

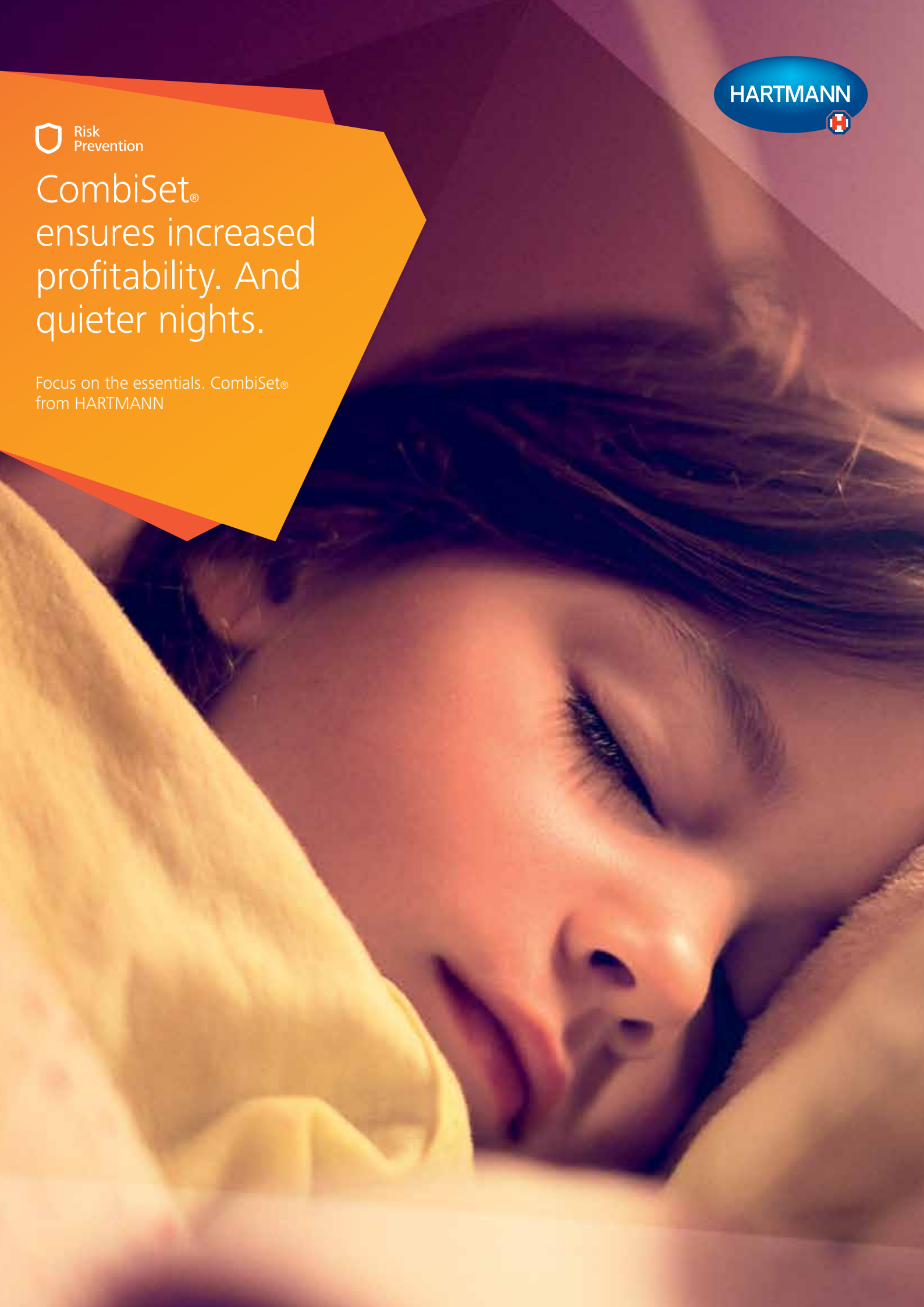
HARTMANN



 Risk
Prevention

CombiSet®
ensures increased
profitability. And
quieter nights.

Focus on the essentials. CombiSet®
from HARTMANN





Make a profit. And work with less stress.

Focus on the essentials.

As a commercial manager, you need to master many complex challenges in relation to the **profitability of your hospital** and the **requirements of your colleagues** in the OR. CombiSet® includes all disposable OR-materials required for a particular surgical procedure. CombiSet® thus enables **standardised and more efficient processes** in the preparation and documentation of operations. This leads to **shorter change over times by an average of six minutes** and consequently **up to 6% more procedures per year on average**.* CombiSet® greatly simplifies all procedures relating to ordering, supply and storage, thus ensuring **additional cost savings**. The standardisation achieved through CombiSet® also reduces the risk of handling errors. This increases **quality and safety in your OR**.

CombiSet® reduces costs, increases productivity and revenue, and improves quality and safety in your hospital.

* Basis: Productivity simulations of UNITY Consulting & Innovation AG based on data compiled from 25 OR process optimisation projects with over 100.000 operations in the DACH region. Commissioned by PAUL HARTMANN AG.

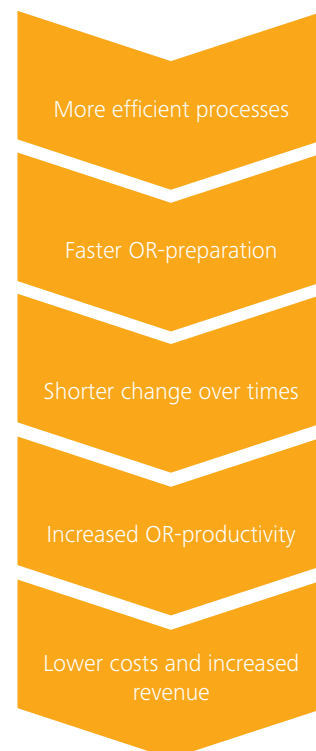
Reduce costs, increase revenue.

CombiSet® optimises and standardises processes in your OR – both in the preparation and documentation of all operations and in terms of logistics. This saves times, lowers expenses and improves OR-productivity and resource efficiency as a result of shorter change over times.

-
- » Faster picking of required components, as CombiSet® contains all single-use components.
 - » Quicker setup of operating tables – fewer peeling packages need to be opened.
 - » Lower consumption and cost of OR-materials that are opened but not used.
 - » Simplified order management, storage and transportation.
 - » Reduced disposal costs due to lower material consumption.
 - » Reduced risk of handling errors due to higher level of standardisation.
-

* Basis: Productivity simulations of UNITY Consulting & Innovation AG based on data compiled from 25 OR process optimisation projects with over 100.000 operations in the DACH region. Commissioned by PAUL HARTMANN AG.

For you, this means:





Increase OR-productivity with CombiSet® (based on simulation data from 25 OR process optimisation projects with over 100.000 operations)

Parameter / Key figure	Initial situation (without CombiSet®)	Positive effect with CombiSet®	Benefit for your hospital	
Picking	10 mins	7 mins	- 3 mins	1,042 working hours per year in OR*
Setting up tables	10-25 mins Ø 21.3 mins	2-15 mins Ø 11.7 mins	- 9.6 mins	
Change over time	47:33 mins	41:34 mins	- 6 mins	
Number of procedures	4,289 operations	4,543 operations	+ 254 operations (6%)	
OR-productivity (cut/suture)	47.8 %	50.5 %	+ 2.7%	

* Working hours in OR: 13.75 mins/operation (due to varying durations and savings due to CombiSet® AND since not every procedure is carried out with CombiSet®. BUT: The time is partially saved by two people (circulating nurse AND sterilising person finish up earlier). The future situation is also relevant. Therefore: 13.75 mins * 4,543=1,042 hrs/year in OR.



Minimise risk, increase safety.

CombiSet® reduces the risk of handling errors through standardised and optimised processes. This increases quality and safety and eases workload for your staff.

-
- » Simplified implementation and compliance of standards, as CombiSet® reduces the number of preparatory steps required.
 - » Lower risk of contamination and handling errors due to fewer necessary handovers.
 - » Reduced risk of post-operative wound infections thanks to a total of 900 individual and perfectly fitting drapes.
 - » Positive effect on the reputation of your hospital.
-

For you, this means:



Added value for your hospital. And for you.

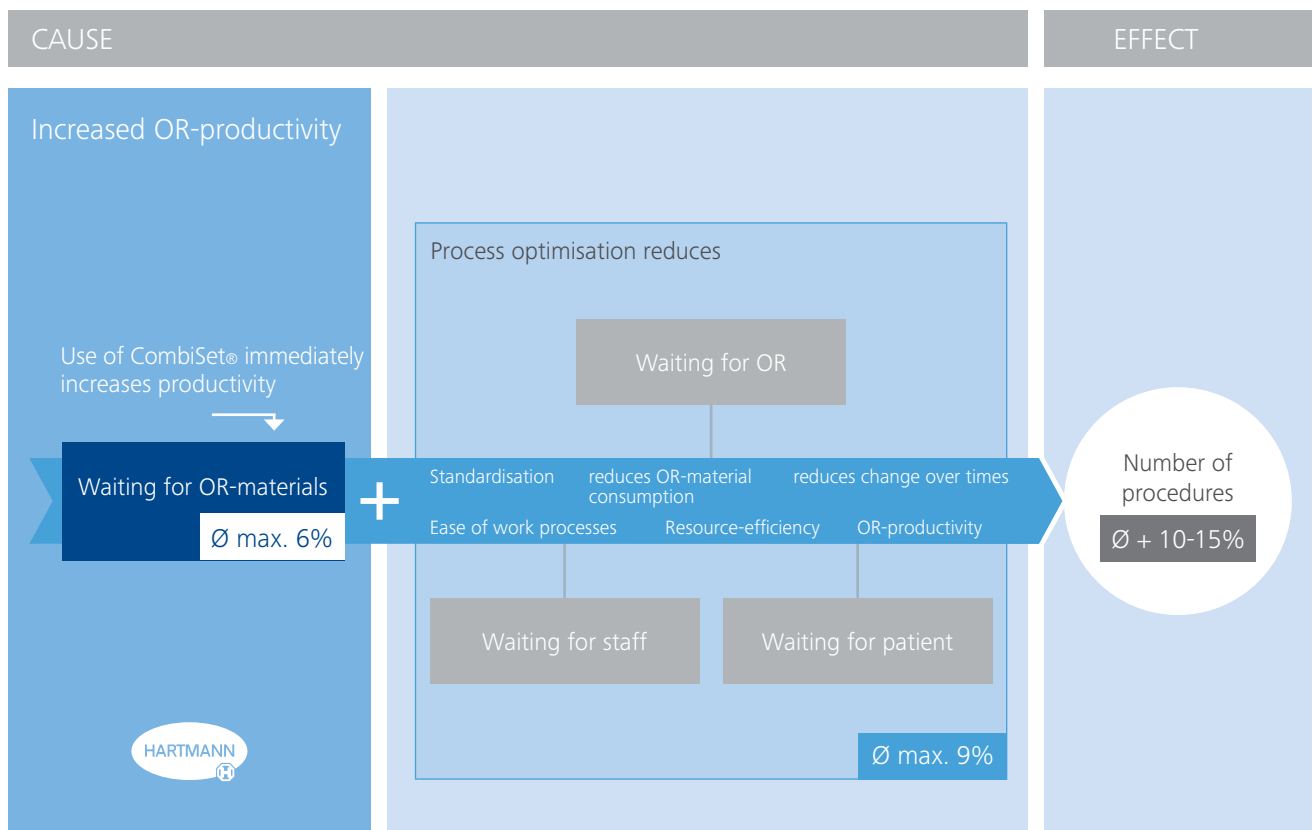
Increase the profitability of your hospital with CombiSet®. More efficient and standardised processes save time through various work steps. This reduced effort leads to lower costs and higher quality and safety, and also increases revenue in your hospital thanks to higher productivity.

OR-productivity is based on the availability of OR-materials, staff, operating theatres and patients. By creating the optimal basis for these factors, the number of procedures is increased by an average of 10-15%.

-
- » Simply using CombiSet® ensures an immediate increase in the number of procedures by an average of up to 6%*. Switching to CombiSet® leads to a prompt increase in productivity in your OR.
 - » If required, HARTMANN will help you to optimise follow-up measures to ensure that you can perform as many procedures as possible in your OR.
-

* Basis: Productivity simulations of UNITY Consulting & Innovation AG based on data compiled from 25 OR process optimisation projects with over 100.000 operations in the DACH region. Commissioned by PAUL HARTMANN AG.

The HARTMANN added value philosophy*



* Basis: Productivity simulations of UNITY Consulting & Innovation AG based on data compiled from 25 OR process optimisation projects with over 100.000 operations in the DACH region. Commissioned by PAUL HARTMANN AG.

Visualising increased productivity in your OR.

Experience the effects of CombiSet® in 3D: with Process Optimizer from HARTMANN

Want to see how CombiSet® can reduce workload for your employees and shorten change over times?

The unique **CombiSet® Process Optimizer** from HARTMANN visualises the simplified processes involved in the preparation of an operation in the form of an interactive 3D-design – and contrasts it directly with conventional approaches (see Fig. 1/2/3). This allows you to see how CombiSet® increases the productivity in your OR step by step.

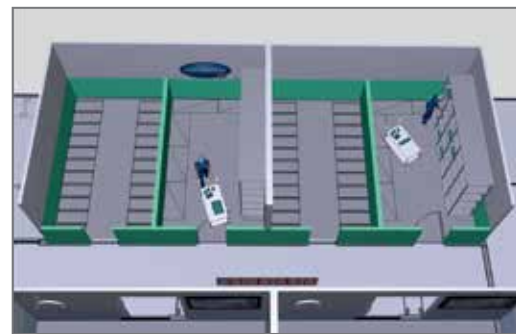


Fig. 1: Comparison of picking of surgical equipment with and without CombiSet® with Process Optimizer.

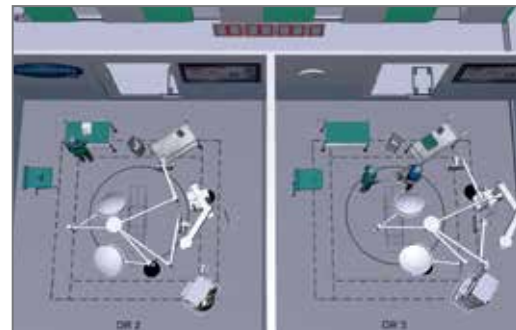


Fig. 2: Comparison of table setup with and without CombiSet® with Process Optimizer.



Fig. 3: Comparison of ordering and delivery with and without CombiSet® with Process Optimizer.



Visualising increased productivity in your OR.

Determine individual added value immediately with the new CombiSet® Efficiency Key

Want to know how much time you can save and how many additional procedures you can perform in your OR using CombiSet®?

The **CombiSet® Efficiency Key** is an innovative tool developed by HARTMANN which determines the specific OR-productivity increases for you within just a few minutes (see Fig.1/2/3). Our employees are also available to help you.

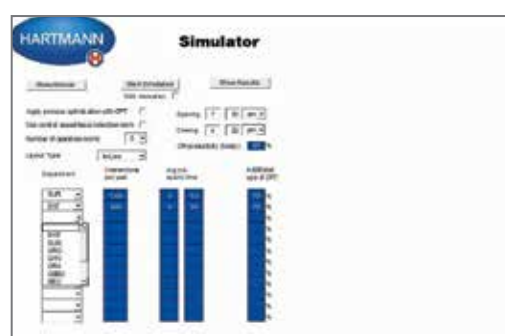


Fig. 1: Determining individual added value with Efficiency Key.



Fig. 2: Visualisation of increased OR-productivity with Efficiency Key.



Fig. 3: Visualisation of increased OR-productivity with Efficiency Key.



Greater profitability with CombiSet®.

- » Improved resource efficiency.
- » Increased OR-productivity.
- » Greater quality and safety.





PAUL HARTMANN AG
89522 Heidenheim
Germany

Visit our website:
www.hartmann.info



**Going further
for health**