

## Opportunities for Healthcare Cost Reduction

### Avoidance of Adverse Outcomes

- Avoidance of complications
- Avoidance of medical errors
- Reduced staff accidents & injuries
- Elimination of unnecessary procedures
- Reduced liability exposure
- Less-invasive procedures

### Rapid Diagnosis & Treatment

- Enhanced diagnostic performance
- Enhanced therapeutic efficacy
- Quicker definitive diagnosis
- Anticipation & earlier intervention

### Procedural Efficiency

- Reduced hospital length of stay
- Reduced operating room time
- Ease/obviousness of product use
- Reduced clinician involvement
- Immediate equipment accessibility
- Rapid data recording and access
- Automated insurance coding & claims

### Economic Sites of Care

- Avoidance of ED/ICU admission
- Applicability of sub-acute care
- Applicability of physician-office care
- Applicability of home/self care

### Prevention

- Viable disease management programs
- Effective vaccination initiatives
- Home-based physiological monitoring
- Effective patient wellness programs

### Product Direct Cost of Use

- Reduced product cost per procedure
- Reduced amortized capital costs
- Lifetime extension of reusables
- Applicable generic substitution