

QUICK REFERENCE GUIDE

OR Suture PassOR PRO™ and PortClosOR PRO™

Value Proposition

Suture PassOR PRO™ and Port ClosOR PRO™ are versatile trocar port closure devices that are economically priced and are the only port-closure devices on the market that include trocar cleaning swabs.

Key Features and Benefits

<ul style="list-style-type: none"> ✓ One of the most versatile on the market ✓ Complete portfolio ✓ One of the sharpest port closure devices available ✓ Value added: Provided with guides and trocar swabs ✓ Economical 	<ul style="list-style-type: none"> ▶ Can be used for port closure, lap placement of hernia mesh, and ligation of abdominal wall “bleeders” during surgery ▶ Available in bariatric sizes that effectively match all Carter-Thomason sizes; Port ClosOR version is a direct comparison to the Medtronic Endo Close ▶ Provides surgeon more precision, control and safety during port closure ▶ One Suture PassOR Pro™ can close multiple ports per procedure and additional trocar swabs provide enhanced visualization during surgery ▶ Priced at around \$25 each, it is one of the most competitive versions on the market compared to market leaders such as Carter-Thomason, Endo Close or Weck EFX
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Target Customers and Probing Questions

<p>Ideal Account Targets</p> <ul style="list-style-type: none"> • Accounts currently ordering ORC products • HPG (Agreement #37857), Ascension • Accounts with Symmetry presence 	<p>Ideal Surgeon/HCP Targets</p> <ul style="list-style-type: none"> • Gyne & Gyne Oncologists (& Gyne Coordinators) • Bariatric Surgeons (& Bariatric Coordinators) • General Surgeons / Herniologists (Gen Coordinators)
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Probing Questions

<p>Surgical Coordinators</p> <ul style="list-style-type: none"> • How are your surgeons closing ports today? • Which surgeons are closing? • What products are you currently using? • Are you familiar with the ORC port closure devices? • If I had a device that was clinically effective and much more economical, you would be willing to trial, correct? 	<p>Materials Management</p> <ul style="list-style-type: none"> • Who are you currently using for Port Closure or Suture passer products? • Are you familiar with the OR Company products? • If your surgeons were willing to trial a closure device that is clinically effective and save you money, you would be willing to trial, correct? • Are you aware that the OR port closure devices are on the HPG contract?
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Probing Questions Continued...

Surgeons, PA's, First Assist's

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| <ul style="list-style-type: none"> • What are you currently using for closing your ports during minimally invasive surgery? • Are you willing to consider a port closure device that is sharper and provides better control and ease-of-use? | <ul style="list-style-type: none"> • Do you currently use anything for stay sutures for ventral hernia mesh (General Surgery only) • Do you ever need to clean trocars during the case to allow for better visualization or have you ever opened a scope kit just for the trocar cleaning swabs? |
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Product Offering

SUTURE PASSOR:PRO™



RSG-14F 150 mm Suture PassOR, one 10/12 mm guide (60 mm long with 2 holes) 2 trocar swabs
RSG 14/18F 150 mm Suture PassOR, one 10/12 mm guide (60 mm long with 2 holes) and one 15 mm guide (70 mm long with 4 holes) 2 trocar swabs
RSG-18F-XL 180 mm Suture PassOR, on 10/12 mm guide (113 mm bariatric length, 2 holes) and 15 mm guide (113 bariatric length, 4 holes) 2 trocar swabs
Note: RSG available if needed (vs.. PMI Basic product)
 Sold sterile, 10 per box
 Major Cross: CTI, CTII Carter-Thomason, Carter-Thomason with SureGrasp (Cooper Surgical); Weck EFX (Teleflex), PMI Suture Guides (Progressive)

PORT CLOSOR:PRO™



PC 120 150 mm 14GA Port ClosOR, 2 trocar swabs
 Sold sterile, 10 per box
 Major Cross: Endo Close (medtronic)

Trocar Swabs (NOT SOLD SEPARATELY)

Trocar swabs are used to remove debris, blood and fluid from the inside of the trocar housing and cannula without damaging the trocar valves.
 Due to their length (200 mm), they can be used with any length trocar. The soft, non-abrasive foam tips of the trocar swabs absorb fluid that has built-up in and around the edge of the trocar cannula.
 The over-sized handle prevents them from being pushed too far down the trocar cannula.

Facts & Figures:

- Sizes: 8 mm foam tip for 5-8 mm trocars, 13 mm foam tip for 10-12 mm trocars
- Material: non-abrasive foam tips, radiopaque shaft

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Common Objections O (Objection) R (Response)

- O: I have been using the Carter-Thomason and it works fine.
R: The Suture PassOR PRO™ is comparable to Carter-Thomason and matches size for size - even the bariatric sizes, while at the same time the Suture PassOR PRO™ is more cost-effective so can provide comparable effectiveness at savings for the hospital.
- O: We have a contract with Endo Close (Medtronic).
R: Our PortClosOR PRO™ is an exact match for the Endo Close but is differentiated as it includes trocar swabs. Perhaps your hospital would prefer a product that is more cost effective and comparable in terms of effectiveness?
- O: We tried yours before but it was too sharp .
R: Many surgeons have confirmed that most injuries are caused by a lack of sharpness, which leads to less control and predictability. We have learned that as we conduct evaluations, communicating the sharpness ahead of time has resulted in almost 100% positive feedback on the trials.
- O: We are using a reusable suture passer.
R: With the cost of processing, plus the concerns that come with a blunt suture passer, our new cost-effective offering is a better long-term alternative to a reusable device.

Product Resources

- www.theorcompany.com; Sales Rep Central, E-university
 - Catalog and Sales sheets; Cross References, Videos
- OTHER: samples@symmetrysurgical.com; ssiquotes@symmetrysurgical.com