

Plate and Screw Procedural Case Costs / Savings

Procedure	Product	Qty	Unit Price	Impact Medical Extended Cost	Competitor Product #	Competitor Unit Price	#	Competitor Extended Cost	% Savings
Distal Fibula Fracture	6 hole 1/3 tubular plate	1	\$ 100.00	\$100	241.361	\$ 199.00	1	\$ 199.00	50%
	3.5 mm cortex screw	5	\$ 15.00	\$75	204.81	\$ 25.75	5	\$ 128.75	42%
	4.0 mm cancellous screw	1	\$ 15.00	\$15	206.016	\$ 21.25	1	\$ 21.25	29%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$240				\$ 434.00	45%
Distal Fibula Fracture	6 hole 1/3 tubular plate	1	\$ 100.00	\$100	241.361	\$ 199.00	1	\$ 199.00	50%
	3.5 mm cortex screw	5	\$ 15.00	\$75	204.81	\$ 25.75	5	\$ 128.75	42%
	4.0 mm cannulated screw	1	\$ 90.00	\$90	207.640	\$ 227.00	1	\$ 227.00	60%
	1.6 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.601	\$ 56.00	1	\$ 56.00	73%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$330				\$ 695.75	53%
Medial Malleolar Fracture	4.0 mm cannulated screw	2	\$ 90.00	\$180	207.640	\$ 227.00	2	\$ 454.00	60%
	1.6 mm guidewire (pkg 10)	2	\$ 15.00	\$30	900.601	\$ 56.00	2	\$ 112.00	73%
Totals				\$210				\$ 566.00	63%
Lateral Malleolar Distal Fibula	4.0 mm cannulated screw	2	\$ 90.00	\$180	207.640	\$ 227.00	2	\$ 454.00	60%
	1.6 mm guidewire (pkg 10)	2	\$ 15.00	\$30	900.601	\$ 56.00	2	\$ 112.00	73%
Totals				\$210				\$ 566.00	63%
Distal Radius (Radial Styloid)	3.0 mm cannulated screw	2	\$ 90.00	\$180	202.623	\$ 229.00	2	\$ 458.00	61%
	1.1 mm guidewire (pkg 10)	2	\$ 15.00	\$30	900.722	\$ 34.00	2	\$ 68.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$360				\$ 1,011.00	64%
Ulnar Styloid	3.0 mm cannulated screw	2	\$ 90.00	\$180	202.623	\$ 229.00	2	\$ 458.00	61%
	1.1 mm guidewire (pkg 10)	2	\$ 15.00	\$30	900.722	\$ 34.00	2	\$ 68.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$360				\$ 1,011.00	64%
Scaphoid Fracture	3.0 mm headless comp. screw	1	\$ 90.00	\$90	226.028	\$ 382.00	1	\$ 382.00	76%
	1.1 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.722	\$ 34.00	1	\$ 34.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$255				\$ 901.00	72%
Navicular Fracture	3.0 mm headless comp. screw	1	\$ 90.00	\$90	226.028	\$ 382.00	1	\$ 382.00	76%
	1.1 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.722	\$ 34.00	1	\$ 34.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$255				\$ 901.00	72%

As you review this information, please feel free to contact our office with any questions you may have or if you would like to request additional details regarding the relevance of this to your facility. We can be reached directly at 503-521-7669 and at info@impactmedicalco.com.

Plate and Screw Procedural Case Costs / Savings

Procedure	Product	Qty	Unit Price	Impact Medical Extended Cost	Competitor Product #	Competitor Unit Price	#	Competitor Extended Cost	% Savings
Bunion (Hallux Valgus)	2.0 mm cannulated screw	1	\$ 90.00	\$90		\$ 229.00	1	\$ 229.00	61%
	0.8 mm guidewire (pkg 10)	1	\$ 15.00	\$15	292.619	\$ 173.00	1	\$ 173.00	91%
	1.7 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.215	\$ 522.00	1	\$ 522.00	71%
	3.0 mm cannulated screw	1	\$ 90.00	\$90	202.623	\$ 229.00	1	\$ 229.00	61%
Totals				\$345				\$ 1,153.00	70%
Fractures&Arthrodeses of Carpals and Metacarpals	3.0 mm cannulated screw	1	\$ 90.00	\$90	202.623	\$ 229.00	1	\$ 229.00	61%
	1.1 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.722	\$ 34.00	1	\$ 34.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$255				\$ 748.00	66%
Metacarpal&Metatarsal Osteotomies - Tarsal Fractures	3.0 mm cannulated screw	1	\$ 90.00	\$90	202.623	\$ 229.00	1	\$ 229.00	61%
	1.1 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.722	\$ 34.00	1	\$ 34.00	56%
	2.0 cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$255				\$ 748.00	66%
Radial Fracture	Straight Plate, 7 hole	1	\$ 165.00	\$165	223.571	\$ 384.00	1	\$ 384.00	57%
	3.5 mm cortex screw	6	\$ 15.00	\$90	204.81	\$ 25.75	6	\$ 154.50	42%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$305				\$ 623.50	51%
Ulnar Fracture	Straight Plate, 7 hole	1	\$ 165.00	\$165	223.571	\$ 384.00	1	\$ 384.00	57%
	3.5 mm cortex screw	6	\$ 15.00	\$90	204.81	\$ 25.75	6	\$ 154.50	42%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$305				\$ 623.50	51%
Both Bone Forearm (Radius, Ulna)	Straight Plate, 7 hole	2	\$ 165.00	\$330	223.571	\$ 384.00	2	\$ 768.00	57%
	3.5 mm cortex screw	12	\$ 15.00	\$180	204.81	\$ 25.75	12	\$ 309.00	42%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$560				\$ 1,162.00	52%
Clavicle Fracture	Straight Plate, 7 hole	1	\$ 165.00	\$165	223.571	\$ 384.00	1	\$ 384.00	57%
	3.5 mm cortex screw	1	\$ 15.00	\$15	204.81	\$ 25.75	6	\$ 154.50	90%
	3.5 mm locking screw	5	\$ 50.00	\$250	212.054	\$ 144.00	5	\$ 720.00	65%
	2.5 mm drill bit (optional)	1	\$ 50.00	\$50	310.25	\$ 85.00	1	\$ 85.00	41%
Totals				\$480				\$ 1,343.50	64%
Scaphoid Fracture	2.4 headless comp. screw	1	\$ 150.00	\$90	226.219	\$ 382.00	1	\$ 382.00	76%
	1.1 mm guidewire (pkg 10)	1	\$ 15.00	\$15	900.722	\$ 34.00	1	\$ 34.00	56%
	2.0 mm cannulated drill bit (optional)	1	\$ 150.00	\$150	310.221	\$ 485.00	1	\$ 485.00	69%
Totals				\$255				\$ 901.00	72%