

NSM TAKEAWAYS & KEY QUESTIONS – Olsen® Precision Bipolar Forceps

Who: Surgical Coordinators:

- What concerns have surgeons expressed regarding bipolar forceps?
- What styles of bipolar forceps are currently utilized in your departments? (ask about color if they don't know the brand)
- How often are surgeons utilizing multiple bipolar forceps during cases? Why?
- Who would need to trial new bipolar forceps in order to get them approved for use within the hospital?

Who: Materials Management:

- Do you currently have a contract with a supplier that includes bipolar forceps?
- If we could supply single-use bipolar forceps at a more economical price, would you be interested? What would be required, if anything, for value analysis of bipolar forceps?

Who: Surgeons, Physician Assistants, First Assist:

- What style of non-stick bipolar are you using today? (ask about color if they don't know)
- Do you utilize irrigating, non-irrigating, or both styles of bipolar forceps? Does that vary by pathology? Why?
- What are the most important features you consider when choosing bipolar forceps?
- Why did you choose your current bipolar forceps?
- What do you like most about your current bipolar forceps? What do you like least?
- Tell me about any current challenges you are experiencing with your bipolar forceps?
- Are you utilizing the bipolar forceps for dissection as well as coagulation?
(place the bipolar in the surgeon's hand) How does that bipolar feel to you? How does the dissection force compare with your Spetzler Malis forceps?
- How many bipolar forceps do you currently utilize in your more challenging cases?
- How often do you need to call for back-up bipolar forceps during your challenging cases?
- What are the reasons that you find yourself using more than one bipolar forceps during your cases?
- What issues have you had with tip alignment?
- What power settings do you currently utilize for your cases? Does it vary by pathology?
- What benefits do you see in being able to operate at 1/3 or less power than you do currently?
- What concerns do you have about thermal spread?
- If you could have balanced bipolar forceps for your cases, achieve equal or better outcomes using lower energy settings, and save the hospital money, would you consider an alternative?

TAKEAWAYS

<ul style="list-style-type: none"> • Spetzler Malis users are your #1 Target • Place a cord on the Precision forceps during demo (cord part# 40-1102) • Always get the forceps in the hands of the surgeon, ask about the balance • Emphasize the benefits of increased tension for dissection • Use Midas Touch as back-up plan 	<ul style="list-style-type: none"> • Discuss lower power settings as a benefit prior to cases • Always be there to cover trial cases to insure proper power settings • Use wet 4x4 to clean, never use scratchpad
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