



AESFULAP[®] SET CONSULTING

B. BRAUN CONSULTING SOLUTIONS

AESCU LAP® SET CONSULTING

CHALLENGES IN DAILY CLINICAL BUSINESS



SURGEON

- Confrontation with unplanned circumstances
- Compulsion of compromise
- High stress factor
- Limited patient care
- High time pressure
- Waiting time
- Risk of infection



HOSPITAL MANAGEMENT

- Inefficient processes
- High cost pressure
- Rising hygienic demands
- Securing the patient safety
- High fluctuation
- Compliance with the legal requirements
- Industrial safety measures
- Image management



OR TEAM

- Incomplete, wrong set content
- Non functional instruments
- High stress factor
- Bottlenecks of sterile goods
- Inefficient sterile supply process
- Permanent pressure to be efficient
- Shift / delay of surgeries



CSSD STAFF

- Meet hygienic demands
- Reprocessing of unused instruments
- Supply of functional instruments
- Inefficient back-up stock
- Incomplete documentation
- Inefficient sterile supply process

WHAT OUR CUSTOMERS SAY

»The practice of medicine has increased and become every time more complex, demonstrated by the hundreds of instruments that a company like B.Braun has on offer, that make more difficult to take a decision about selection and processing of instruments. The methodology of the consultancy of sets used by B. Braun allows the specialist to participate in processes in which it is usually out, such as cost reduction, improvement of patient safety when selecting instruments according to the needs of process optimizations.«

*Dr. Medico Francisco Cesar Becerra Garcia
General Surgeon
Hospital San Angel Inn Chapultepec
Mexico City*

»The set optimization service of AESCULAP® in Tuttlingen has convinced me. It was very impressive how the consultants meet the needs among clinical expectations and an efficient instrument equipment. By the discussion with the set title overview about optimization of the instrument requirements and the standardization over the specialties is this service an optimal preparation and entry point for cart case management. Thank you very much!«

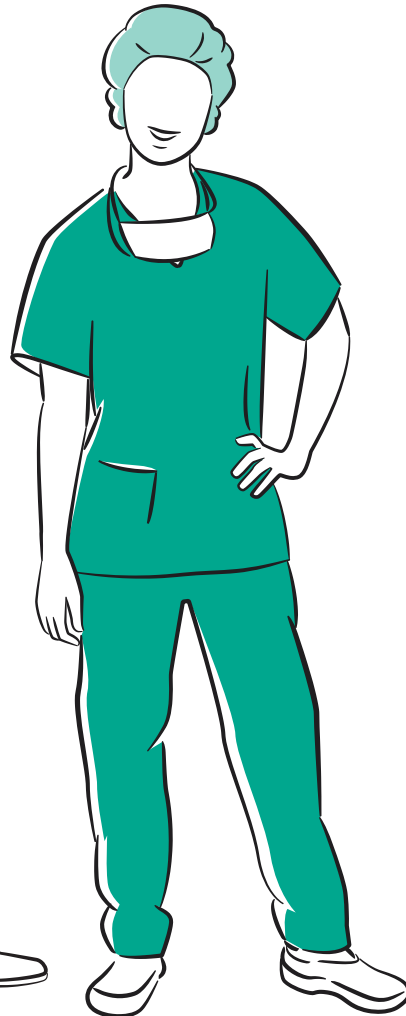
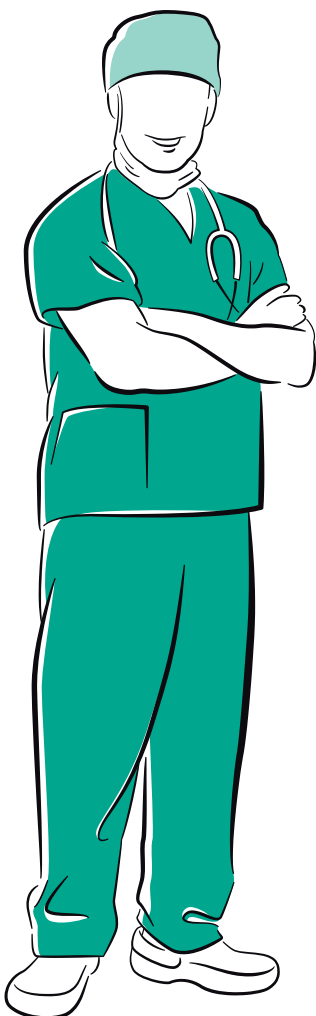
*Christian Voß
OR-Management
University Hospital Schleswig-Holstein
Campus Lübeck*

»I would like to take this opportunity to thank AESCULAP® and the B. Braun HK Team which conducted the consultancy service in Gleneagles. This gave us the possibility to increase our prestige in the field and raised our standard to a leading position.«

*Yuk Sim Chan
Chief Nursing Officer
Gleneagles Hospital Hongkong*


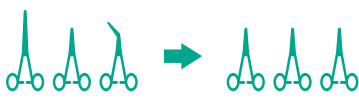

»The condition checking of the instruments will be done centralized. Rationalization of the instrument sets enable the use of the same set in most of the operations. Getting rid of the unnecessary instruments, whereupon reducing instrument handling in CSSD. Provide up-to-date set lists for the use of both the operating room and the CSSD.«

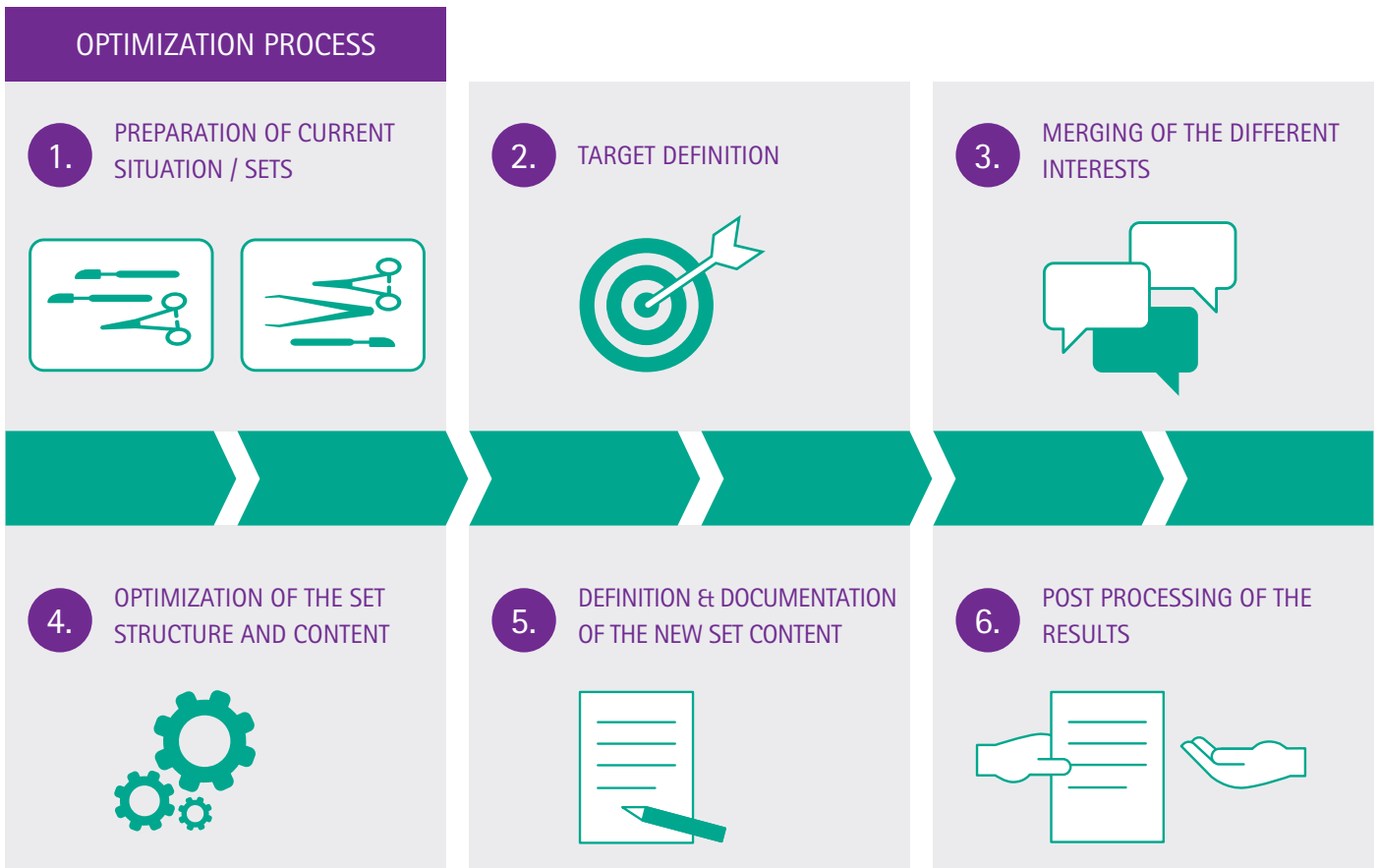
*Sirpa Aittola
Director, Hospital maintenance
and sterile services
University Hospital Oulu - Finland*



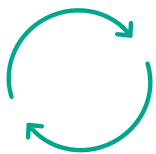
AESCULAP® SET CONSULTING

YOUR BENEFIT, OUR OFFER

YOUR BENEFIT	COMMON FOCUS	OUR OFFER
<ul style="list-style-type: none">Smart set structure with streamlined set contentSaving of reprocessing and asset costsShorter packing timeReduction of article varietyLean processes in instrument cyclePhysical configuration with practical relevance„Touch-and-feel experience“	 <p>Modernization</p> <hr/>  <p>Standardization</p> <hr/>  <p>Optimization</p>	<ul style="list-style-type: none">Consultation and moderationKnowledge sharingNew and structured documentation of the set contentsInformation and consultation center with more than 25.000 instrumentsMobile showroom with ~4.500 instrument samples

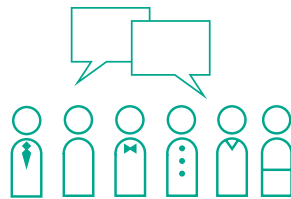


YOUR CONSULTING TEAM – SHARING EXPERTISE



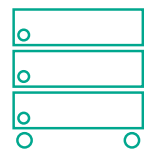
expertise in

INSTRUMENT MANAGEMENT



> 25 YEARS

consulting experience



MOBILE SHOWROOM

for onsite consultancies

AESCLAP® SET CONSULTING

OVER 400



consultations per year

per year

~ 160 HOSPITALS



national and international

EXPERTISE



in all surgical specialities¹

AESCULAP[®] – a B. Braun brand

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