Value and ROI of BioSkills Education from an Industry Perspective

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Optimizing Surgeon Training

Successful Educational Programs:

- Didactic:
  - Theoretical, clinical and technical aspects of a surgical procedure, Implant design
  - Case review
- “Hands on” Cadaveric Session
  - Surgeon to Surgeon Training with Expert Proctor
  - Safe and effective application of implant

Why Bioskill Labs?

New & Complex Procedures
Several complex tasks
- Patient Selection
- Exposure/Anatomy
- Implantation Techniques
- Complication management

TO DECREASE THE LEARNING CURVE
With repetition of a motor task, learning occurs, & a person becomes more efficient & effective at carrying out a particular task. Hermann Ebbinghaus in 1885

Quadra®-H revision rate is now below the national threshold
Quadra®-H is the 2nd most implanted cementless stem in Australia for 2011 (with more than 1400 stems implanted in 2011)
Thanks to the effectiveness of the AMIS® education program the number of surgeries continues to increase together with surgeons' experience and the Quadra®-H revision rate has decreased year by year.

This demonstrates that Quadra®-H revisions are not related to the implant, but clearly related to the learning curve for new users of AMIS®
BioSkills Labs are CRITICAL

“Hands-on” cadaveric workshops play an integral part in decreasing a surgeon’s learning curve.

Who benefits:
- The Patient
- The Surgeon
- The Surgical Team/Hospital
- The Industry Team

Embrace the Learning Curve

Adoption After Bioskills Lab
May 2015 – April 2016

<table>
<thead>
<tr>
<th>USA</th>
<th>AMIS</th>
<th>TKA</th>
</tr>
</thead>
<tbody>
<tr>
<td># Attendees for Success rate</td>
<td>31</td>
<td>29</td>
</tr>
<tr>
<td>Has Started</td>
<td>21</td>
<td>16</td>
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<tr>
<td>Success Rate w/o SBY (%)</td>
<td>67.74</td>
<td>55.17</td>
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As a result of the AMIS Education Program, more than 2,500 participants have attended Learning Centers, 80% of whom have continued to use the AMIS approach. More than 150 Learning Centers have been conducted, and Medacta continues to organize approximately 40 Learning Centers worldwide each year.
Impact of Bioskills Labs

- Surgeons become proficient with surgical technique and implants
- Integral segment of surgeon education that decreases the complex learning curve
- Safe and effective application of Implant
- Good ROI for Industry
- Enhance surgical proficiency
- Better Patient Outcomes

Thank You