Device: Zip
[Part numbers and pricing attached separately]

Product Summary: Zip is a non-invasive, advanced skin closure device for incisions and lacerations, replacing sutures or staples for the final close.

Zip Clinical Differentiation [compared to staples and sutures]
- Fewer wound complications
  - Higher tissue perfusion, to promote healing\(^1\)
  - Less bacteria penetration into the wound and lower rate of infection\(^2\)
  - 75% reduction in the prescription of antibiotics\(^3\)
  - Fewer hospital readmissions\(^4\)
- High patient satisfaction
  - Greater range of motion post-op\(^5,6\)
  - 3x less pain than staples\(^7\)
  - 2x better cosmetic appearance than sutures\(^7\)
  - 66% less patient anxiety\(^8\)
- Time savings
  - Operating Room
    - 4x faster than sutures and saved an average of 7.5 minutes per procedure\(^9\)
  - Clinic
    - 45% reduction in post-discharge incision-related actual clinic costs\(^2\)
    - 60% reduction in incision-related phone calls\(^2\)
    - Patients with incisions closed with the Zip required no home health nurse visits or clinic visits that were otherwise required for staple removal\(^4\)

Potential Cost Savings
- Wound Complications
  - Surgical Site Infections (SSIs)
    - Average cost of SSI for a patient after orthopedic surgery is $15,243\(^10\)
  - Hospital readmissions
    - Mean cost for hospital readmission after THA is $11,952\(^11\)
    - Mean cost for hospital readmission after TKA is $13,000\(^12\)
    - Three main causes for readmissions are wound complications, surgical site infections, and medical issues\(^12\)
  - Antibiotics
    - Oral therapy antibiotics cost per patient is $39.20\(^13\)
- Time savings in OR = $273.75 per procedure
  - One minute of OR time translates to $36-37 per minute\(^14\)
  - Zip saved on average 7.5 minutes per procedure compared to sutures\(^9\)
- Time savings in Clinic = $300 per incision-related clinic visit\(^2\)
  - Employee pay scales, median annual pay, and average observed clinic time spent on individual tasks were used to determine the cost to the clinic. Clinic time spent managing incision complications was used to determine opportunity cost.
- Patient Satisfaction\(^15\)
  - Greater positive patient experiences are associated with increased net income
  - 1% increase in patients who recommend the hospital is associated with a $1,072,000 expected increase in net patient revenues and a $247,000 expected increase in net income
Footnotes

1 Davis A, Vaughn M, Piraino J. “Effect of Surgical Incision Closure Device on Skin Perfusion Following Total Ankle Arthroplasty.” Poster session presented at American College of Foot and Ankle Surgeons; Feb 27-Mar 1; Las Vegas, NV.
8 Filippa Linden Bergman, Anna Dahl, Christian Schillert, et. al., Non-invasive Zip wound-closure for lacerations in the adult and pediatric A&E, Department of Medicine and function of Emergency Medicine, Karolinska University Hospital, Stockholm, Sweden; March 2019 Poster; Poster presented on March 13-15, 2019 at the Swedish Emergency Medicine Talks Conference in Stockholm, Sweden
13 Sigmund Rüttimann, Barbara Keck, Cornelia Hartmeier, Andreas Maetzler, Heiner C. Bucher, Long-Term Antibiotic Cost Savings from a Comprehensive Intervention Program in a Medical Department of a University-Affiliated Teaching Hospital, Clinical Infectious Diseases, Volume 38, Issue 3, 1 February 2004, Pages 348–356, https://doi.org/10.1086/380964.

Disclaimer Language

A surgeon must always rely on his or her own professional clinical judgment when deciding whether to use a particular product when treating a particular patient. We do not dispense medical advice and recommend that surgeons be trained in the use of any particular product before using it in surgery.

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