



Medical Resources Group of North America, LLC
REMA "Easy Change" Modular Scissors Kit Promotion
Cost Savings Analysis

XYZ Hospital has 10 Laparoscopy Sets

600 Laparoscopic Cases per year or approximately 12 cases per week

| <u>Product Description</u> | List Price | Promotion Price | Number of Times Insert may be used | Total Quantity of Kits Required for 10 Lap Sets | Total Annual Cost for 600 Cases |
|--|------------|-----------------|--|---|---------------------------------|
| "Easy Change Line Metz Scissors Kit Contains: | \$1,375.00 | \$775.00 | | 10 Kits | \$7,750.00 |
| 1-Scissor Handle | | | 60+ | | |
| 1-Insulated Shaft with Cleaning Port | | | 60+ | | |
| 3-Metz Scissors Inserts * | | | 60+ | | |
| | | | 3 @ 20 procedures ea = 60 * | | |
| | | | Annual "Easy Change" Metz Scissors cost for 600 cases= | | \$7,750.00 |
| | | | Metz Scissors Cost per laparoscopy case= | | \$12.92 |

600 Laparoscopic Procedures per year or approximately 12 cases per week
Disposable Metz Scissors

| <u>Product Description</u> | List Price | Discount Price | Number of Procedures per Instrument | Total Quantity for 600 cases | Total Annual Cost for 600 Procedures |
|---------------------------------------|------------|----------------|--|------------------------------|--------------------------------------|
| Disposable Metzenbaum Scissors | \$110.00 | \$64.90 | 1 | 600 | \$38,940.00 |
| | | | Annual Disposable Metz Scissors cost for 600 Procedures= | | \$38,940.00 |
| | | | Metz Scissor cost per laparoscopy case= | | \$64.90 |
| | | | Annual Metz Scissors Savings= | | \$31,190.00 |

**"Easy Change" Modular Scissors can reduce
your Laparoscopic scissor expense by over 79%**