



HALYARD

**INTRODUCING
HALYARD* CUSTOM PROCEDURE TRAYS**

 **HALYARD**



EMPOWERING OUR CUSTOMERS TO ADVANCE HEALTHCARE

We provide sustainable supply chain, product, and patient solutions that lower total costs and improve quality of care across the continuum of care

HALYARD* IS A TRUSTED BRAND IN THE OWENS & MINOR PORTFOLIO



Global Solutions

Medical Distribution



Services



SURGITRACK[®]

PANDACSM

Home Healthcare



Global Products



MEDICHOICE[®]



GLOBAL PRODUCTS DIVISION

**\$1.5B Business in North America with our branded portfolios.
We can support 30% of your medical/surgical spend.**



Unmatched, optimal portfolio of self-manufactured with outsourced products provides:

- ✓ **More choice with a broader portfolio**
- ✓ **Clinical expertise and support at points of care**

Surgical Solutions

- Custom Procedure Trays
- Surgical Gowns
- Surgical Drapes & Packs
- Sterilization Wrap
- Surgical Accessories and Equipment Covers
- Patient Warming

Infection Prevention

- Facial Protection
- Exam Gloves
- Protective Apparel
- Patient Care

- Admissions
- Anesthesia
- Apparel-patient
- Central supply
- Enteral feeding
- Equipment
- Housekeeping
- Incontinence
- Laboratory
- Maternity and baby
- Mobility aids
- O.R. products
- Ortho/rehab
- Patient care
- Patient monitoring
- Respiratory
- Skin care

- IV Start Kits
- Central Line and PICC Dressing Change
- Blood Culture Kits
- Laceration Trays
- Suture Removal trays
- Trach Care Trays
- General Purpose Trays
- Pain Management Trays
- Amenity Kits
- Surgical Suture Trays
- O.R. Turnover Kits

GLOBAL PRODUCTS DIVISION

THREE FUNDAMENTAL STRENGTHS:



Reliability

To avoid disruptions in your care across the entire supply chain



Standardization and Efficiency

To drive long-term cost savings to your business and operations amidst an increasingly complicated industry



Knowledge and Expertise

To empower you and your staff to prevent infections and address critical clinical concerns across the continuum of care

THE OPERATING ROOM IS CRITICAL FOR THE FINANCIAL HEALTH OF THE HOSPITAL

Challenges Facing Your O.R. Today:

- Operational inefficiencies
- Lack of visibility to costs and inventories
- Suboptimal utilization of O.R. supplies
- Shift from inpatient to outpatient
- Staff satisfaction and retention
- Consumer visibility to managed care costs
- Procedural supply waste
- Need for improved throughput





HALYARD

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HALYARD* CUSTOM PROCEDURE TRAYS**



HALYARD PACT Program*

When you select HALYARD* Custom Procedure Trays, we are committed to a long-term, true partnership. It's called the HALYARD PACT PROGRAM*.

This innovative program is designed to empower our customers to achieve their clinical and financial goals long term.

As your CPT provider, we pledge to be your reliable partner for the long term. It's a pact we take very seriously.



HALYARD **PACT** Program*

IS UNLIKE ANY OTHER

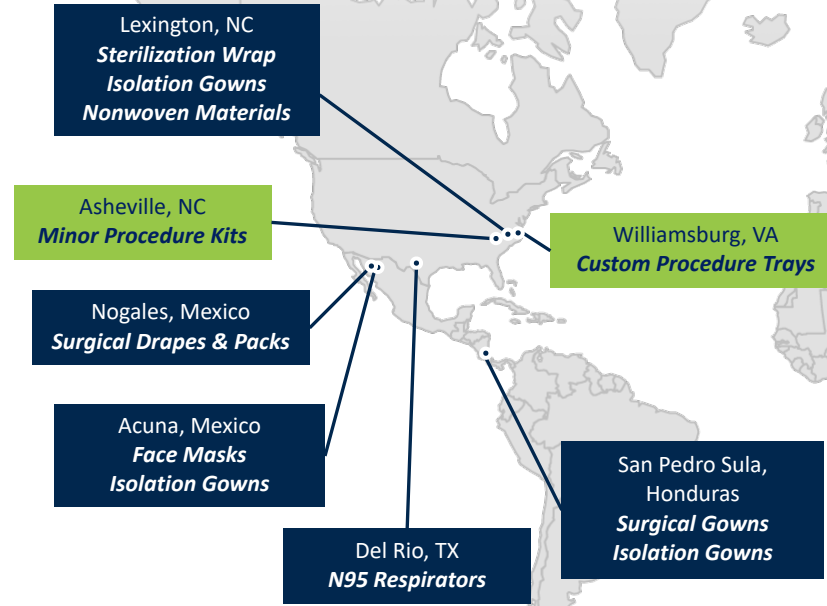
When it comes to custom packs, you should feel confident that your supplier has your best interests in mind. It's based on:

- 1** American manufacturing & supply chain
- 2** Customer-first approach
- 3** Alignment with your goals
- 4** Industry benchmark analytics
- 5** An expert clinical O.R. assessment team
- 6** A turn-key conversion process

OUR PACT WITH YOU:

1 AMERICAN MANUFACTURING & SUPPLY CHAIN

- Our unique **Americas-based kitting and supply chain** for key components give you peace of mind by ensuring **reliable product supply**
- Global products footprint with **80% North American manufacturing** in our own plants
- **Strategically located distribution centers** in North America for rapid deployment
- **Quality products and performance metrics** that meet and exceed industry standards

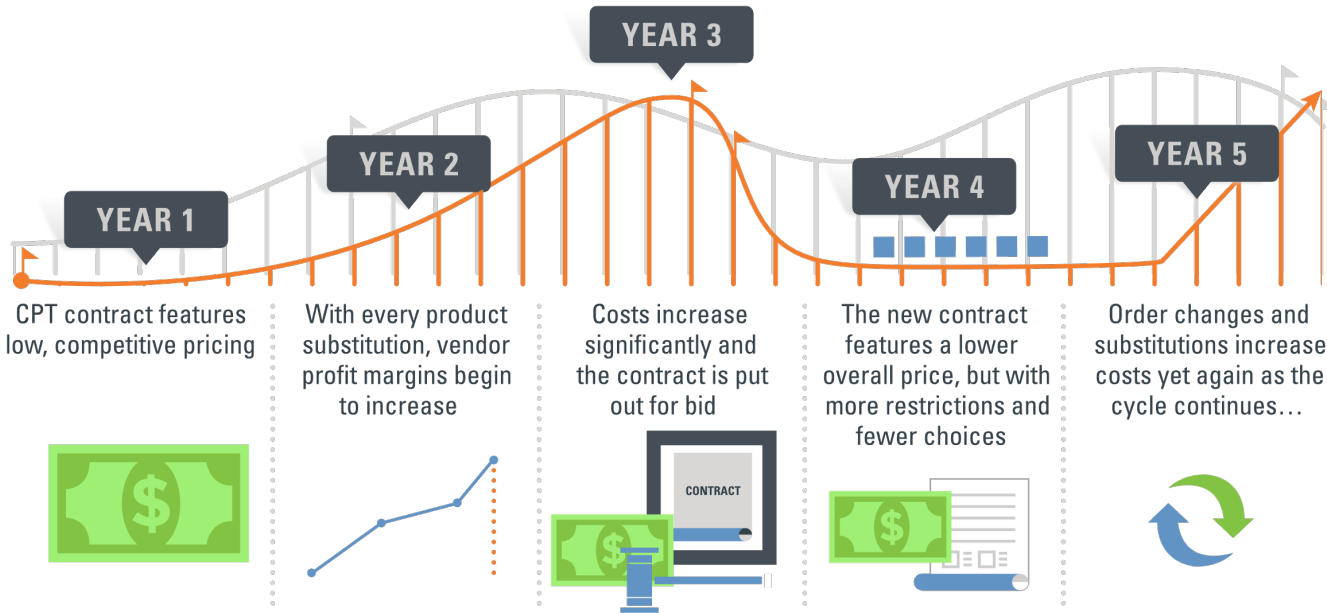


As of August 2020

OUR PACT WITH YOU:

2 CUSTOMER-FIRST APPROACH

With so many ups and downs, many hospitals feel like they are on a rollercoaster when dealing with CPT issues.



LET US HELP YOU AVOID:

- ✓ Unexpected product substitutions
- ✓ Pricing changes
- ✓ Lack of visibility

OUR PACT WITH YOU:

2 CUSTOMER-FIRST APPROACH

We provide complete line-of-sight so you can make informed decisions on what should be in your packs.

- You always have visibility to components and necessary adjustments
- You are notified and involved in any necessary substitutions before they happen
- We conduct waste elimination reviews to ensure you're only paying for what you need
- Our expert CPT consultants help you control the quality and costs of your CPTs

THE BENEFIT TO YOU:

Informed decision-making with the control you need to achieve your clinical and financial goals



OUR PACT WITH YOU:

3 GOAL ALIGNMENT

Our O.R. experts and organization are **measured on how well we achieve your system's goals** – not on increasing our own profits.

STEP 1

Our team works closely with your purchasing and clinical staff to gain insights into your annual goals.

STEP 2

Specific goals are defined and weighted, e.g., SKU optimization, waste elimination, consistent product supply, cost savings, etc.

STEP 3

Our expert CPT consultants work with your staff to execute strategies that meet your goals.

STEP 4

Quarterly updates monitor progress via CPT score card.

OUR PACT WITH YOU:

4 INDUSTRY BENCHMARK ANALYTICS

Access to procedural insights from our database plus global industry benchmark data to help you optimize your CPT program system wide

- Component standardization by procedure
- CPT count by hospital and procedure type
- TruValue™ component savings opportunities and visibility
- Industry insights across private and academic medical center settings



OUR PACT WITH YOU:

5 CLINICAL O.R. ASSESSMENT TEAM

Providing Insights Into O.R. Spend and Waste

We provide ongoing Custom Procedure Tray reviews to make sure they're performing to your expectations while providing healthy savings. Your team of dedicated CPT specialists will examine your current program and make recommendations for:

- ✓ Pack efficiency improvements & optimization
- ✓ Waste reduction
- ✓ Cost savings

Reviews also eliminate the time and cost of "sterile pulls." Each year, these assessments reduce an average of 24,000 sterile pulls resulting from a wrong or missing pack item. Each eliminated sterile pull saves you \$62 per minute in lost O.R. time.¹



1. Macario, Alex, *What does one minute of operating room time cost?* J Clin Anes. 2010; 22: 233-36. Available from: <http://ether.stanford.edu/asc1/documents/management2.pdf>

WHAT TO EXPECT AT YOUR ASSESSMENT >



STEP 1:
PRE-ASSESSMENT



STEP 2:
ON-SITE
ASSESSMENT



STEP 3:
ANALYSIS



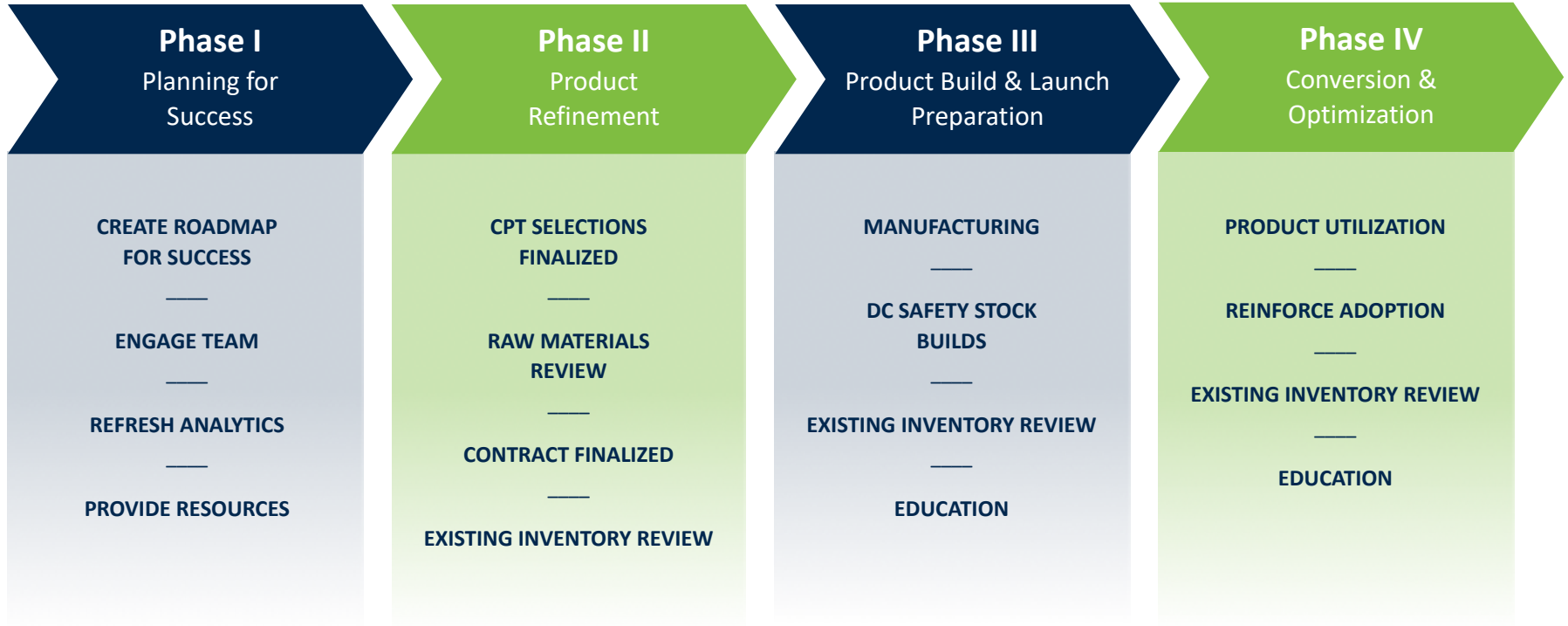
STEP 4:
PRESENTATION



STEP 5:
APPROVAL &
IMPLEMENTATION

OUR PACT WITH YOU:


6 BEST-IN-CLASS SIX SIGMA CONVERSION PROCESS



The logo features three dark blue horizontal bars of varying lengths on the left, followed by the word "HALYARD" in a bold, dark blue sans-serif font. Below "HALYARD" is the word "PACT" in a much larger, bold, dark blue sans-serif font. Underneath "PACT" is the word "Program*" in a smaller, dark blue sans-serif font.

HALYARD PACT Program*

A TRUE CPT PARTNERSHIP

 that promises to always put **your** goals at the **center of everything we do**

We look forward to growing our relationship with you!



APPENDIX



HALYARD* SURGICAL DRAPES & GOWNS

ALWAYS RELIABLE – EVEN IN TIMES OF CRISIS



Proven ability to ramp up quickly to meet demand during natural disasters and health crises



98% of our fabric is made in the U.S. for faster delivery and fewer supply disruptions



85% of our Gowns and Drapes are made in our own plants in the Americas, using our own fabric



Early in the COVID-19 pandemic, Halyard produced and delivered **>1,000,000 GOWNS** over normal production in 10 weeks

Vertically-integrated, Americas-based supply chain with our own fabric production for reliable supply



FEATURING HALYARD* SURGICAL DRAPES & GOWNS INSIDE



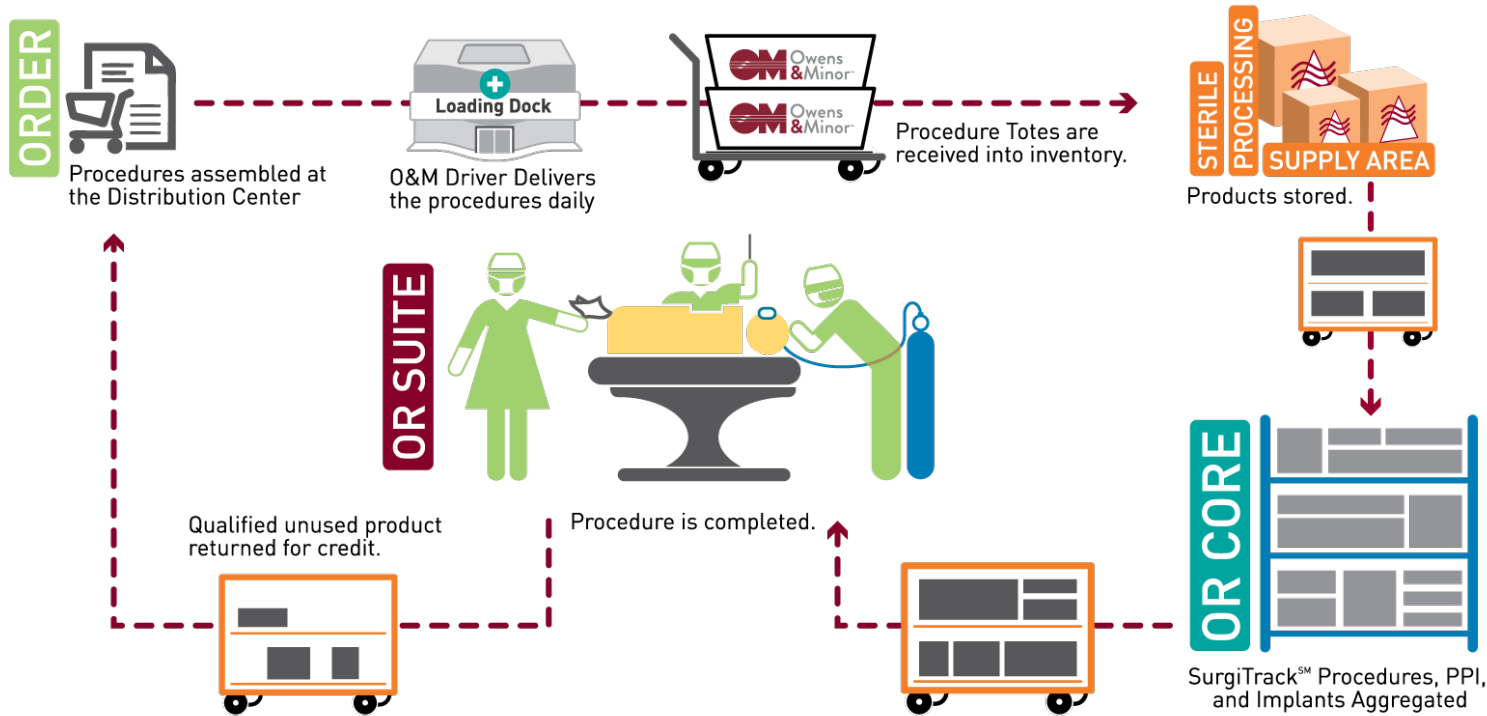
A unique focus on surgical products and innovation

- HALYARD* is known for best-in-class surgical products, with rights to over 300 patents for surgical fabrics and products.
- A fully tiered portfolio to meet your clinical and financial needs at every level.
- Take advantage of gowns, drapes, and accessories that drive high clinical performance and superior total value.



SURGITRACK® – IMPROVE YOUR O.R. SUPPLY CHAIN

THE RIGHT SUPPLIES AT THE RIGHT TIME, AT THE RIGHT PLACE



SUPPLY CHAIN SOLUTIONS

Owens & Minor Perioperative Supply Chain Solutions

- DATA ANALYTICS AND MANAGEMENT
- PROCEDURAL STANDARDIZATION
- PREFERENCE CARD EFFICIENCIES
- WASTE REDUCTION
- RETURN LOGISTICS
- WORKING CAPITAL OPTIMIZATION

