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
### PLASMA+

**For All Needs in Endourology and Beyond: Procedure-Oriented, Safe, Efficient**

- **Enhanced performance** may shorten procedure time.
- Underlying HF technology has been **used and proven for years, treating millions of patients successfully.**
- **Procedure-oriented system** for open, laparoscopic and endoscopic surgery based on one energy source, enabling optimal patient outcomes.
- **Backward-compatible** with current Olympus portfolio and standard instruments.
- **Operational efficiency may be enhanced** through wireless foot switch, large interface and intuitive menu.

### Value Dimensions

**PLASMA+ Provides Added Value for You and Your Staff**

#### Economics
- **Cost and Cash Flow Management**
  - May reduce procedure time.
  - One supplier for different surgical needs.
  - Improved clinical outcomes reduce overall costs.
  - Reduced service workload.

#### Efficiency
- **Process and Workflow Management**
  - Interdisciplinary surgical use.
  - Increased efficiency with superior and reliable performance.
  - Compatible with standard HF instruments.

#### Reputation
- **Attractiveness and Competitiveness**
  - State-of-the-art technology and know-how.
  - Future-proof system.
  - Clinically investigated and recommended.
PLASMA Technology
Lowering the Overall Cost of Care

Improvement in Clinical Outcomes Reduces Overall Cost of Care
While most energy-based surgical products like lasers and monopolar electrosurgical devices use heat-driven processes to remove or cut tissue, PLASMA technology generates a constant PLASMA field to remove tissue at a low operating temperature.

Bipolar technology not only has a high level of evidence and recommendation today but is also associated with enhanced clinical outcomes and patient comfort. These improvements can translate into cost savings while maintaining or even increasing the quality of health care services.

NICE Guidance for PLASMA

Summary
The National Institute for Health and Care Excellence (NICE) has published updated guidance on PLASMA for transurethral resection (TURP) and hemostasis of the prostate.

Clinical Evidence
The PLASMA system has equivalent clinical effectiveness, while serious adverse events are reduced compared with monopolar TURP. As a result, it was agreed that day case use of PLASMA is possible, especially for low-risk patients.

Economic Impact
The cost model estimates a per-patient saving of at least 24%. This is driven mainly by the decrease in length of stay as well as the improved safety profile.

Further scenarios were carried out to consider the impact of reduced readmissions and when the procedure is carried out as a day case. In all scenarios the adoption of PLASMA technology reduces costs for users of both Olympus equipment and equipment from other manufacturers.

Potential Cost Savings with PLASMA versus Monopolar

<table>
<thead>
<tr>
<th>Costs</th>
<th>PLASMA</th>
<th>Monopolar</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Costs</td>
<td>-30%*</td>
<td>-30%*</td>
</tr>
<tr>
<td>Costs of Complications</td>
<td>TUR syndrome, clot retention, blood transfusions, hospitalization and readmissions</td>
<td>TUR syndrome, clot retention, blood transfusions, hospitalization and readmissions</td>
</tr>
<tr>
<td>Costs of Equipment</td>
<td>Consumables and capital</td>
<td>Consumables and capital</td>
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*Savings of up to £847 per patient
Length of stay reduced by 1.3 days
PLASMA+

References


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Read More About ...

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➤ http://olympus.eu/plasma

➤ https://www.nice.org.uk/guidance/mtg53

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