



Your Vision, Our Future

THUNDERBEAT Evaluation Calculator

Evaluation Calculator

- A tool to document data from THUNDERBEAT Evaluations and show financial savings to hospital management
 - ▶ Procedure Type
 - ▶ Date
 - ▶ Surgeon
 - ▶ All devices replaced by THUNDERBEAT
 - ▶ Estimated Time Savings
- **Evaluation Summary** page showing annual device cost savings and annual time savings with THUNDERBEAT by procedure
- **Time & Direct Cost Comparison** page quantifies direct cost savings and OR Time Value savings
- **Direct Cost Comparison** page quantifies direct cost savings only

Evaluation Calculator – Cover Page (Page 1)

OLYMPUS

THUNDERBEAT Surgical Tissue Management System

Evaluation Summary and Financial Analysis

To: Mass General Hospital
Boston, MA

Presented By: John Doe

Evaluation Dates: November 30th to December 30th 2012

Front page data will automatically populate once second page is filled out.

Evaluation Calculator – Evaluation Data (Page 2)

Fill out this data and it will automatically populate the cover page

THUNDERBEAT Evaluation Data Sheet								
Customer Name:	Mass General Hospital							
Customer Location:	Boston, MA							
Territory Manager:	John Doe							
Evaluation Dates:	November 30th to December 30th 2012							
Date	Surgeon	Procedure (drop down)	Previous Device(s) Used (Not Required in Evaluation Case)	Previous Device(s) Total Cost	Olympus Device (drop down)	Olympus Device Cost	Estimated Time Savings (minutes)	Notes
		Appendectomy	Harmonic ACE & Ligasure	\$900	THUNDERBEAT	\$550	20	
		Cholecystectomy	Harmonic ACE	\$450	SONICBEAT	\$375	10	
		Cholecystectomy	Harmonic ACE	\$450	SONICBEAT	\$375	8	
		Cholecystectomy	Harmonic ACE	\$450	SONICBEAT	\$375	12	
		Gastrectomy	LigaSure Atlas	\$550	THUNDERBEAT	\$525	18	
		Appendectomy	Harmonic ACE & Ligasure	\$900	THUNDERBEAT	\$550	20	
		Gastrectomy	LigaSure Atlas	\$550	THUNDERBEAT			

Evaluation Calculator – Evaluation Data (Page 2)

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		Appendectomy	Harmonic ACE & Ligasure	\$900	THUNDERBEAT	\$550	20	
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Type of procedure should be selected from the drop down menu for each case

Evaluation Calculator – Evaluation Data (Page 2)

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		Gastrectomy	LigaSure Atlas	\$550	THUNDERBEAT			

For each procedure make note of all devices that were replaced by THUNDERBEAT. In addition to energy devices (LigaSure or Harmonic ACE) also think about mechanical ligation devices (clips, staples, etc). Input the TOTAL cost of all devices replaced by THUNDERBEAT.

Evaluation Calculator – Evaluation Data (Page 2)

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		Appendectomy	Harmonic ACE & Ligasure	\$900	THUNDERBEAT	\$550	20	
		Gastrectomy	LigaSure Atlas	\$550	THUNDERBEAT			

Input the cost of
THUNDERBEAT or
SONICBEAT
handpieces used

Evaluation Calculator – Evaluation Data (Page 2)

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After each procedure ask the surgeons how much time they think THUNDERBEAT saved them.

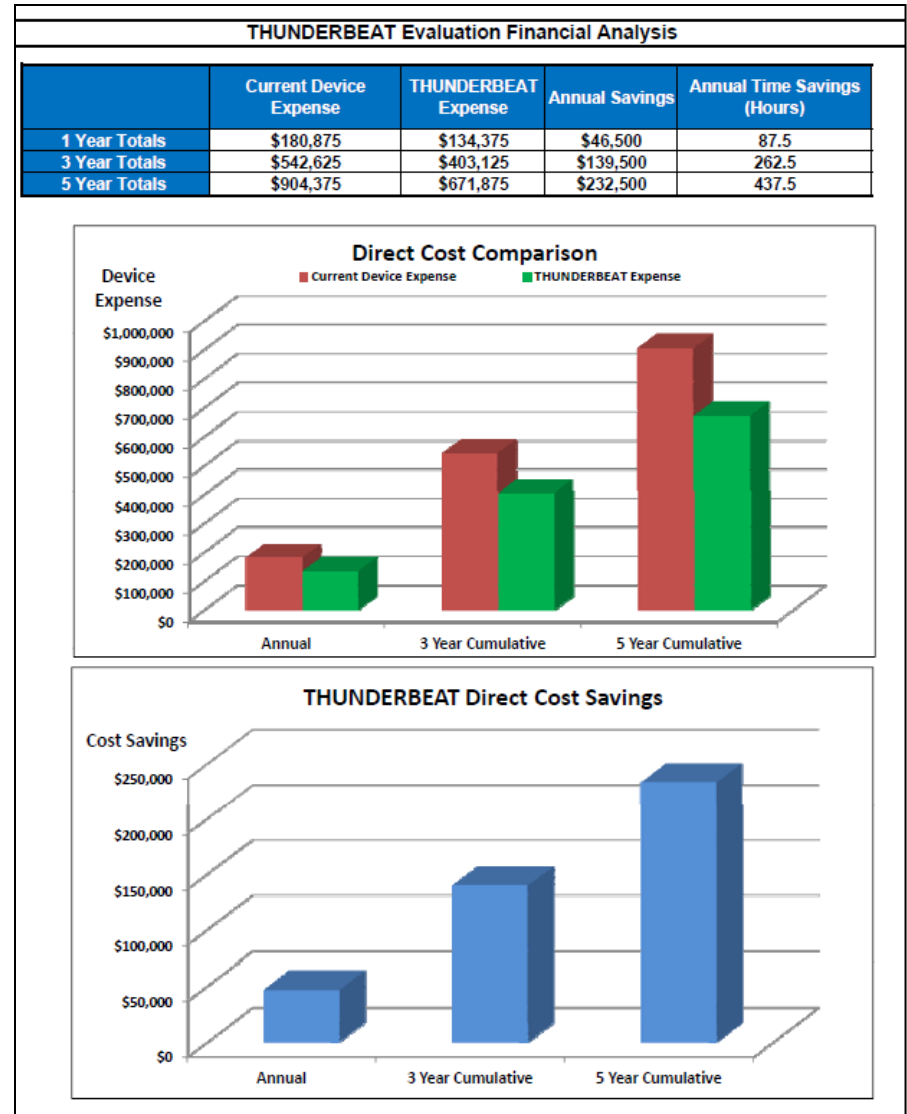
Evaluation Calculator – Evaluation Summary (Page 3)

THUNDERBEAT Evaluation Summary						
Procedure	Current Device Average Cost/Procedure	OLYMPUS Average Cost/Procedure	OLYMPUS Average Time Savings (minutes)	Estimated Annual Procedure Volume	Annual Cost Savings	Annual Time Savings (minutes)
Appendectomy	\$900	\$550	15	80	\$28,000	1200
Bariatric Misc						
Cholecystectomy	\$450	\$375	10	110	\$8,250	1100
Cystectomy						

The only data to input on the Evaluation Summary page is the Estimated Annual Procedure Volume

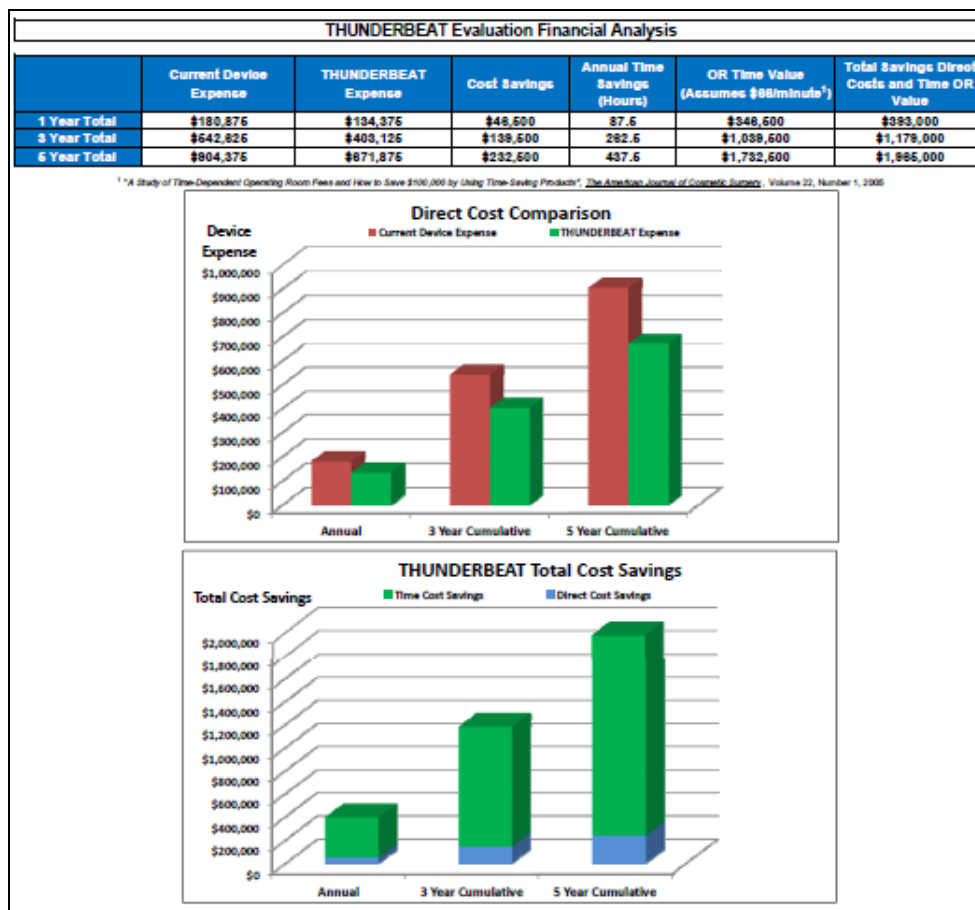
Evaluation Calculator – *Direct Cost Comparison*

- The 1st financial analysis page calculates only the direct cost savings for the account
- *THUNDERBEAT Direct Cost Comparison* chart compares cumulative existing expenses to THUNDERBEAT for 1, 3, and 5 years
- *THUNDERBEAT Direct Cost Savings* chart shows the cumulative savings with THUNDERBEAT for 1, 3, and 5 years



Evaluation Calculator – Time & Direct Cost Comparison

- The final page calculates the total savings for the account
- Direct Cost Comparison* chart shows inventory savings (direct expense)
- THUNDERBEAT Total Cost Savings* chart shows combined direct costs and OR time value savings
- Time savings dollar value determined from published study using \$66 / minute of OR time



Financial Analysis Sheets – Which one to present?

- You should only present one of the financial analysis pages to hospital management:
 - ▶ If your customer believes the adage '*Time is Money*' present the *Time & Cost Comparison* financial analysis sheet, which references a study valuing OR time at \$66/minute
 - ▶ If your customer will not view OR time savings as 'real' cost savings, present the *Direct Cost Comparison* financial analysis sheet (this sheet also shows OR time saved in hours, however it does not quantify the time savings to a dollar value)

