

## 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



## Benefits

**Equivalent Clinical Efficacy with Improved Safety Profile<sup>1</sup>**

**Customizable with Optimized Interaction of Electrodes and Generator**

**Reduced Costs through Shorter Hospital Stay and Fewer Complications<sup>3</sup>**

- 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.<sup>3</sup>
- Reduced service workload.

### Efficiency

#### Process and Workflow Management

- Interdisciplinary surgical use.
- Increased efficiency with superior and reliable performance.<sup>4</sup>
- Compatible with standard HF instruments.

### Reputation

#### Attractiveness and Competitiveness

- State-of-the-art technology and know-how.
- Future-proof system.
- Clinically investigated and recommended.<sup>1-3</sup>

Value



# 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.

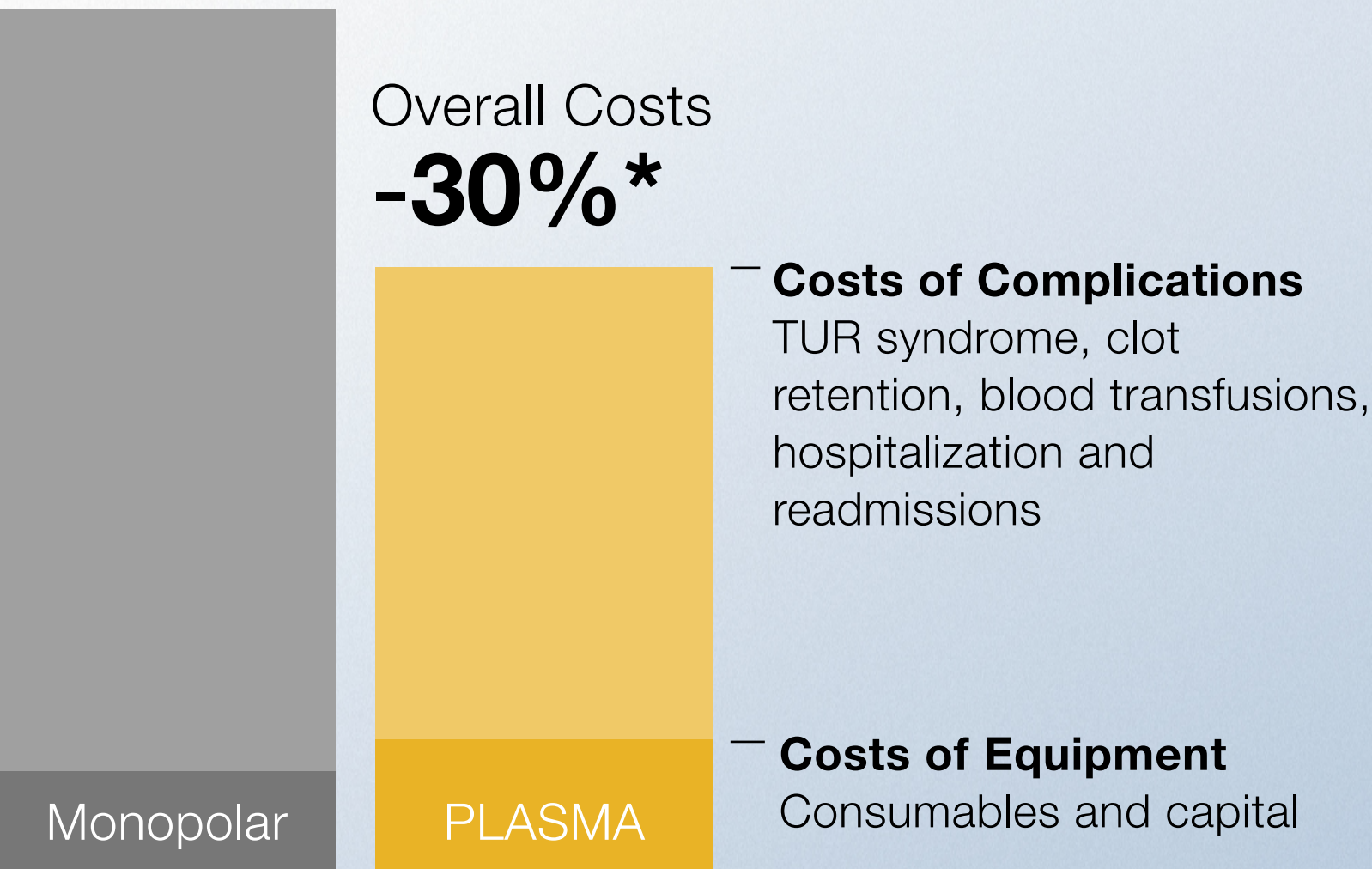


Savings of  
**up to £847 per patient**



Length of stay reduced by  
**1.3 days**

### Potential Cost Savings with PLASMA versus Monopolar<sup>3</sup>



\*Average cost savings of 33% for users of Olympus equipment, and 27% for users of equipment from other manufacturers.



## References

- <sup>1</sup> Gravas S., Cornu J.N., Gacci M. et al. Guidelines on the management of non-neurogenic male lower urinary tract symptoms (LUTS), incl. benign prostatic obstruction (BPO). European Association of Urology website.  
<https://uroweb.org/guideline/treatment-of-non-neurogenic-male-luts/>
- <sup>2</sup> Treharne C., Crowe L., Booth D., Ihara Z. Economic value of the TURis system for treatment of benign prostatic hyperplasia in England and Wales: Systematic review, meta-analysis and cost-consequence model. EU Focus, March 2016.
- <sup>3</sup> National Institute for Health and Care Excellence. The PLASMA system for transurethral resection and haemostasis of the prostate. NICE medical technologies guidance MTG53. January 2021.  
<https://www.nice.org.uk/guidance/mtg53>
- <sup>4</sup> Data on file. Bench test comparing plasma stability of ESG-410 with competitive generator.

Disclaimer: The publication on the previous page has been made available by Olympus for educational purposes only. All figures and outputs were modeled by NICE in the United Kingdom and therefore may not represent the outcomes from other health economies.

**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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