R. (2020). Ergonomics and musculoskeletal disorders in neurosurgery: a systematic review. *Acta neurochirurgica*, 162(9), 2213–2220. doi: 10.1007/ s00701-020-04494-4
- <sup>2</sup> Babineau TJ, Becker J, Gibbons G, et al. The “Cost” of Operative Training for Surgical Residents. *Arch Surg*. 2004;139(4):366–370. doi:10.1001/archsurg.139.4.366
- <sup>3</sup> Matthew Bridges, Daniel L Diamond. The financial impact of teaching surgical residents in the operating room. *The American Journal of Surgery*. Volume 177, Issue 1, 1999, Pages 28-32. DOI: 10.1016/s0002-9610(98)00289-x

**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.