ER-SPEC HOSPITAL PRESENTATION

Increase efficiency, Lower cost, Eliminate risk of cross-contamination

TRUSTED BY OVER 2000 HOSPITALS NATIONWIDE
Did you know...

There are bacteria on 86% of “disinfected” instrument handles in hospitals!

A recent study\(^1\) revealed bacteria on 86% of instrument handles. These handles were disinfected and designated ‘ready for use’ in hospital settings. This study demonstrates a clear potential for transmission of pathogens, and highlights a clear risk to both staff and patients.

\(^1\) D. Williams, J. Dingley, C. Jones, N. Berry. ‘Contamination of laryngoscope handles’ Journal of hospital infection (2010) 74, 123-128

There are 4.5 hospital infections for every 100 patient admissions and nearly 100,000 deaths annually. (source: CDC)

There are approximately 1.7 million hospital-acquired infections in US hospitals, costing over $5 billion annually. (source: CDC)
Innovation in Disposable Vaginal Speculum

Never Charge

Never Plug in

Never Replace Parts

No Additional Components
Top 5 Benefits of ER-SPEC

- Entirely Single-Use
- Zero Assembly/No Additional Parts
- Built-in Targeted Light Source
- Save Time/Increase efficiency
- Reduce Risk of Cross-Contamination
**Problem:**
Reusable parts/components create unnecessary liability. They elevate the risk of cross-contamination and are more likely to fail due to wear and tear. In addition, reusable parts/components add cost. They need to be reprocessed after each use and replaced when broken or misplaced.

**Solution:**
ER-SPEC eliminates the need for reusable light sources or replacement parts/components. ER-SPEC comes with a built-in LED light source, so there is no need for recharging units or spare batteries. The entire device is single-use; the facility incurs **NO** additional expenses.
Zero Assembly/No Additional Parts

**Problem:**
Most disposable vaginal speculums require the use of a reusable light source, these light source must be: **cleaned** after each use, **re-charged or plugged in**, **replaced** when burned-out/broken, and **found** when misplaced/borrowed.

**Solution:**
Each ER-SPEC comes out of the package ready for use. Each ER-SPEC units comes with a built-in ultra bright single-use LED light source. No additional parts or components (replacement bulbs, light sources, chargers, etc.) are required.
**Problem:**
Reusable light sources can burn through batteries, constantly need charging, or require access to an electrical outlet. They can easily be broken or thrown out after use. They are expensive to replace and often require replacement parts and repair throughout the life of the unit.

**Solution:**
Never worry about a reusable light source again. Each ER-SPEC comes with a built-in ultra bright LED light source. ER-SPEC light source does not utilize a light pipe of any kind so the maximum power of the light source is fully realized. High-powered illumination is achieved without generating any damaging heat.
Problem:
How many times have you had to run out of the exam room to find your departments light source while your patient waits uncomfortably for her exam? If this is a regular occurrence for you and your staff, you are not alone. Hospital’s rarely have enough light sources to meet the demand of their departments. Time wasted is not only money wasted but often patient dissatisfaction as well.

Solution:
Never worry about searching for, replacing, or cleaning a reusable light source again. Each ER-SPEC comes out of the package ready for use. Each ER-SPEC unit comes with a built-in ultra bright LED light source. No additional parts or components required. Add a small, medium, and large vaginal speculum with light source to each exam room.
Problem:
Reusable light sources can be difficult to clean and for that reason are often neglected. A recent study\textsuperscript{1} revealed bacteria on 86% of instrument handles. These handles were disinfected and designated ‘ready for use’ in hospital settings. This study demonstrates a clear potential for transmission of pathogens, and highlights a clear risk to both staff and patients.

\textsuperscript{1} D. Williams, J. Dingley, C. Jones, N. Berry. ‘Contamination of laryngoscope handles’ Journal of hospital infection (2010) 74, 123-128

Solution:
ER-SPEC comes out of the package ready for use. The \textit{entire} device is single-use – one patient, one use. ER-SPEC reduces the risk of cross-contamination from poorly cleaned reusable parts and components. \textbf{Be safe, not sorry.}
Conclusion

With the rising cost of health care in the spotlight, medical facilities need to utilize the most cost effective and practical tools available. ER-SPEC offers features that are more efficient and help reduce risk of cross-contamination commonly found with reusable parts and components. Add the targeted light source that improves visualization and the ergonomic design for comfort; it is clear why ER-SPEC is the right choice for your facilities.

Make reusable light sources a thing of the past!
# ER-SPEC vs. KleenSpec

<table>
<thead>
<tr>
<th>ER-SPEC</th>
<th>KleenSpec</th>
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<tbody>
<tr>
<td>Built-in SINGLE-USE light source in every unit requires NO ADDITIONAL PARTS or COMPONENTS</td>
<td>Light source sold separately, additional cost of $150 - $350. High volume users will need to purchase several light sources. Some light source models require replacement bulbs costing $20 - $30</td>
</tr>
<tr>
<td>No Cleaning or charging required, entirely single-use</td>
<td>Light source requires cleaning and charging after every use</td>
</tr>
<tr>
<td>LED light source generates no damaging heat and will last 30+ minutes at peak power</td>
<td>Some light sources will generate heat and are not recommended for use longer than 10 minutes</td>
</tr>
<tr>
<td>No searching required, light source comes built-in ready for use</td>
<td>Light source must be inserted into speculum handle prior to use</td>
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Patient safety is a primary concern.

- ER-SPEC helps to:
  - Maximize infection control.
  - Maximize cleanliness.
  - Maximize efficiency.
  - Eliminate the risk of cross-contamination.
  - Eliminate the need to monitor sterilization procedures & tracking.
Reduce Cost with ER-SPEC

- Eliminate all reprocessing costs.
- Eliminate cost of replacement light sources.
  - How many do you purchase in a year?
- Eliminate cost of sheaths, bulbs, and other ancillary items.
  - How many do you purchase in a year?
- Eliminate the time wasted searching for a light source.
- Eliminate the time wasted waiting for a light source.
How can I save $83 per speculum???

<table>
<thead>
<tr>
<th>OBP Medical ER-SPEC Estimated Emergency Department Cost Analysis</th>
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</thead>
<tbody>
<tr>
<td>Average Cost of ER Visit</td>
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<tr>
<td>Average Time of ER Visit (hours)</td>
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<tr>
<td>Cost per Minute of Average ER Visit</td>
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<tr>
<td>Average Time spent finding/cleaning Reusable light source (minutes)</td>
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<tr>
<td><strong>Cost per use of locating/cleaning reusable light source</strong></td>
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<tr>
<td>Cost of replacing missing or stolen light source</td>
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<tr>
<td>Average number of replacement light sources purchased per year at mid size ER</td>
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<tr>
<td>Average number of vaginal exams per year in a mid sized ER</td>
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<tr>
<td>Cost of replacement halogen bulbs 6/pack</td>
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<tr>
<td>Average number of replacement halogen bulbs purchased per year at mid size ER</td>
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<tr>
<td>Cost of vaginal sheath cover 125/carton</td>
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<tr>
<td><strong>Cost of replacement halogen bulb (per use)</strong></td>
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<tr>
<td><strong>Cost of vaginal sheath cover (per use)</strong></td>
</tr>
<tr>
<td><strong>Cost of Replacement Light Source (per use)</strong></td>
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<tr>
<td><strong>Cost of competitive speculum per use (estimate)</strong></td>
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<tr>
<td><strong>Total cost per use of competitive disposable speculum with reusable light source</strong></td>
</tr>
<tr>
<td><strong>Total cost per use of OBP Medical ER-SPEC</strong></td>
</tr>
<tr>
<td><strong>Savings per use for ER</strong></td>
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</tbody>
</table>

1 consumerhealthratings.com - Average Cost of Hospital ER Visit 2007, MEPS
2 OBP Medical Research
3 amazon.com
The ER-SPEC light source contains modern Alkaline batteries.

- Alkaline batteries do not contain toxic materials per federal E.P.A. guidelines.

- “Button” style AG3 batteries contain only enough chemistry for a single use.

- It would take 300 AG3 batteries to equal the chemistry volume of just 1 average alkaline flashlight battery.

* For additional battery related information please visit www.obpmedical.com.

* Check EPA guidelines for battery disposal in your state.
ER-SPEC Product Information

- **Sizes:** ER-SPEC is available in 3 sizes:
  - Small (Item# C020100-1)
  - Medium (Item# C020110-1)
  - Large (Item# C020120-1)
  - **Small Sterile** (Item# C020300)
  - **Medium Sterile** (Item# C020310)
  - **Large Sterile** (Item# C020320)

- All ER-SPEC are latex free.
- All ER-SPEC are available sterile and clean non-sterile.

- **GPO Availability:**
  - Medassets Contract # MS02268 (Direct/Distribution)
  - HealthTrust Contract # HPG-5741 (Distribution Only)
  - Amerinet Contract # VH11348 (Distribution Only)
  - Novation Contract # MS3250 (Direct/Distribution)

For additional information please visit [www.obpmedical.com](http://www.obpmedical.com) or call 1-978-291-6853.
ER-SPEC Testimonials

“We absolutely love the ER-SPEC. They are a game changer for us. My docs no longer have to look for a light source and then a speculum and then wonder if it is clean and then wonder whatever else goes on in their head as the light bulb goes out. We love them.”

Mark R Brown BSN RN CEN
Nurse Manager
Emergency Services
Alta Bates Summit Medical Center

“Through a consortium of experts, we had a unique opportunity to test OBP’s ER-SPEC in a variety of settings. The ER-SPEC exceeded our expectations for both clinical evaluation and intra-vaginal photodocumentation. OBP’s innovative product design puts to rest many of our long-standing concerns related to corded and cordless lighted speculums!”

Rachell A. Ekroos PhC APRN-BC AFN-BC
Forensic Medical Consultant
Center for Forensic Nursing Excellence International

“The ER-SPEC has been so popular with the ED physicians, it has now completely replaced our metal ones. The ease of use, reliability and brightness of the light source, and the fact that it’s completely single-use are all wonderful attributes. Once the physicians in our ED used them, they began asking the rest of the ED’s in our network of hospitals to stock them, too.”

Dee Guttadore
Clinical Nurse Manager
Emergency Department
Sycamore Medical Center
OBP Medical is the leading global developer of single-use, self-contained, illuminating medical devices. Founded in 2006, OBP Medical enables simpler, safer, and more cost-effective procedures that lead to better patient outcomes. Clinicians no longer have to worry about finding, replacing or cleaning reusable light sources, enabling faster patient throughput and a reduction in the risk of cross contamination.

OBP Medical’s built-in LED light sources make reusable light sources a thing of the past. Our single-use lights are the brightest on the market, allowing for optimal visualization during procedures. Our innovative products are used in physician offices, surgery centers and more than 2,000 hospitals throughout the U.S., as well as healthcare facilities worldwide.
OBP Medical’s Commitment to Quality

OBP Medical is an ISO 13485 certified company with a robust quality management system committed to continuous improvement.

We make extremely high quality single-use illuminated devices whose safety and effectiveness meets the requirements of the highest quality and regulatory standards worldwide.

Our American engineering in combination with the use of high grade biocompatible materials has yielded us ZERO reportable patient-related adverse events since company inception across all our product lines.

All our products are made and assembled in a certified clean room, even our non-sterile devices. We believe all medical devices deserve a high level of environmental control.