

# SAM Fleet Care Container

Focus on your performance

Program paper

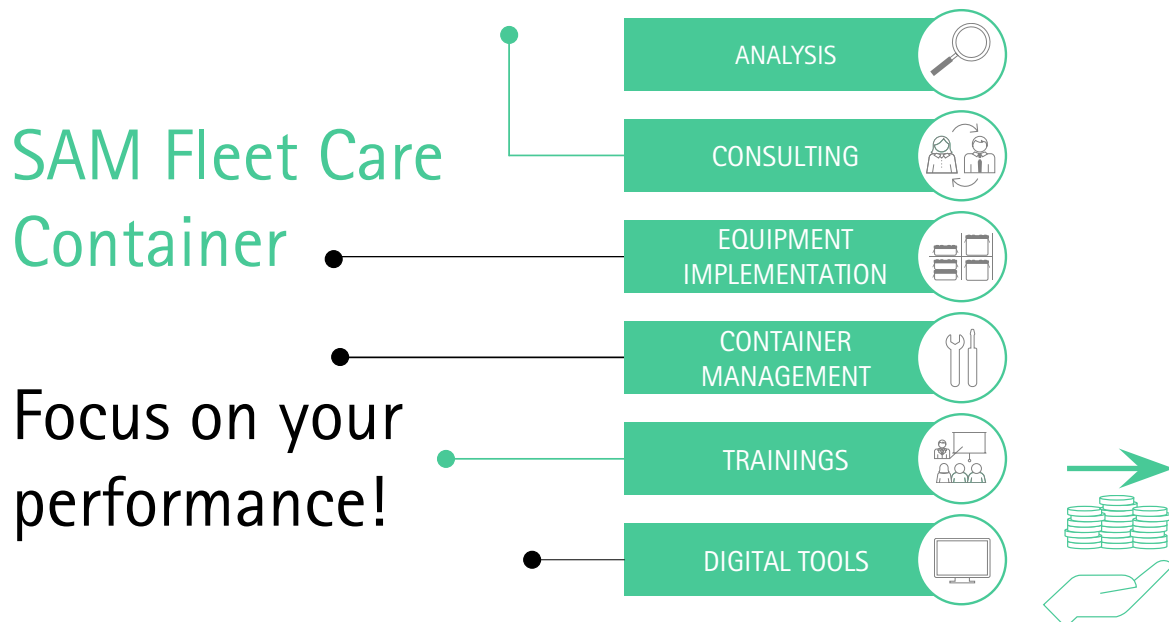
## SAM Fleet Care Container Solution

SAM Fleet Care Container is a comprehensive sterile goods management solution combining Aesculap-quality sterile containers with professional Container Management and Value-Added Services for a fixed monthly service fee. All sterile container repairs, replacements and ongoing Value-Added Services are included in the monthly rate for the duration of the contract.

## GET COSTS IN FOCUS WITH SAM FLEET CARE

## FULL PERFORMANCE. ZERO INVESTMENT.

The following six elements are part of our integrated sterile goods management solution:



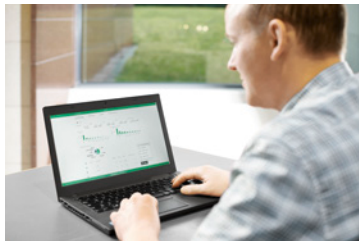


## 1. Analysis

Transparency is the key for identifying optimization potential!

To ensure an optimal supply of the right sterile containers from the very beginning the following initial Analysis Services are part of the SAM Fleet Care Program:

- **SAM Light:** SAM Light is the first step to get transparency regarding the condition of the sterile packaging. Potential issues related to your sterile packaging system can be provided after analyzing your representative packaging system in the CSSD.
- **Container Feasibility Study:** The container feasibility study determines if it is possible to implement container systems in your reprocessing cycles. This also includes the evaluation of reprocessing capacities for containers, cleaning racks, sterile stock organization and set flows.
- **Sterile Goods Data Analysis:** An analysis of your instrument tracking data is performed which outlines the necessary transparency in current production and set utilization. This forms the basis of the container planning.
- **Process Analysis:** This process analysis provides a baseline assessment of the reprocessing cycle, which is essential towards a safe, value preserving reprocessing environment for sterile containers. This process also includes an enhanced media testing program and tools to determine your current reprocessing media quality.



## 2. Consulting Services

Avoid hidden costs, improve OR and CSSD performance and act sustainably

- **Container consulting:** At the container consulting stage, the specification and configuration of the right containers take place together with the key end users in the hospital. This is especially relevant, if there is a switch from soft wrapping to sterile containers and ensures the highest container performance and the most efficient process. For a smart organization, different colors of face plates and identification labels can be selected. The number of sterile containers required can be identified based on the Sterile Goods Data Analysis.

Loaner or vendor specific trays are not included in this process. This optimization analysis is performed either on-site by the consulting team or in one of the Aesculap consulting showrooms or even virtually, in real-time, via Microsoft Teams.

As an optional consulting service, our experts will also select the appropriate baskets that fit into the containers together with the key end users in the hospital.

- **Process Consulting:** Receive recommendations for improving your reprocessing cycle to ensure a reliable, value preserving environment for your sterile containers.





### 3. Equipment Implementation

Focus on your performance and avoid wasting your valuable time

- **Container Implementation:** All Fleet sterile containers are marked for identification purposes. Aesculap experts will implement your new sterile containers into the hospital reprocessing cycle and remove your old equipment.
- **Completeness Check:** Aesculap experts will carry out the completeness check for you.



### 4. Container Management

Right set. Right place. Right time. In the right condition.

- **Container Backup:** A pre-defined number of containers is available as a backup to ensure smooth processes and to bridge repair and replacement times. (optional)
- **Repair and replacement Service by Aesculap Technical Service included in monthly usage fee:** Defective SAM Fleet Care sterile containers will be repaired and maintained at a certified Aesculap Technical Service facility or on-site. Non-repairable sterile containers will be replaced within the contract terms.
- **Monitoring:** The Fleet Care Manager will monitor inventory quantities and conditions and will conduct periodic inventory audits. Inventory reports will be provided on a quarterly basis.

➔ To maintain optimal sterile container condition and optimal sterile processing environment, periodic container Spot Checks and Metrological Process Analyses will be performed. Results and required actions will be presented on regular management meetings.\*

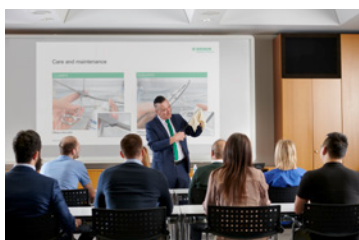
\*Note: specific actions may be required in order to maintain proper container condition and will be in the responsibility of the hospital (e.g.: need of change of detergent dosification).



### 5. Training

"An investment in knowledge pays the best interest." (Benjamin Franklin)

- **Initial and regular trainings on container handling and reprocessing basics:** SAM Fleet Care includes ongoing Training & Education for CSSD / OR Staff. This is to ensure consistency of the right usage and a safe sterile barrier function of the containers. In order to guarantee this, it is essential to have highly educated staff managing this process.
- Therefore the following training modules are included in the continuous training program:
  - Initial Training on Fleet roles and responsibilities
  - Training on proper care & maintenance of sterile containers
  - Training on reprocessing basics
  - Training on aseptic presentation of sterile instruments in operating room

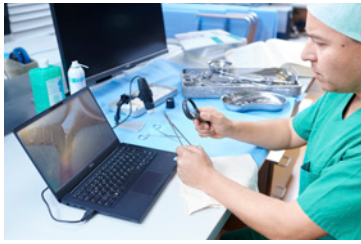




## 6. Digital Tools

Digitalize your processes!

- **TOM (Tray Organizing Manager):** Digitalize your packing process with TOM. (optional)

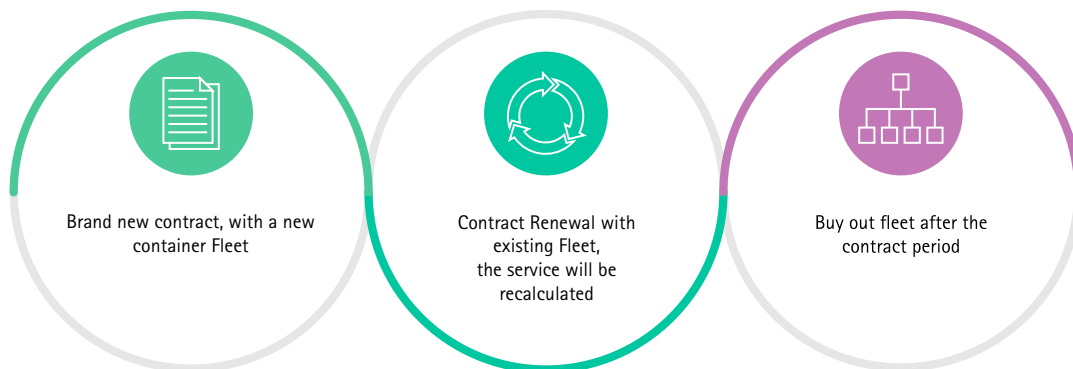


## 7. Pricing and Contract Period

All SAM Fleet Care Agreements are tailored to meet specific customer requirements. We are looking forward to providing you with further details and a customized proposal.

## 8. Contract renewal options

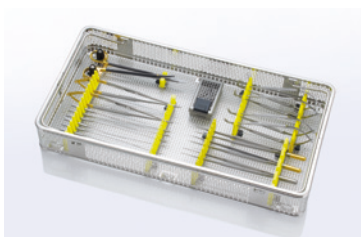
Aesculap always aims for a long-term partnership with customers worldwide. There are various options to continue working with Aesculap should your SAM Fleet Care contract come to an end.



## 9. Additional Service Modules

Please contact us for defining the proper service module according to your needs:

- **Aesculap InOS®: (Instrument organization system):** For protecting your valuable surgical instruments during sterilization, as well as during transport to sterile supply storage and to the operating room, an instrument organization system is of crucial importance. An instrument organization system is of utmost importance for delicate instruments e. g. micro instruments and small items.
- **Container consumables:** As Aesculap always aims for a long-term partnership with our customers, a contract covering all container consumables such as seals, labels, indicator plates and filters with max. coverage can be concluded for the duration of the SAM Fleet Care Container contract, too. As a result, costumers receive the complete equipment around sterile containers from one supplier.



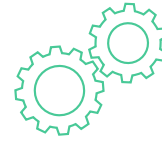


## 10. Value Proposition



### Reusable and sustainable sterile containers

- ✓ Aesculap containers consists of 41 % recycled aluminum
- ✓ Sterile containers generate 6 times less CO<sub>2</sub>e than soft wrap
- ✓ Sterile containers generate 84 % less eco-costs than soft wrap
- ✓ Aesculap sterile containers generate 95 % less plastic waste than soft wrap



### Integrated sterile supply solution from the Aesculap Experts for Surgical Asset Management

- ✓ High-quality sterile containers
- ✓ Professional Consulting
- ✓ Professional Implementation:  
*No time-consuming set assembly and no process interruptions on delivery day!*
- ✓ Sustainable Container Management



### High process safety in sterile supply, better handling<sup>1</sup> and sterile container in excellent condition

- ✓ Optimized and digitally supported sterile supply process workflows
- ✓ Education of CSSD personnel
- ✓ Safe handling and logistics as well as standardizable transport in the sterile instrument supply process
- ✓ Prevention of damaged packages in the OR
- ✓ Process safety by reproducible processes
- ✓ Smart organization for enhanced handling by colored lids, face plates and identification labels



### Attractive financing solution for comprehensive sterile supply solution

- ✓ No initial investment – Full performance
- ✓ Predicable monthly costs
- ✓ High-quality repairs and replacements + ongoing Value Added Services included in monthly fee
- ✓ Most cost-effective option in comparison to soft wraps<sup>2</sup>
- ✓ Elimination of disposal costs for single-use materials

<sup>1</sup> Ergonomic study done by the Institute of Work Science, Technical University Darmstadt, Germany, 2019

<sup>2</sup> Krohn M, Fengler J, Mickley T, Flessa S: Analysis of processes and costs of alternative packaging options of sterile goods in hospitals – a case study in two German hospitals. Health Economics Review 2019 Jan 17;9(1):1.

### Are you interested in SAM Fleet Care?

Please contact your local responsible SAM Consultant or contact us at [www.bbraun.com/samcontact](http://www.bbraun.com/samcontact)

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