

Focusing on What Really Matters to Hospitals in Today's Challenging Healthcare Environment

You've probably seen Ethicon Endo-Surgery's (EES) latest attacks against the safety of remanufactured and reprocessed medical devices. This tack is not new. Over the past several years, EES has published marketing brochures and has financed studies that question the cleanliness, quality and safety of Ascent's devices. EES has declined to address these issues with the FDA, suggesting that such studies do not truly provide facts that question the safety and efficacy of the reprocessed devices. Ascent has suggested to EES that a joint, truly independent study be commissioned to analyze the safety and quality of reprocessed devices. EES has declined to participate. Ascent has also invited EES to participate in meetings with key hospital systems to discuss, on scientific terms, the quality and safety of reprocessed medical devices. Once again, EES declined this invitation.

At Ascent, we stand behind the quality, safety, sterility, and cleanliness of our reprocessed devices. The devices we remanufacture comply with the FDA's 510(k) and Quality System Regulation (QSR) requirements. These agencies consider Ascent devices to be substantially equivalent to original devices and to represent no added concern for patient safety.

In today's changing healthcare environment, hospitals need a partner that can help them control costs while reducing healthcare delivery's environmental footprint. Ascent not only understands these challenges, but has innovative, cost-effective solutions to deliver the results hospitals demand. For example, some hospitals save more than \$600,000 per year by reprocessing single-use devices. Additionally, Ascent's healthcare partners reduced medical waste by 5.3 million pounds in 2009. Customers are depending on our leadership to continue delivering consistent value to their medical device programs.

More than 1,800 leading hospitals and hospital systems derive substantial value and cost savings from reprocessing. So, it's not surprising that reprocessing programs pose a competitive threat to EES sales. Instead of spending thousands of dollars on advertising campaigns, let's stop the nonsense and focus on what really matters — delivering quality healthcare.

If you would like to learn more about the safe, high quality products that Ascent offers, or if you are interested in having a dialogue about solutions for controlling costs while reducing healthcare delivery's environmental footprint, please contact our Quality Control department or a regional Sustainability Coordinator at 1.888.888.3433.

Sincerely,

Rick Ferreira

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