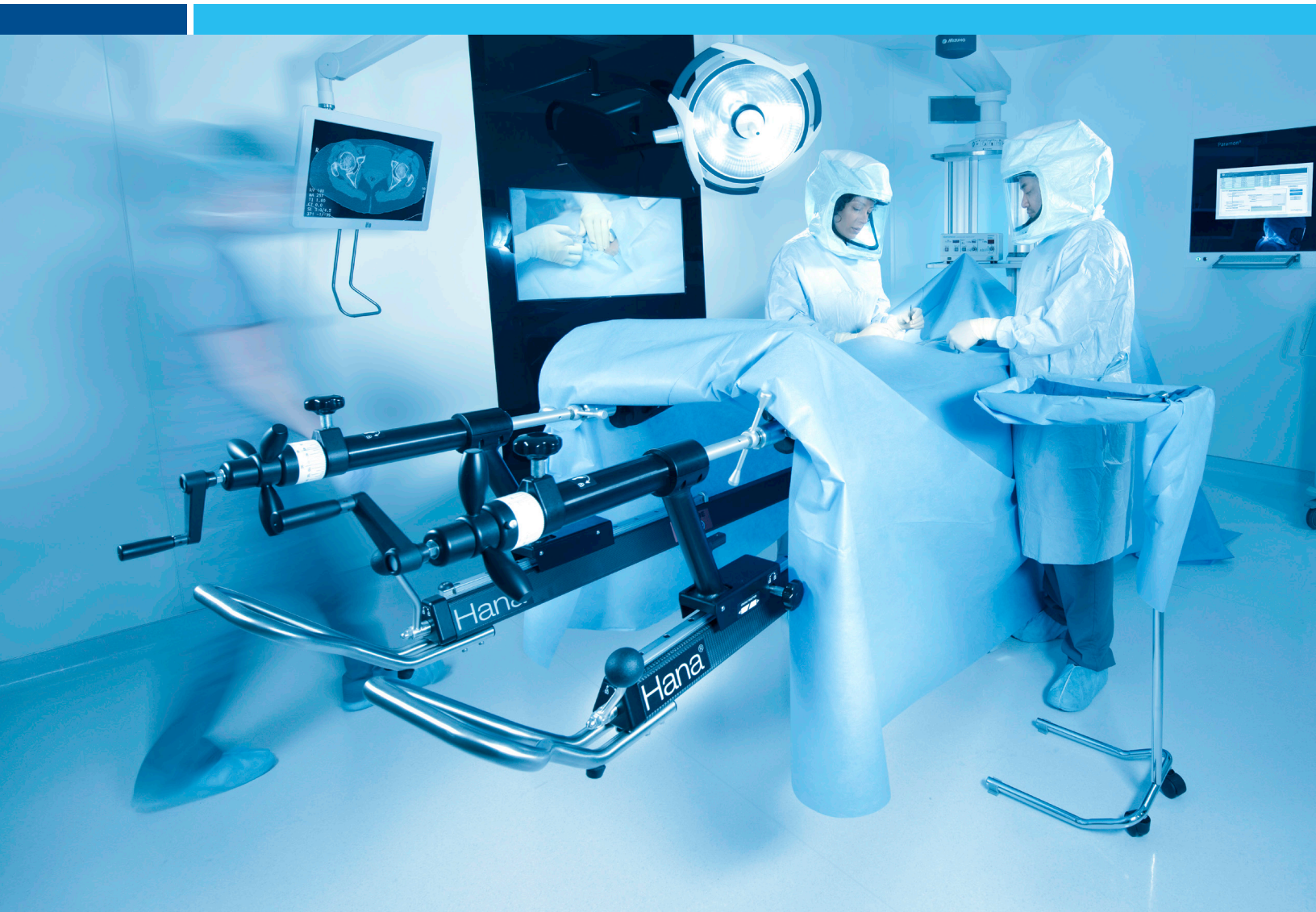


# ASC Solutions

Orthopedic and Spine Surgery Tables  
and Positioners



# Positioning Your ASC For Success

According to healthcare consultancy group Sg2, it is estimated that 85% of all procedures will be performed in the outpatient setting with total joint replacement and surgical spine procedures leading the way by 2028.<sup>1</sup>

This shift offers a unique opportunity for surgery centers to build thriving orthopedic practices. Incorporating technology designed to maximize patient outcomes in high acuity orthopedic cases will help you to build your case volume confidently and position your ASC as a surgery center of excellence while still optimizing ROI.

At the same time, you are certainly not alone if you are feeling overwhelmed with the decisions you'll need to make along this journey.

Collaborating with trusted partners is a critical step to help you to avoid costly mistakes and delays. That's where we can help. When you partner with Mizuho OSI not only will we help you to select the right orthopedic and spine surgery tables and complementary products for your ASC, but we'll continue to support you throughout the lifetime use of our products.

Mizuho OSI invented the specialty surgery table market in 1978. Since that time, thousands of surgeons have trusted Mizuho OSI for solutions that provide optimal patient positioning to support efficient surgical procedures, faster patient recovery and improved safety. Today, we remain the market leader in the specialty surgical table and patient positioning markets.

**By 2028, 85% of all procedures will be performed in the outpatient setting with total joint replacement and surgical spine procedures leading the way.**





As more procedures move to the ASC, maximizing OR efficiency is critical for long-term success.





“Safety is of paramount importance as joint surgeons transition to the ASC. A safe transition is achieved through consistency in patient preparation, protocols and surgical technique.”

— Dr. Charles DeCook





# What Makes Us Unique

Since our founding our mission has been the same — to create solutions that make it easier for surgeons to improve patient outcomes.

Mizuho OSI surgical tables are designed to reduce pressure on important anatomical landmarks and improve surgical access. The radiolucent design of our tables supports intraoperative fluoroscopy proven to be more accurate for component placement. Exclusive pressure equalization pads and positioners with Tempur-Pedic® technology, developed for the operating room environment, provide unparalleled support to reduce pressure injuries during surgical procedures.

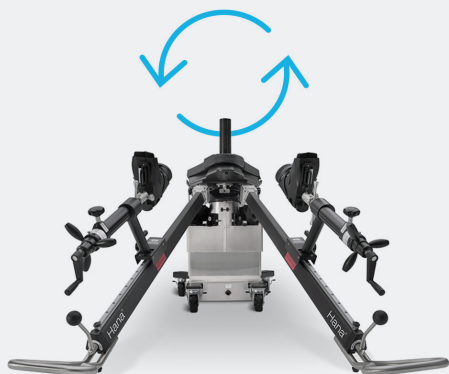
All Mizuho OSI tables come with a one-year warranty which includes an annual preventative maintenance inspection. Service contracts are available to protect your investment beyond the warranty period.

## Hip replacement and arthroscopy

The anterior approach to hip replacement procedures is gaining popularity among patients and surgeons since pain and recovery time from surgery is significantly reduced.

Now that Medicare is reimbursing total hip arthroplasty in the ASC setting, it's a great time to consider expanding your total joints procedures.<sup>2</sup>

Considered the gold standard, leading orthopedic surgeons all over the US entrust their patients to the Hana® table for its superior access for femoral component placement. Positioning that's not possible with conventional tables. With enhanced stability and simplicity, the table also supports hip distraction and traction during hip arthroscopy procedures.



## Love it or leave it

Purchase your Hana SC through our new **Buy Back Program** which offers low monthly payments and the flexibility to return your table within the first year of this special lease agreement.



Mizuho OSI tables have an average 10-year lifespan and come with a one-year warranty.

# Buying a Refurbished or Used Surgical Table

Surgery centers interested in minimizing capital expenses often consider buying used or refurbished surgical tables. However, there are important differences between buying a refurbished table from a table manufacturer in comparison to purchasing one from a reseller.

## What you can expect when you purchase a refurbished table from Mizuho OSI:

- One year warranty for defects in material and workmanship
- Original Mizuho OSI parts recalibrated to manufacturer's specifications
- Refurbished to original or updated specifications
- Original Mizuho OSI parts readily available
- Service agreements available beyond one year warranty

There are many stories of surgery centers ordering used or refurbished tables from resellers only to receive them and discover they are much older than advertised, missing critical parts and requiring service. Also, many surgery centers later found out they could have obtained a new table from Mizuho OSI for less than what they paid in total for a reseller's solution.

If you're considering a used table, we suggest purchasing a Mizuho OSI refurbished solution.

Reach out to your local Mizuho OSI account manager to discuss the potential benefits of a Mizuho OSI purchase and how we can help.

Designed in the San Francisco Bay Area and engineered to last, we've installed over 10,000 surgical tables in ASCs and hospitals.





“Investment in a Hana table significantly improves surgical consistency from case to case. For me, that has meant getting a great return on my investment for both my patients and my practice.”

— Dr. Andrew Wickline

# ASC Solutions

## Surgical Tables

### Hana® SC

Orthopedic Surgery Table



### Hana®

Orthopedic Surgery Table



### Trios®

A Modular Spinal  
Surgery Table Solution



### ProAxis®

Spinal Surgery Table





## Patient Positioning & Support

### Wilson Plus®

Radiolucent Frame for  
Spine Procedures



### Patient Care Kits

Patient Positioning and Support



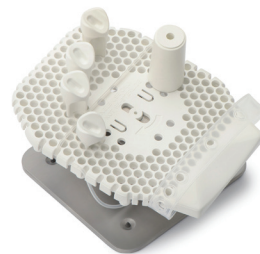
### Ultra Shoulder Positioner®

Arthroscopic and  
Open Shoulder Surgery



### Multilok™

Hand Surgery Table System



# We're With You Every Step of the Way

**At Mizuho OSI, we collaborate with you to ensure you get the most out of our products.** Whether it's initial clinical training, sales and marketing support or service calls, Mizuho OSI will ensure you have the best support to make your surgery center successful.

- Flexible leasing programs to contain capital costs.
- Service contracts for long-term table care.
- Annual product maintenance while your table is under warranty or a service agreement.
- Marketing kit designed to bring hip replacement patients to your ASC.
- Online tools to assist with procedure setups.

Investing in a Mizuho OSI surgical table is a great way to position your patients and surgery center for success.



Contact us to learn how we can support you in building and growing your total joints and spine line of business in your ASC.

#### References

1. Craig, Rebecca. Looking Ahead at 2019. ASC Focus, Jan 2019, 13-16
2. 2020, December 2. CY 2021 Medicare Hospital Outpatient Prospective Payment System and Ambulatory Surgical Center Payment System Final Rule (CMS-1736-FC). <https://www.cms.gov/newsroom/fact-sheets/cy-2021-medicare-hospital-outpatient-prospective-payment-system-and-ambulatory-surgical-center-0>



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• Mizuho OSI is a Delaware Corporation. Manufactured in the USA.