



# SPS

**Surgical Product Solutions**

“ Our mission is to bring revenue back to hospitals for their surplus, un-used surgical products while offering them discounts on high volume products they are currently utilizing. ”



# SPS

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## COMPANY OVERVIEW

Surgical Product Solutions LLC SPS is a leader in providing cost-saving solutions for healthcare facilities across the United States who choose to save money without sacrificing quality of care. We accomplish this by providing hospitals and surgery centers two ways to save on their high-volume surgical disposables.

### 1

SPS provides a solution for surgical disposables when they become jeopardized and are no longer being used by the facility. This can be due to product conversions, contract changes, or physician departures. We purchase these surgical disposables that would otherwise remain un-used and eventually expire on the shelves of the OR, injecting cash directly into the hospital's budget.

### 2

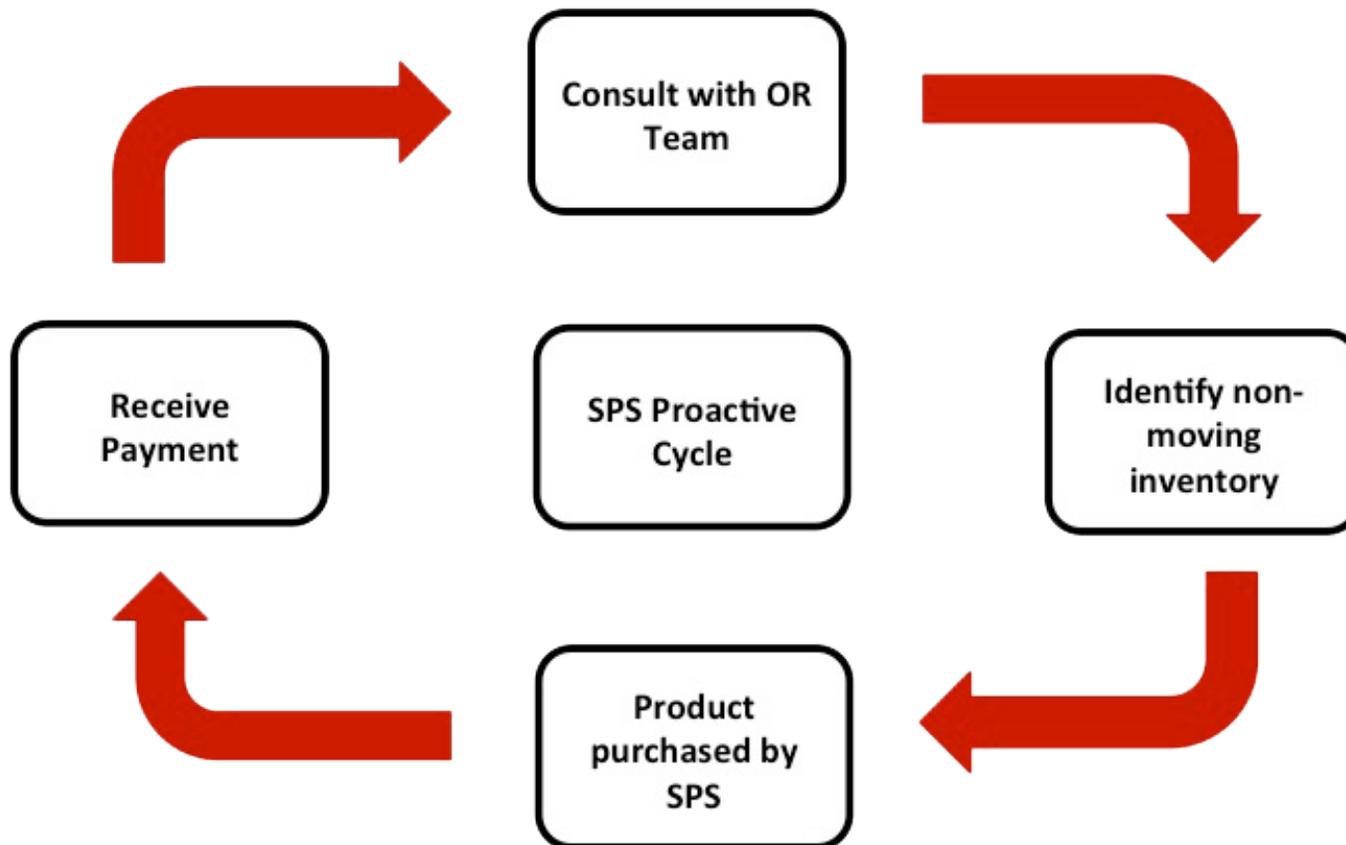
SPS acts as an independent distributor of un-used, in date surgical disposables. We can sell your facility the same high volume products that they are currently buying from top vendors, at an even greater discount from top tier pricing. We also provide the flexibility to purchase individual items in “eaches,” rather than in cases, which helps in the unique case of a preferential product that is outside your normal buying patterns (Physician Preference Item)—and avoids disrupting any contract compliances.



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## THE PROACTIVE CYCLE





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## ACQUISITION TIMELINE

- 1** | Identify and Isolate Your Surplus Inventory
- 2** | Complete, and Return Item List Template
- 3** | Our Appraiser will evaluate your product list. Then your SPS consultant will deliver offer within 48 hours.
- 4** | After offer is accepted, we will send prepaid shipping labels. We ship the product at no cost to you.
- 5** | Our payment terms are net 30 from when the product is received in house and quality controlled.



# SPS

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**10 REASONS**

## **10 CONSISTENT REASONS FOR NON-MOVING INVENTORY**

- 1** | Surgeons depart and leave their preferred products behind.
- 2** | Surgeons' preferences change. Surgeons' repeatedly change their preferment for certain surgical products. More and more, the facilities are stuck with a remaining balance of un-used inventory.
- 3** | Group Purchasing Organization's change and new contracts dictate changes in products and OEMs. Oftentimes, the previous OEM's inventory is left behind in the conversion.
- 4** | OEMs & distributors are making it more difficult to return products.
- 5** | Technology changes and improves. OEMs are constantly releasing new technologies that cause old technology to become obsolete.



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**10 REASONS**

## 10 CONSISTENT REASONS FOR NON-MOVING INVENTORY

- 6** | Your facility simply ceases to perform certain procedures.
- 7** | When your hospital switches OEMs, typically all other facilities in your network are switching to the same OEM.
- 8** | The Sales Reps for OEMs turnover and/or abandon the relationship.
- 9** | Poor inventory management (first in, first out) / ordering errors. Product is spread over too many locations to keep track of it all. Besides the O.R. Core and main supply area, product can be spread throughout the operation rooms, labs, and surgical carts.
- 10** | Your staff does not have the time to continually deal with surplus inventory.



# SPS

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**TARGETED PRODUCTS**

## TOP VOLUME VENDORS

### *First Tier*

Bard / Davol (Mesh, Fixation, Stents, Gynecology)  
Covidien (Mesh, Endomechanicals, Fixation, Suture, Energy)  
Ethicon (Mesh, Endomechanicals, Fixation, Suture, Energy, Gynecology)  
Arthrex (Orthopedics)  
Smith & Nephew (Orthopedics)  
Applied Medical (Endomechanicals)  
Stryker (Orthopedics)  
Gyrus (ENT, Energy)  
Genzyme (Soft Tissue)  
Hologic (Gynecology)

### *Second Tier*

Atrium (Mesh)  
Athrocare (Orthopedics)  
Allergan (Bariatrics)  
Boston Scientific (Urology, Stents)  
Conmed (Orthopedics)  
Karl Storz (Urology)  
Medtronic (Orthopedics, Spine, Otolaryngology)  
Mitek (Orthopedics)  
Synthes (Orthopedics – Trauma Implants)



# SPS

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**COST SAVINGS**

We can provide a higher return on non-moving inventory by identifying product sooner when it has healthier expiration dates. Customers that then utilize this return to purchase product from our warehouse effectively maximize their savings.

### *Hospital A*

>250 beds

**\$10,000**

Cash back for surplus

**\$10,000**

Positive cash back towards OR budget

### *Hospital B*

<250 beds

**\$10,000**

Cash back

-or-

**\$14,000 to \$16,000**

Cost avoidance on future purchases on high volume product with SPS

-or-

**\$16,000 to \$20,000**

Cost avoidance with a cash and or credit option



# SPS

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**INDEPENDENT DISTRIBUTOR**

SPS stocks over 50 top vendors with over 3,000 sku's that are available for purchase at even a greater discount from contracted top tier pricing. All of the available product has undergone a strict quality control process and is guaranteed to be in-date, un-used, and in the original manufacturers packaging.

Since the product that makes up our inventory comes from surplus acquisitions, we cannot elect to be a sole provider of any product, except for our wholesale surgical instrument and implant line. Customers add us as a secondary vendor for product categories of their preference.



# SPS

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**CUSTOMIZED PURCHASING**

Our team works with administrators and OR buyers to create a customized purchasing process that cross references SPS inventory with items that are frequently purchased by your facility. Buyers receive a customized report at designated times to ease the ordering process. Customers can have password access to our online store where orders can be processed same day and inquiries on product availability, price and purchase history can be viewed. Our purchasing flexibility allows you to order by the “each.”

Your account manager can also create a “request list” of items that are targeted for cost savings that can be added to your profile. This information is used when acquiring inventory to make the product(s) available for future purchase at our discounted prices.

By personalizing our service SPS can maximize cost savings and time savings for each client.



# SPS

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**SAVINGS WITHOUT COMPROMISE**

SPS is one of the nation's top distributors of unused, in date surgical disposables. We sell the same high volume products from top vendors like Ethicon, Covidien, Bard and Arthrex at an even greater discount than your top tier pricing.

- | **Low Price Guarantee**
- | **FDA Registered**
- | **No Minimum Orders**
- | **Purchasing Flexibility - All products sold by the 'each'**
- | **Custom Reporting Based on Usage**
- | **Product Quality Guarantee**
- | **Easy Account Set Up**
- | **No Contracts Required**
- | **Real Time Online Inventory**
- | **Fast Shipping- Products ship same day**



# SPS

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**QUALITY CONTROL**

Safety comes first when using medical devices. Our intensive quality control process ensures that the products we warehouse and sell are all un-used, in-date, quality product. SPS follows FDA guidelines and best practices when inspecting product packaging and product storage requirements.

**SPS works under tight scrutiny and abides by safety standards in today's medical device industry ensured by:**

- | **U.S. Congress**
- | **U.S. Food & Drug Administration**
- | **U.S. Government Accountability Office**



# SPS

**Surgical Product Solutions**

**QUALITY GUARANTEE**

To ensure our customers are getting the best quality product that we can possibly provide, domestic surgical facilities are allowed to return items upon request, including any ordering errors on their part.

Any domestic facility that is not satisfied with any device upon receipt will have that device replaced at no additional charge. If that specific product is not available, SPS will give the facility equal dollar credit towards any other device(s) in our inventory. Should any product we sell reach its expiration date prior to your receipt of that product, SPS will replace the product at no charge and if that specific product is not available, equal dollar credit towards any other device(s) in our inventory will be issued.

For all domestic surgical facilities, any item subject to a voluntary or involuntary recall from a manufacturer or the Food & Drug Administration will be replaced with identical product not under the recall at no charge. If supply is not available, SPS will give the facility equal dollar credit toward any other device in our inventory. Product will be returned to SPS and subsequently destroyed.



**SPS**

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**GET STARTED**

**Call or email today and start saving!!!**

412-564-1280

info@surgicalproductsolutions.com

fax: 412-774-2345