



Cold Therapy/Compression Pre-Surgery Purchase Program



Program developed to address the increased cost, broad fulfillment controls and poor utilization with cold therapy and compression medical devices that are being provided for the prevention on deep vein thrombosis (DVT).

The cold therapy and compression devices are being supplied for the prevention of DVT's, edema, swelling, pain associated with post-surgical recovery.

Concerns:

- ODG guidelines for DVT 10-15 days
- High daily rental rates
- Rental periods over 60-90 days
- High convert to purchase cost
- Poor control with suppliers
- Risk assessment done at time of surgery
- Physicians approving not understanding the cost structure

Our goal of the program is to reduce the increased cost of the high-end rental products being provided at time of surgery to reduce risk of DVT's post-surgery, but we are also wanting to make sure that the injured worker is still getting the most appropriate equipment at the right time.



Our offer is a proactive play, we are looking to provide a cold therapy and compression device at a flat rate price that would be provided at least 5 days before the surgery, that is an equal/substitute medical product that is comparative to:

- ThermoTek Vascutherm
- Kinex Medical
- Pulsar Scientific
- Thermocure
- Game Ready
- Triple Play

ESTIMATED SAVINGS

Average rental rate \$78.00 per day
 Average cost associated with prevention of DVT's:
 45 days rental = \$3,910
 90 days rental = \$7,020

MTI Savings

Flat Fee: TBD

45 Day Program Savings: \$2,515

90 Day Program Savings: \$6,025