

Increase Patient Throughput and Profitability with a Time-Saving Closure Device.

The increasing prevalence of skin cancer is driving demand for dermatologic surgery in the United States, which means more patients in your clinic.

To accommodate this surgical demand, you can either work longer hours, hire more employees – or you can improve efficiency with the resources you use, including sutures.

We'll show you how to reduce reconstruction time and completely eliminate the suture removal visit.

An Example Of A Typical Dermatology Practice

Breaking down the patient volume of a surgeon

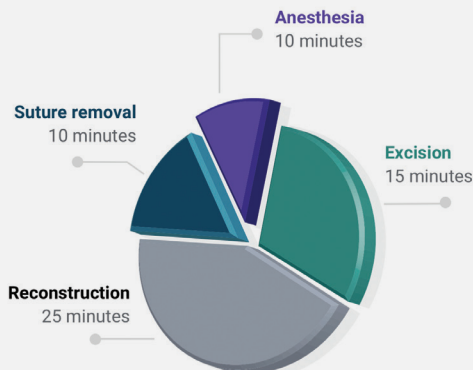
6 SURGICAL EXCISIONS DAILY

4 DAYS OF EXCISIONS PER WEEK

1200 PROCEDURES ANNUALLY

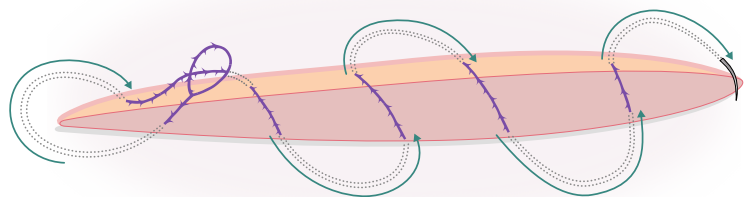
Excision Time Study

60 minutes per patient on average



REDUCE RECONSTRUCTION TIME BY UP TO 40%.

Quill® Barbed Suture has the speed of a running stitch and security of an interrupted stitch. Quill eliminates the need to tie time-consuming knots because the barbs hold the wound edges together.



ELIMINATE THE SUTURE REMOVAL VISIT AND SAVE AN ADDITIONAL 10 MINUTES.

Quill Monoderm and PDO suture materials are fully absorbable. This means the patient doesn't need to return to the office for suture removal, eliminating 10 minutes. This time allows the surgeon to take on more cases which is billable, or tend to other responsibilities.

Save up to 20 Minutes in Total Procedure Time.

For example, if reconstruction time is reduced by 10 minutes and the patient does not return for suture removal, a surgeon can save up to 20 minutes per patient in total procedure time.



IN ONE DAY, A SURGEON CAN SAVE A TOTAL OF 120 MINUTES, WHICH YIELDS 2 MORE PATIENTS!

The premium price for Quill Barbed Suture is offset by the significant increase in net profit.

400 additional cases a year X \$228/surgical case¹

\$90,000 Additional Revenue

1x Quill Monoderm Price/Suture – \$15
1x Monocryl Price/Suture – \$13

Difference - \$2
Annual Procedures X 1,600

Additional Suture Spend \$3,200

– \$3,200 Additional spend on Quill Monoderm barbed suture.

By switching to Quill, a surgeon can perform up to 400 more cases per year. With the national reimbursement average of \$228 per surgical case, **the result is approximately \$90,000 of additional revenue.**

= \$86,000 Net Profit

References

1. CMS data on file.

Quill is available through distribution or direct. For questions or a demonstration, please contact your local sales representative or us. For procedural videos, visit youtube.com/user/TheQuillDevice

www.surgicalspecialties.com/health-economics/
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