

Interventional Systems ACC Panel Discussion



Tom Zimmerman
GM USA Marketing



imagination at work

“Complicated procedures is where everything is moving today, the perk of using a hybrid lab is you can do all the procedures, all in one shot. It’s also nice for the patients, because it does not waste their time...There are so many procedures now where a cardiologist and a cardiac surgeon need to work together.”

Syed Hussain, MD.

*Diagnostic & Interventional Cardiology Sept/Oct 2011
Used with Permission*

Planning a Hybrid Room

Who will use this room?

- *Interventionalists*
- *Surgeons*
- *Anesthesiologists*
- *Nursing*
- *Technologists*

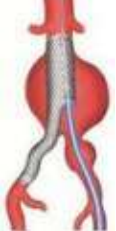


“Any specialties that will be using the OR need to be involved in the planning so their needs are met, said Joe Coatti, M.D., FACS, senior vascular surgeon, Middlesex Hospital in Middletown, Conn.

In addition, **nursing staff should have a say during planning** so in-room **procedural storage needs** and how patients are brought into the room are considered.

Anesthesiologists also should be included. Coatti said.”

Diagnostic & Interventional Cardiology Sept/Oct 2011
Used with Permission

Procedures Trends & Challenges

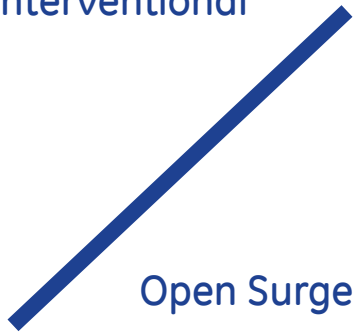
Top growth drivers procedures			Volume 2008	MIS 2012	CAGR	2014
AAA Volume 132K CAGR 3%		US	61K	84K	10%	102K
		EUR 4		59K		
		Japan		17K		
TAA Volume 28K CAGR 5%		US	14K	22K	16%	30K
		EUR 4		16K		
		Japan		4K		
Valve Volume 239K CAGR 5%		US	7K	28K	82%	91K
		EUR 4		4K		
		Japan		24K		

Source: US, Europe, Japan Surgical Procedures Volume 2010, Millemium Research Group

The Hybrid Room - procedural examples

Specialist Separation

Interventional



Open Surgery

Surgeons and Endovascular Specialists use space as an OR or an Endovascular lab sequentially

Surgical Backup

Interventional



Open Surgery

Examples of procedures

PCI, Valves, EVAR complications

Staged Procedure

Interventional



Open Surgery

Example of procedures

- CABG + angiographic control
- Arch de-branching with endoluminal graft placement

Hybrid Procedure

Interventional



Open Surgery

Example of procedures

- TEVAR & EVAR (w/ cut down)
- CABG+PCI

Hybrid Room Utility

Needs Surgery Equipment

Respect Hospital and Users
Preference in terms of:

- Lights
- Suspensions
- Anesthesia
- Monitoring
- Consumables

