

Quick Reference Guide | Laparoscopic Instruments

VALUE PROPOSITION:

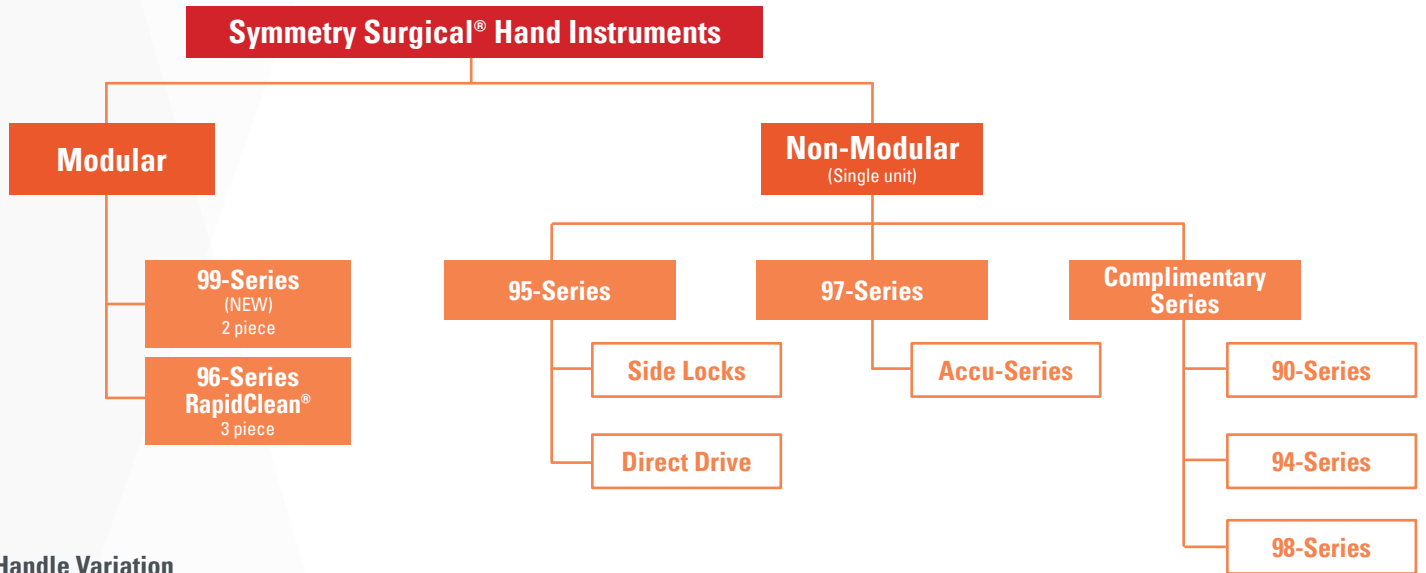
The Symmetry Surgical® portfolio of Laparoscopic Instruments includes a wide variety of handles that meet your clinical needs. Symmetry Surgical's instruments meet high standards of craftsmanship and are created with steel and titanium that conform to German and US standards.

KEY FEATURES

- Modular and one-piece reusable options
- Wide variety of scissor, dissector and grasper tip types
- Multiple locking and non-locking handle options
- Slide lock and ratchet style handles
- Premium stainless steel from German/US manufacturers
- Monopolar, bipolar and non-electrosurgery versions
- Single-use scissor inserts

Instrument Categories

- Hand (see below): Scissors, Dissector Graspers, Needle Holders, Knot Pushers and Tissue Approximator
- Energy: Single-use and Reusable Lap Electrodes, Bipolar Forceps and Cables
- Retractor Systems: PretzelFlex™, FastClamp™, Bookwalter®, Universal Flex Arm and Nathanson
- Accessories: Reddick® Catheter and Secto® Dissectors



Handle Variation



TOP PROCEDURES AND CALL POINTS

Surgeons and facilities performing Lap Cholecystectomy, Lap Appendectomy, Lap Herniorrhaphy, Lap Bariatric, Lap Colorectal and Lap Hysterectomy procedures.

TARGET CUSTOMERS AND PROBING QUESTIONS

Surgeons	Materials/Sourcing/Coordinator
<p>Q: What type of hand instruments do you use with regards to the end effector and the ratcheting or non-ratcheting handle?</p> <p>A: Symmetry’s portfolio includes a a large variety of tip designs and slide lock, ratcheting and non-ratcheting handles.</p> <p>Q: Is sharpness a challenge with your Lap scissors?</p> <p>A: We offer a line of reusable scissor handles with single-use tips to ensure a sharp scissor every proedure.</p>	<p>Q: Do you have any lap instruments in need of replacement? Is your facility budgeting for updates to your lap sets this year?</p> <p>A: I can provide you with a cross-reference of your count sheets.</p> <p>Q: Do you have any issues with the cleaning of instruments?</p> <p>A: Suggest modular lap systems like 99-Series or the 96-Series and the single-use inserts.</p> <p>Q: What are you using to hold lap instruments or to provide for liver retraction during lap choles?</p> <p>A: If they are using the KSLOCK holding system or triangular retractors, suggest a FastClamp™ table clamp and a PretzelFlex™ Retractor.</p>

POTENTIAL OBJECTIONS/RESPONSES

We need to standardize our purchases to a single instrument supplier.

Symmetry Surgical’s product portfolio includes a majority of all tip designs sold in competitive product lines; therefore, we can standardize your count sheet with a range of instruments at the best value. Symmetry Surgical can also address your overall requirements by providing specific designs you may need and help you eliminate unnecessary items to focus on the instruments your surgeons need.

We do not have any budget right now for your instruments.

Is it possible for me to review your count sheets and provide a cross reference for when you do have the budget? We are sometimes asked for specific replacements, like needle drivers and slide locks, as we carry an extensive range of lap instruments at competitive prices. We can cross reference your count sheet and provide you with any individual instruments that need to be replaced.

I don’t have time to look at something new, we’re dealing with a lot of incomplete trays as it is.

How is your backorder report? Are there problem codes I can help solve? I am happy to cross and see what we can fill for you.

PRODUCT RESOURCES

- Quick Cross, Quick Quotes, the Symmetry Surgical website, and the Product Manager
- Contacts: Samples – samples@symmetrysurgical.com