



Sole Source Surpass & Dual Source Ascend Contracts Fluid Management Launch Box

Internal Surpass Communication

As IPRM discussions have started with SURPASS customers it has come to our attention that there is one cross, that even though it is the most accurate cross for this item, is going to be a cost INCREASE for many accounts. Therefore, I want to prepare you for this in advance and ensure you are equipped for this conversation appropriately. This Cost Saving option is smaller but is half the cost for the customer and comes in the same case count they are used to. This should save any opposition you may come across.

Brand	Tabsets	Aspen Surgical (Original Cost)	Aspen Surgical Cost Saving (New)
Part Number	F50102	E0110-2	E1900-2
Description	Absorbent Floor Mat - Double Sided	Surpass Yellow Absorbent Pads, 30" x 42"	Surpass Yellow Absorbent Pads, 30" x 42"
Size	24" x 42"	30" x 42"	30" x 42"
Qty	10	10	10

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Fluid Management Quick Reference Guide

QUICK REFERENCE GUIDE
 Fluid Management

Value Proposition
 Aspen's Fluid Management solutions are purpose-built to create a safer, more efficient operating room environment. Aspen's products help surgical teams reduce room turnover time and reduce exposure to potentially hazardous fluids, ultimately enhancing both patient and staff safety.

Key Features and Benefits

Efficiency	<ul style="list-style-type: none"> Quicker OR Turnover Time Contain Fluid in one area for easy clean up
Safety	<ul style="list-style-type: none"> Helps protect staff from fluids, spills & falls in the operating room Helps reduce exposure to infectious waste
Cleaner Practice	<ul style="list-style-type: none"> Eliminates re-using towels/towels on patients after launder

Call Points
 Used by Surgeons & Nurses

Setting Methods	<ul style="list-style-type: none"> Leverage contracting relationships to obtain a 12-month usage report. Work with Product Manager to complete the RFP. Considerable OMA. Value/contract done with high quality products. 	Popular Departments	<ul style="list-style-type: none"> Operating Room (OR) Cardiothoracic LAB
Call Point: OR Manager / Nurse Educator	<ul style="list-style-type: none"> Outdoor OR Turnover Time / Easier Clean up between cases Spill environment for staff to prevent slips & falls Less use of blankets/towels ("Flock" factor) 		

Generic Evaluation Form

Evaluation Form

PRODUCT: _____
 FACILITY: _____
 NAME: _____
 EMAIL: _____
 TELEPHONE: _____
 DEPARTMENT: _____
 POSITION: _____
 TYPE OF PROCEDURE: _____

Please take a moment to answer the following questions. Thank you for sharing your feedback with us.

	Excellent	Good	Poor
1. Overall Product Rating			
2. Ease of Use			
3. Workflow/Process is efficient			
4. Is the device clinically acceptable for use?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. How likely are you to use this device in the future?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
6. Would using this item improve safety in your working environment?		<input type="checkbox"/> Yes	<input type="checkbox"/> No

7. Please use the space below to add additional comments:

Thank you for taking the time to complete this evaluation.
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