



THE NEXT WAVE
IN PATIENT WARMING

HOTDOG PATIENT WARMING

improving patient care with...

LESS EXPENSIVE

...patient warming

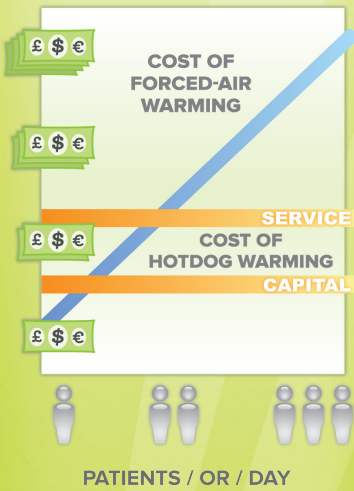


Reducing costs can improve patient care.

Supporting Leaner Healthcare

- Lower operating costs
- Reduce supply inventory and reordering
- Increase warming productivity and capacity
- Decrease disposal and energy usage

Cost per patient



Reduce Per-Patient Costs

HotDog is a durable, reusable warming system designed for easy and safe cleaning. Because it's reusable, it can significantly reduce patient warming costs.



Warm More Patients for No Additional Cost Per Patient

CLINICALLY SUPERIOR PATIENT WARMING



IMPROVE CARE AND REDUCE PATIENT WARMING COSTS

Case Study #1: Regional Medical Center Capital Investment

Facility Profile:

- A 229-bed acute-care hospital in the Mid-Atlantic.
- Performs an average of 3,000 surgeries per year in its four operating rooms.

Previous Patient Warming Experience:

- Used disposable forced-air warming blankets in the ORs at an average cost of \$6.50 for each patient.
- Forced-air disposables cost \$1,625/month or \$19,500/year.

Savings with HotDog:

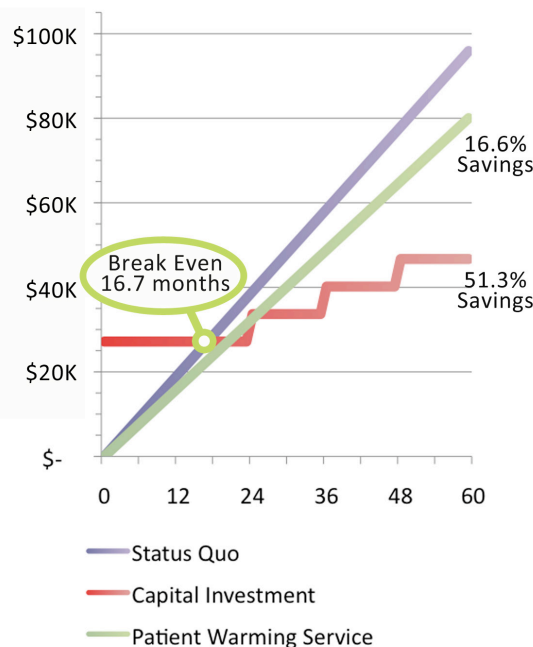
- For a capital investment of \$27,160 the hospital purchased HotDog patient warming blankets, controllers, and mattresses for all four of its ORs.
- It was only 1.4x what the hospital paid in one year for disposable blankets.
- Depreciated over the life of the equipment, the investment in the reusable HotDog system costs only \$8,688 per year, which comes to an average cost of \$2.89/patient--a 51.3% savings.



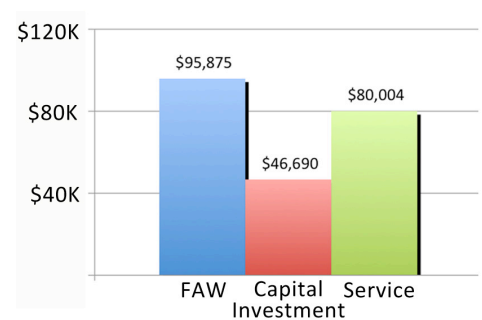
Cost Savings:

51.3% (\$10,812) per year with HotDog compared with FAW*

5-yr Cash Flows



5-yr Cumulative Expenditures



Per Patient Costs





HotDog produces the best patient-centered care, at prices sustainable for healthcare providers.

With new healthcare legislation, there is uncertainty in the medical market. But one thing is certain: costs are rising. Patient volumes are also rising, and now that SCIP and PQRS measures are being tied to quality ratings and Medicare reimbursement, facilities will see greater rates of warming. Increased patient volumes AND increased warming rates have a compounding effect on costs. Unfortunately, reimbursement rates are dropping. Reusable HotDog warming is the only way to meet the increased patient volumes and increased warming rates of the new healthcare paradigm and still save money.

Choosing the best option: Capital Investment, Patient Warming Service, or Combination of the two?

We strive to offer flexibility to our customers. A capital investment will save the most money over the long run. Capital budgets, however, are often tight or, in some cases, nonexistent. For those situations, we recommend the Patient Warming Service option: a low, fixed monthly rate without a long-term commitment.

**Savings vary depending on current spend, patient volumes, and product mix*

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USING FORCED-AIR GOWNS? HUGE SAVINGS OPPORTUNITY!

Case Study #2: Orthopedic ASC
Patient Warming Service

Facility Profile:

- Ambulatory Surgery Center (ASC) in WI that performs comprehensive orthopedic procedures.
- Operating in three rooms and serving a high volume of patients, averaging five per OR per day.

Previous Patient Warming Experience:

- Used disposable forced-air warming (FAW) gowns at an average cost of \$10.66 per patient.
- Averaging 300 surgeries per month, patient warming costs were high, totaling \$38,400/year.

Savings with HotDog:

- This facility chose to do pre-warming and intra-op warming with the HotDog Patient Warming Service option at \$1,536/month.
- Immediate savings of \$1,664/mo or \$19,968/yr cut its patient warming costs in half!
- The cost per patient is only \$5.12 for complete perioperative warming.
- Not only is the facility saving money, but since converting to HotDog they have reported an improvement in surgical outcomes.



Cost Savings:

52% (\$1,664) per month with HotDog compared with FAW*

Improved patient outcomes:
Benefits of air-free warming

WARM MORE PATIENTS WITHOUT INCREASING COSTS

Case Study #3: Regional Medical Center
Patient Warming Service

Facility Profile:

- This Distinguished Hospital for Patient Safety award winner performs about 4,600 surgeries per year in its nine operating rooms.

Previous Patient Warming Experience:

- With disposable forced-air warming blankets, this hospital warmed only 85% of its patients.
- The average cost of each blanket was \$7.50, resulting in an annual cost of \$30,000.

Savings with HotDog:

- This facility chose the HotDog Patient Warming Service option at \$3,051/mo
- There were no savings by switching to HotDog, however, 18% more surgical patients are receiving the benefits of normothermia during surgery, and added post-op, ICU, and ER warming to its continuum of care...without increasing costs!



Cost Savings:

No savings, but costs per warming episode reduced*

Improved patient outcomes:
18% more patients receiving the benefits of normothermia, plus warming new patient populations.

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