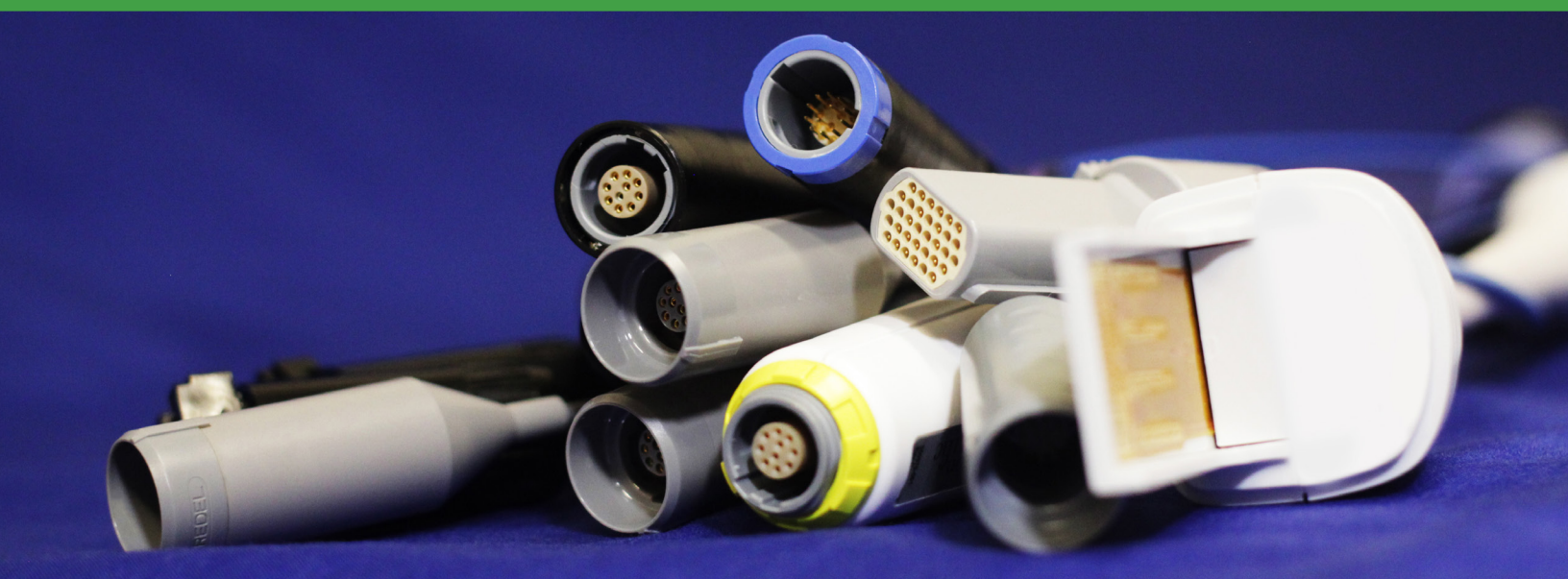




# INNOVATIVE HEALTH

Frontiers in Medical Device Reprocessing  
Innovative Health March 2022 Newsletter



## 2021 - A great year in reprocessing!

The country is finally getting to a point where the worst of the pandemic seems to be behind us. Of course, hospitals are still suffering its consequences in terms of finances, staffing and population health, but infections, admissions and deaths are going down. In the last year of the pandemic, hospitals turned in large numbers to reprocessing and Innovative Health to access the benefits of reduced costs and lower environmental impact. In 2021, the average Innovative Health partner hospital increased savings from reprocessing by 16% and the number of hospitals utilizing Innovative Health's reprocessing program increased by 25%. Total savings delivered by Innovative Health grew by a whopping 48%! At the same time, the number of hospitals savings more than \$1M per year doubled, and the average hospital added more products to their reprocessing portfolio.

## Reprocessing and reduction in greenhouse gas emissions

Reprocessing does more than reduce costs. The impact on the environment of device re-use solutions - and of reprocessing in particular - is substantial. In 2021, Innovative Health's reprocessing program diverted 73,924 pounds from the landfills. A recent scientific study\* has shown that the difference in CO<sub>2</sub> emission between a new and a reprocessed device is 0.88 kg CO<sub>2</sub>-eq. per catheter. Innovative Health's partner hospitals reduced the global warming impact of medical devices by 110,503 kg, or 243,658 pounds of CO<sub>2</sub>.

## Heart Rhythm Society 2022 Scientific Sessions

The 2022 Heart Rhythm Scientific Sessions, the annual Electrophysiology conference for Electrophysiologists, EP lab administrators, EP technologists and EP suppliers, takes place April 29th to May 1st this year in San Francisco. Innovative Health will be there in booth #267. Come join us for a virtual tour of our scientific labs and reprocessing plant and learn about the most recent reprocessing technology. Innovative Health also has a few new FDA clearances for EP devices that can now be reprocessed - and we would love to talk with you about what comes next!

## Reprocessing Awards

In January and February, we delivered our annual Excellence in Electrophysiology awards to those of our hospital partners that showed the strongest results from their reprocessing programs. A total of 30 hospitals received a Silver, Gold or Platinum award, depending on the savings or savings growth achieved in 2021. These hospitals received an award and the results were celebrated with EP lab staff and hospital leadership, and reprocessing results were shared through hospital newsletters. EP reprocessing results in terms of savings and in terms of the environment are substantial - and key in many hospitals' efforts to reduce costs without sacrificing quality of care or forcing clinicians to change their approach to procedures. Average annual cost savings for our awardees exceeded \$350,000.

## FDA Clearances

In November, Innovative Health received clearance to reprocess [Boston Scientific's INTELLAMAP ORION™ High-Resolution Mapping Catheter](#). Innovative Health CEO Rick Ferreira observed that



“EP labs often struggle to pay for new technologies or treat patients under CMS reimbursement, and single-use device reprocessing has presented a strategy for improving care without suffering the usual hardship of cost reduction initiatives. Now, it is up to the EP labs if they want to take advantage of the extra savings.” In December, Innovative Health received another FDA clearance to reprocess the Advisor HD Grid Mapping Catheter from Biosense Webster three times rather than just once, increasing the ability of our hospital partners to reduce per-procedure costs. Finally, in March Innovative Health received [clearance to reprocess Biosense Webster’s CARTO VIZIGO® Bi-Directional Guiding Sheath](#). Rick Ferreira commented that “EP labs often struggle to pay for new technologies such as the VIZIGO® Bi-Directional Guiding Sheath, which is significantly more costly than other guiding sheaths in the market. As a result, many labs today still do not use the sheath. The availability of a safe, reprocessed version could allow more labs to use the leading technology.”

## Reprocessing in the Cath Lab

In 2022, expanding reprocessing savings from the EP lab into the Cardiac Cath lab is a big focus for Innovative Health. Cath labs can potentially save as much as EP labs and reduce device costs by hundreds of thousands of dollars per year. Our Research and Development team is working on several high-end catheters used in the Cath lab to make these savings accessible. At the same time, we are in constant dialogue with Cath lab clinicians, technologists and administrators to better understand the needs and operational/financial realities of the Cath lab. In February, Innovative Health hosted a virtual roundtable to initiate this collaboration and learning process.

## New hospital partners

Innovative Health’s ability to drive substantially higher savings in EP reprocessing has not gone unnoticed, and 2022 has started with the conversion of several larger health systems and hospitals to Innovative Health’s program. Our leadership in reprocessing technology has enabled us to create the most financially impactful portfolio of FDA clearances in the industry, and we continue to get new FDA clearances every quarter. However, our success isn’t all about clearances: our service-line focused collection and buy-back program as well as our savings guarantee is attractive to many hospitals.

## Press

We work closely with our hospital partners to drive the optimal results from their reprocessing programs. In a *DOTMed Healthcare Business News* article in November, we looked at [how to maximize results from a reprocessing program](#) by focusing on six different components of a successful reprocessing program: collection compliance, device protection, buy-back compliance, device availability, supplier controls and clinical integration.

\*Anna Schulte et al., Combining Life Cycle Assessment and Circularity Assessment to Analyze Environmental Impacts of the Medical Remanufacturing of Electrophysiology Catheters; Sustainability 2021, 13, 898.

\*\*The third-party trademarks used herein are for device identification and are trademarks of their respective owners.



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