

CASE STUDY:

PROVEN OUTCOMES REDUCED COSTS

for complex hernia repairs

\$340,000
COST SAVINGS
(66%)



GORE® BIO-A®
Tissue Reinforcement

\$175,056

Cost over
12 months

Biologics

\$514,872

**\$340,000 cost savings
with no change in quality outcomes***

realized by leading midwest medical center over a 12-month period
when using GORE® BIO-A® Tissue Reinforcement instead of biologics.

Review details on the
following page or at
<http://goremedical.com/btr>



*Data on file, W. L. Gore & Associates, Inc.; Elkton, MD.

SITUATION

We supported a leading midwest medical center in its efforts to generate quality outcomes and reduce the overall cost of care for complex hernia repairs.

When the initiative began, the center was using a market leading biologic mesh in hernia repairs including complex abdominal wall reconstruction cases.

The surgeons using these biologic products found the devices were not delivering value or the expected outcome:

- Cost per unit of biologic mesh was high
- For complex cases overall, the total cost of patient care was rising
- Very little level one comparative evidence is available to demonstrate the long term durability of a hernia repair

RECOMMENDATIONS

We recommended using GORE® BIO-A® Tissue Reinforcement for complex cases. This recommendation was supported by evidence from over 1700 patients in clinical literature* which provide data to show that GORE® BIO-A® Tissue Reinforcement is an excellent choice in soft tissue repair, including complex hernia.

ACTIONS

In response, the center formed a Mesh Committee to evaluate the recommendation. This multi-disciplinary team consisted of physicians, Value Analysis Committee members, and purchasing and materials management staff. The Mesh Committee reviewed the available data on biologic meshes and performed an in-depth cost analysis. **Based on the findings, GORE® BIO-A® Tissue Reinforcement was chosen for use in complex repairs for ventral, hiatal, and paraesophageal hernias.** As a result, use of biologic meshes largely was discontinued for these repairs.

RESULTS

Over a 12-month period, the center realized costs savings of more than \$340,000, with no change in quality outcomes.* The Mesh Committee findings favored using GORE® BIO-A® Tissue Reinforcement in cases where a biologic mesh formerly would have been used.



W. L. Gore & Associates, Inc.
Flagstaff, AZ 86004

+65.67332882 (Asia Pacific)
00800.6334.4673 (Europe)
928.779.2771 (United States)
800.437.8181 (United States)

goremedical.com

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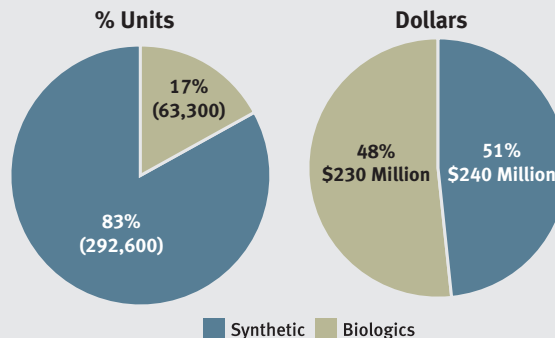
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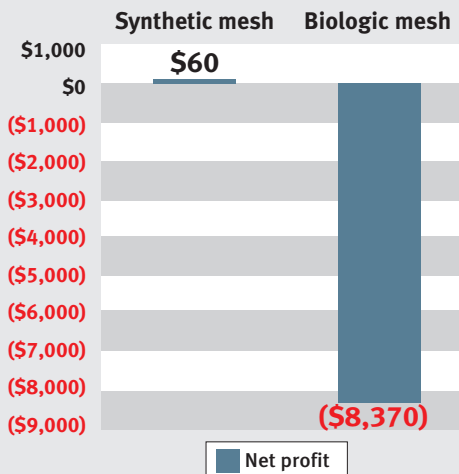
“The [GORE® BIO-A® Tissue Reinforcement] BIO-A product will perform at least as well, if not better, than a biologic when used appropriately, and has the absolute benefit of a significantly reduced cost profile. The ease of use is an added advantage to the surgeon.”

— Garth Jacobsen, MD, FACS

Cost of surgical mesh¹



Institutional program recommendations on mesh selection aligned to reducing costs²



Benefits of GORE® BIO-A® Tissue Reinforcement

- Rapid cellular infiltration and vascularization within one to two weeks
- Generate quality tissue fast
- Unique 3D tissue building scaffold gradually absorbs over six to seven months
- Quality clinical and financial outcomes support lower total costs

For more information or to arrange an evaluation, please contact:

* Data on file, W. L. Gore & Associates, Inc; Elkton, MD.

1. Millennium Research Group, Inc. U.S. Soft Tissue Repair Devices Market Analysis Toronto, Ontario, Canada: Millennium Research Group, Inc; 2014. Pages 33, 40. RPUS43ST14. © 2014 Millennium Research Group, Inc. All rights reserved. Reproduction, distribution, transmission or publication is prohibited. Reprinted with permission.

2. Reynolds D, Davenport DL, Korosec RL, Roth S. Financial implications of ventral hernia repair: a hospital cost analysis. *Journal of Gastrointestinal Surgery* 2013;17(1):159-167.