



## FOR A HIGHER QUALITY, GREENER SYSTEM

Unlike disposable instruments, our instruments are durable, high-quality and recoverable. After use, we re-condition them to new instrument condition, and repackage them in new sterile kits. That means reduced costs, less medical waste for your facility, more predictable instrument kits, and greener, more efficient reusable instruments.

## PROGRAM BENEFITS

Pre-assembled procedural kits.

Eliminates blue wrap.

Reduced medical waste and associated expenses.

Reduced facility costs; including sterilization, labor, supplies and more.

EcoPAK™ Recovery Container for convenient instrument collection.

A more predictable and efficient operating room experience.

**\$700,000+**

TOTAL MONEY SAVED THROUGH  
ECOSMART<sup>®</sup> SERVICE

**20,000+**

ECOSMART™ INSTRUMENTS  
RECOVERED IN 2017

**290,485**

NUMBER OF U.S. SURGICAL SITE  
INFECTIONS (SSI'S) ANNUALLY<sup>1</sup>

**\$3B - \$10B**

DIRECT COSTS OF SSI'S TO U.S.  
HOSPITALS ANNUALLY<sup>1</sup>

## ECOSMART PROCESS



### SURGERY

EcoSMART Instruments are used in surgery

### PACKAGE

Instruments are dropped into EcoPAK container post surgery



### SHIPPED

EcoPak containers are shipped to CrossRoads<sup>®</sup>

### INSPECTION

Instruments are cleaned, inspected, and refurbished to new condition.



### REBATE

We inventory all of the instruments you send back and cut you a rebate check per the EcoSMART price list

### PACKAGED

New kits are packed and gamma sterilized - Validated to Sterility Assurance Level (SAL) of 10<sup>-6</sup>



## SAVE MONEY

### Eliminate Sterilization and Handling

CrossRoads® completes a 100% quality assurance inspection on every EcoSMART™ instrument. All sterile products are gamma irradiated at 25-50kGy. This sterilization process has been validated via the Vdmax 25 method to a Sterility Assurance Level (SAL) of  $10^{-6}$  in accordance with ISO 11137 parts 1 and 2: Sterilization of Health Care Products. Additionally, bacterial endotoxin (pyrogen) testing is conducted on each product lot per ANSI/AAMI ST72 prior to commercial release. Only those instruments meeting our high-quality requirements are utilized in surgery. We collect your used CrossRoads® instruments after surgery and this drives down your operating cost. As bundled payments become a reality, the EcoSMART™ Instrument Recovery Service helps your facility save money.



## REDUCE WASTE

### Go Green

Instead of using disposable plastic instruments once and discarding them in the trash, CrossRoads® instruments are durable, high quality, reusable instruments recovered through our EcoSMART™ service thereby helping your facility cut medical waste. Instruments returned to CrossRoads® undergo thorough cleaning and high level disinfection processes developed with practices defined in AAMI TIR 12.2010<sup>2</sup>, ANSI/AAMI ST79:2010<sup>3</sup> and validated to AAMI TIR 30.2011<sup>4</sup>.

And surgeons appreciate the smooth action and solid “feel” of the reusable surgical grade stainless steel and aluminum instruments provided in our sterile kits.

## PROVIDE VALUE

### Save Time and Money

The EcoSMART™ Service combines the sterility assurance of gamma processing with the smooth feel of premium, high value, instruments.

CrossRoads® instrument kits are packaged in an ISO 7 (Class 10,000) certified cleanroom. After a validated disinfection and cleaning process and prior to packaging, instruments undergo an additional ultrasonic cleaning, DI water rinsing, and 70% IPA ultrasonic clean/rinse.

No hassles or expense from cleaning, storing, sterilizing, and maintaining reusable instrument trays. Back-to-back cases become easier. Instruments are in top condition with no missing parts.



1. Scott II, R. Douglas, The Direct Medical Cost of Healthcare-Associated Infections in U.S. Hospitals and the Benefits of Prevention, Centers for Disease Control and Prevention, March 2009.
2. AAMI TIR 12:2010 – Designing, testing, and labeling reusable medical devices for reprocessing in health care facilities: A guide for medical device manufacturers.
3. ANSI/AAMI ST79:2010, Comprehensive Guide to Steam Sterilization and Sterility Assurance in Health Care Facilities
4. AAMI TIR 30:2011 – A compendium of processes, test methods, and acceptance criteria for cleaning reusable medical devices
5. ISO 11137-1:2006, Sterilization of health care products -- Radiation -- Part 1: Requirements for development, validation and routine control of a sterilization process for medical devices
6. ISO 11137-2:2013, Sterilization of health care products - Radiation - Part 2: Establishing the sterilization dose.
7. ANSI/AAMI ST72:2011/(R) 2016, Bacterial Endotoxins - Test Methods, Routine Monitoring, and Alternatives to Batch Testing.