

NSM TAKEAWAYS & KEY QUESTIONS – Symmetry Sharp Kerrison®

Who: Neuro/Spine Coordinators and/or SPD:

- What are the most problematic instruments that you have to deal with? Why?
- Tell me about your experience and/or frustrations with your current Kerrisons?
- If a surgeon determines that the Kerrison is too dull to utilize during a case, what process occurs to get them a new Kerrison? How does that affect the conduct of that case?
- How much time is spent reacting to situations where Kerrisons are considered to be too dull?
- What is the process that you utilize to determine when a Kerrison needs to be sharpened?
- How much do you typically spend to get a Kerrison sharpened?
- How much time goes into the process of testing Kerrisons, tagging Kerrisons, and sending them for repair? What is the value of that time?
- What value do you see in managing the tip of the Kerrison in a similar manner to a cutting burr or drill bit? (be cautious, some hospitals may not be paying for drill bits)
- Who would need to trial these in order to get them approved for use within the hospital?
- If price was an objection...We now have tips that can be reprocessed, your surgeons loved the idea of having a sharp tip on the Kerrison, what would be the process for getting these approved for use in the hospital?

Who: Neuro/Spine Surgeons, Physician Assistants, First Assists:

- What size Kerrison tips do you utilize? What length of Kerrisons do you use?
- Tell me about your experiences and/or frustrations with your current Kerrisons?
- What are the ramifications of having a dull Kerrison during the case? For the patient? For you? For your staff?
- What happens during a case when you determine that you simply cannot use the Kerrison that was provided because it's too dull?
- How would having a sharp tip on the Kerrison during every case affect the outcome for the patient?
- How would having a sharp tip on the Kerrison during every case affect the flow of the case?
- If needing a thin footplate is an objection...What procedures do you perform where you could use a standard footplate in order to experience the benefit of a sharp tip for every case?

TAKEAWAYS

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| <ul style="list-style-type: none"> • If cost was the issue for single-use, go back and offer reusable tips. • If they have an objection (i.e. bone ejector) and they are adamant, offer other options from our portfolio. • Use Sharp Kerrison as a door opener for other items. It's unique and patented. | <ul style="list-style-type: none"> • In-service surgeons so they understand they don't need to twist or pull. • In service staff so they are adept at assembly and disassembly. • Remind staff of the need to match the mating and serial numbers for reusable tips. • Calculate repair costs, repair time, and the value of eliminating anguish. |
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