ExactechGPS® is a compact, surgeon-controlled, computer-assisted surgical technology that delivers reproducibility in total joint arthroplasty. Merging powerful software and innovative instrumentation, ExactechGPS offers a real-time, patient-specific solution that is designed to improve patients’ quality of life.

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References
As a global company with a universal commitment to serving patient outcomes, Exactech seeks to understand customer needs from the exam room to the operating room to the board room. We invite you to experience ExactechGPS®, a breakthrough technology that has steadily gained market acceptance worldwide.

Control Your Destination.

The Opportunity

Why consider computer-assisted technologies today?

- Increased revenue through targeted marketing
- Soarer costs through enhanced procedural efficiencies
- Ensures Affordable Care Act (ACA) compliance through real-time documentation and improved efficiency

Cost Control

REDUCING COSTS AND ENHANCING PROCEDURAL EFFICIENCIES

From innovative implants and instrumentation to reimbursement and education our extensive commitment to technology can help minimize the pressure for cost control.

Increased procedural efficiencies
- One system on the hip-and shoulder procedures with same trackers and same training, same surgical workflows and measurement accuracy
- Highly skilled representatives are cross-trained to provide surgical support for both ExactechGPS and the supporting product lines

Reduced costs
- Reductions in total costs-estimates, reducing sterilization costs are seen
- Stimulates need for preoperative diagnostics - imagingologic studies, MRI for these procedures

COSTS

ACA Compliance

ENGINEERED COMPLIANCE THROUGH REAL-TIME DOCUMENTATION AND IMPROVED EFFICIENCY

With new reporting requirements, ExactechGPS can help document surgical steps, time and alignment postoperatively and shorten length of hospital stay.

Real-time ACA reporting
- Prospective report from ExactechGPS Web documents surgical steps, time and alignment for each case, which can be used for Hospital Reporting Outcomes (HRO) and Patient Reporting Outcomes (PRO)

Exactech implants and instrumentation systems are designed for improved patient outcomes.

Computer-assisted technology in total knee replacement has been shown to improve short-term outcomes, reduce revision, reduce tourniquet use, lower blood loss, lower DVT and shorter length of hospital stay.

- No matter what challenges a surgeon may face, the Equinoxe® Shoulder System offers the “Innovations That Matter” this platform; ligament systems enables ligament tightening and soft tissue balancing; a more natural shoulder through stem removal, addressing the continuum of care for shoulder arthritis

ExactechGPS offers a comprehensive marketing program to:
- Create and/or boost market awareness,
- Drive patient interest, and
- Enhance physician referrals,

increase marketing potential
- Consumer research demonstrates: 94% of patients surveyed...
- 85% of potential patients in the target demographic would seek a surgeon who uses ExactechGPS.
- 87% of patients more comfortable with computer-assisted technology, compared to other advanced surgical technologies: robotics and patient-specific instrumentation

ExactechGPS offers a comprehensive marketing program to:
- Create and/or boost market awareness,
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Of patients surveyed...

- 85% of potential patients in the target demographic would seek a surgeon who uses ExactechGPS.
- 87% of patients more comfortable with computer-assisted technology, compared to other advanced surgical technologies: robotics and patient-specific instrumentation

- 94% of patients would recommend ExactechGPS.

For more information or to schedule an appointment, contact 888-888-8888.

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REDUCING COSTS AND ENHANCING PROCEDURAL EFFICIENCIES

Cost Control

From innovative implants and instrumentation to marketing and education, Exactech's commitment to customer needs can help lessen the pressure for cost containment.

- Increased procedural efficiencies
  - One system for the knee and shoulder procedures with same trackers and same instrumentation to training
  - High-skilled representatives are cross-trained to provide surgical support for both Exactech and supporting product lines.
  - Reduced costs
    - Reductions in total time, equipment, reducing distribution costs are seen
    - Streamlines need for prep/postoperative diagnostic imaging (CT, MRI) for knee procedures.

One System

For knee and shoulder procedures.

One REP

Cross-trained or surgical preferences.

Multiple PHILOSOPHIES or surgical preferences.

REDUCING COSTS AND ENHANCING PROCEDURAL EFFICIENCIES

Reduction of trays in total knee arthroplasty, reducing sterilization costs per case.

Increased procedural efficiencies

- One system for knee and shoulder procedures with same trackers and same instrumentation to training
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REVENUE

Through targeted marketing.

COSTS

Through enhanced procedural efficiency.

ACA COMPLIANCE

Through real-time documentation and improved efficacy.

REVENUE

Through targeted marketing.

COSTS

Through enhanced procedural efficiency.

ACA COMPLIANCE

Through real-time documentation and improved efficacy.

ACA Compliance

ENHANCE COMPLIANCE THROUGH REAL-TIME DOCUMENTATION AND IMPROVED EFFECTIVENESS

With new reporting requirements, ExactechGPS can help document surgical procedures and improve efficacy by helping to minimize surgical complications.

Increased procedural efficiencies

- One system for the knee and shoulder procedures with same trackers and same instrumentation.
- High-skilled representatives are cross-trained to provide surgical support for both Exactech and supporting product lines.
- Reduced costs
  - Reductions in total time, equipment, reducing distribution costs are seen
  - Streamlines need for prep/postoperative diagnostic imaging (CT, MRI) for knee procedures.

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Increase Revenue

MARKETING TECHNOLOGIES TO ATTRACT NEW PATIENTS TO YOUR HOSPITAL

With increased competition and a growing patient population, marketing is an essential tool to differentiate your hospital to potential patients. Computer-assisted technology, compared to other advanced surgical technologies: robotics and patient-specific instrumentation, can attract new patients.

ExactechGPS offers a comprehensive marketing program to:

- Create and boost market awareness.
- Drive patient interest.
- Enhance physician referrals.

Of patients surveyed...

94% would seek out a surgeon who uses ExactechGPS.

87% of potential patients in the target demographic would seek a surgeon who uses the latest in computer-assisted technology.

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85% of patients surveyed...
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Shoulder

The number of shoulder arthroplasties performed annually in the U.S. is growing rapidly.1

In addition to the increasing number of patients affected by osteoarthritis, shoulder procedures are now being performed:

- on younger patients (average age: 65 years old)
- for fracture care
- in oncology/revision cases

Knee

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Knee & Shoulder Applications

Reference


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