



# HOTDOG® PATIENT WARMING MONTHLY WARMING PLAN

No risk, no commitment. Use operating funds by substituting costly disposable payments for a low monthly fee with HotDog—a true patient warming partnership.

## What is the Monthly Warming Plan?

For a low monthly fee, we provide everything needed for the hospital to meet and exceed SCIP-Inf-10. Warm all patients intraoperatively or in select ORs; warm in pre-op and PACU...the choice is yours. All patients receiving HotDog technology will be warmed safely and effectively.

- No long-term commitment
- Predictable monthly costs
- An operating expense, just like your payments for disposables
- Immediate savings

## How long must we commit to the Warming Plan?

- There's no commitment, it's month-to-month.

## What if we later decide to purchase?

- 75% of your payments can be applied to a capital purchase within the first year of the Plan.

## How do we start?

- Just ask; we'll provide a quote. Simply place a PO for the Monthly Warming Plan and begin using HotDog immediately.

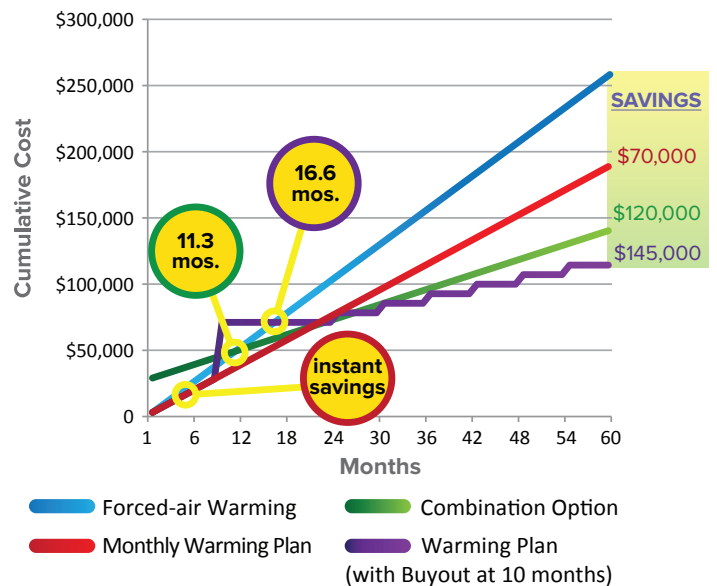


## MONTHLY WARMING PLAN - EXAMPLE OF OPTIONS

### Medical Center's Previous Experience:

- Forced-air warming blankets @ \$6.50/patient
- 660 surgeries/month in 10 ORs
- Total spend: **\$51,480/year**

### Comparison of Forced-Air Warming and HotDog Patient Warming Options 5 Year Costs



HotDog Options	Financial Impact
<b>Monthly Warming Plan:</b> <b>Pros:</b> low risk, immediate savings, continuous equipment guarantee, no capital necessary <b>Cons:</b> smallest long-term savings	<b>\$3,146/month</b>  <b>27% savings immediately</b>
<b>Combination Option</b> (Capital & Monthly Warming Plan): <b>Pros:</b> significant savings, continuous blanket guarantee <b>Cons:</b> some capital funds required	<b>\$27,200</b> (one-time payment for controllers) + <b>\$1,886/month</b> (Warming Plan for blankets/mattresses)
<b>Buyout Options:</b> <b>Pros:</b> highest overall savings, low initial risk <b>Cons:</b> some capital funds required, periodic blanket replacement	Capital funds available 10 mos. into Warming Plan. 75% of payments credited towards purchase price.  <b>Buyout amount: \$39,653</b>