

SURGICAL STERILIZATION



Company Overview

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MSI SURGICAL SOLUTIONS IS A STATE-OF-THE-ART, FDA-REGULATED, SURGICAL REPROCESSING FACILITY PROVIDING DAILY PROCESSING, ASSEMBLY AND DELIVERY OF REUSABLE INSTRUMENTS, BASINS, AND SUPPLIES REQUIRED FOR SURGERY.

Our proven track record establishes a standard for hospital efficiency and OR productivity. We provide hospitals and surgery centers with a 24 / 7 complete solution offering, with the following benefits:

- **Improved OR turnover and throughput**
- **High instrument quality and guaranteed functionality**
- **Improved service levels, which promotes physician and staff satisfaction**
- **Enhanced patient safety through our standardized and regulated process**
- **Reduced supply chain costs, enhanced revenues, and capital conservation**

Our surgical reprocessing facility is designed and strategically located to provide an unmatched level of daily, localized support for hospitals and surgical centers throughout the Tri-State area. Through our customized process, we offer a turn-key solution to help you: reduce costs, increase efficiency, increase surgical throughput and OR turnover, promote physician and staff satisfaction, enhance patient care, minimize on-site inventory and storage space, and ensure quality and properly functioning instruments.

MSI is FDA-regulated and registered, requiring a rigorous inspection process to ensure that federal requirements are followed. These controls offer our customers the highest degree of quality assurance and service consistency. Likewise, MSI follows the recommended guidelines developed by the Association for the Advancement of Medical Instrumentation ("AAMI"). In addition, we have internal quality control procedures, which have been developed and refined over the past twenty years that go above and beyond the requirements and guidelines provided by the FDA and AAMI. In our pursuit to continually improve our quality control, we are focused on increased on-site visibility and touch-points with our customer, which in turn, better manages and enhances our fully integrated service life-cycle.

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OVERVIEW

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MSI HAS THE CAPABILITY AND A PROVEN TRACK RECORD OF PROVIDING HIGH QUALITY, FDA REGULATED SERVICES TO MEET YOUR NEEDS.

MSI employs over 70 full-time professionals, with 40 certified aids, who are certified through a regular in-house certification process, by in-house certified technicians, regarding advanced inspection, assembly, and sterilization of our instruments, basins, and other supplies. We also maintain an in-house repair center, to ensure a quick turnaround on any instruments requiring repair or preventative maintenance, at no cost to you. Our procurement office is constantly involved in the daily process to instantly replace any worn out instruments, again at no cost to you.

Your interest in MSI is greatly appreciated. In the interim, should you have any questions concerning our presentation, please do not hesitate to contact us.

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“MSI IS TRULY AN EXTENSION OF OUR OPERATIONS, PROVIDING A LEVEL OF CONSISTENCY AND QUALITY THAT ENSURES MY INSTRUMENT SETS ARE ALWAYS STOCKED, STERILIZED, AND READY FOR USE.”

Carol Kidney, RN, MS
Director of Nursing, OB/GYN
Maimonides Medical Center

“THE SERVICE WE HAVE RECEIVED FROM MSI OVER THE YEARS IS IRREPLACEABLE. WHEN YOU START TO ADD THE EVER INCREASING COSTS OF INSTRUMENT INVENTORY, MANPOWER, STERILIZATION EQUIPMENT AND SUPPLIES, AND THE MAINTENANCE OF SUCH EQUIPMENT, IT IS MUCH MORE COST EFFECTIVE TO EMPLOY SUCH A REPUTABLE COMPANY. IT’S THE WAY LIFE SHOULD BE IN AN OR!”

Patricia Eidt, RN, BSN
Director of Pre-Op Services
Peninsula Hospital

COMPANY HISTORY

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Since 1982, MSI has been focused on offering a critical function to hospitals and surgical centers, by providing a complete outsourced solution for reusable surgical instruments, basins, and supplies, in a quality driven, cost-effective, and compliant fashion.

Operating from an FDA-regulated surgical reprocessing facility, MSI's unique business model provides for daily delivery and retrieval of reusable surgical instruments, basins, and supplies required for surgery. The company has earned a reputation for exceptional service and quality, delivered by a trained and certified professional staff.

- In 1997, Medical Sterilization Incorporated ("MSI") was acquired by Teleflex Corporation ("Teleflex") and renamed SSI Surgical Services, Inc. ("SSI").
- In 2007, Teleflex divested the original MSI business to an affiliate of Empire Investment Holdings, a private investment firm focused exclusively on creating value through the acquisition and strategic management of non-core business units from the Global 2000.

Today, MSI serves over 35 hospitals and surgery centers in 3 states from its central headquarters and surgical reprocessing facility located in Syosset, New York. MSI is a leading provider of strategic sourcing solutions for the healthcare industry and is focused on partnering with healthcare providers to support their need for quality, safety, efficiency, and cost-effectiveness with a proven and complete outsourced instrument and supply processing solution.

AT MSI, OUR SOLE FOCUS AND GOAL IS TO PROVIDE THE DAILY DELIVERY, RETRIEVAL, PROCESSING, INSPECTION, ASSEMBLY, AND STERILIZATION OF HIGH-QUALITY REUSABLE INSTRUMENTS FROM OUR FDA-REGULATED SURGICAL REPROCESSING FACILITY STRATEGICALLY LOCATED IN SYOSSET, NEW YORK.

MSI partners with hospitals and surgical centers to improve operating efficiency and conserve capital through a proven, scalable, and integrated strategic sourcing solution. Our unique solution model makes the decision process easy, by providing high-quality, MSI owned reusable instruments and basins competitively priced, compared to disposables.

Through our proprietary advanced Steri-track System, we can track tray usage and location, at all times. Each tray is marked and entered into our tracking system, and scanned during each phase of the reprocessing cycle. This is a critical step to ensure that each tray is complete and each instrument assigned to a tray is properly placed and properly functioning. This process guarantees instrument quality and functionality, while monitoring, tracking, and recording all critical parameters of our entire solutions cycle.

MSI also has deployed a GPS controlled logistical distribution process, which allows us to track the exact location of our fleet of vehicles, to help assure on-time starts for each procedure. Deliveries and pickups are made during the evening hours, to avoid any disruption during the OR's busiest hours. Our new fleet of vehicles provides a clean, temperature controlled storage area for our sterile products. In addition, as part of our internal quality controls, our delivery and pick-up routes are designed to avoid mixing of delivered sterile products with used products being picked up.

MSI can also provide the management of your on-site instrument processing services. By utilizing our expertise in managing a fully regulated instrument processing facility, MSI can support you in achieving the highest quality and service levels, with an on-site staff.

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AFFILIATIONS

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MSI IS PROUD TO BE AFFILIATED WITH THE FOLLOWING ORGANIZATIONS:

International Association of Healthcare Central Service Material Management (IAHCSMM)

- IAHCSMM has over 9,000 members and is focused on providing the members of the Association and healthcare facilities with organized educational opportunities, professional development, a forum for information exchange, member services in response to member identified needs and priorities; and to represent Central Service Material Management in the professional community.
- MSI is a Sustaining Partner.

Long Island Association for Central Services (LIACS)

- LIACS consists of members who are Central Service practitioners focused on areas of material management, supply processing and distribution. Most environments include the technical functions of reprocessing, decontamination, disinfection, preparation, packaging, sterilization and distribution.
- MSI is a Corporate Member & Linking Partner.
- MSI's Quality Control Manager is a member of the LIACS Board of Directors.

CURRENT PARTNERS

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Partners

Maimonides Medical Center

New York Methodist Hospital

Mount Sinai Medical Center

Mount Sinai Hospital of Queens

New York Organ Donor Network

Greenwich Hospital

St. Michael's Medical Center

Calvary Hospital

St. John's Queens Hospital

SUNY Downstate Medical Center

Women's Health Center, North Shore University Hospital

Staten Island University Hospital North and South

Physician's Choice Surgicenter

NYU Hospitals Center

Parkway Hospital

Winthrop University Hospital

Nassau University Medical Center

Peninsula Hospital

Bellevue Hospital

Long Beach Medical Center

Coney Island Hospital

Mary Immaculate Hospital

Good Samaritan Hospital

New York University Clinical Cancer Center

Hillside Manor Comprehensive Cancer Care Center

St. Vincent's Cancer Care Center



“ QUALITY, SERVICE, AND RAPID TURNAROUND ARE VALUE IMPERATIVES OF ALL HEALTHCARE FACILITIES. PARTNERING WITH MSI HAS ALLOWED US TO ACHIEVE OUR STRATEGIC FINANCIAL GOALS WHILE IMPROVING THE QUALITY DELIVERED TO OUR PATIENTS. ”

Juan A. Sanchez, M.D., F.A.C.S., F.A.C.C.

Chief, Section of Cardiothoracic Surgery

Bridgeport Hospital - Yale New Haven Health System

“ PARTNERING WITH MSI HAS INCREASED OUR OR EFFICIENCIES, THEREBY ELIMINATING A LOT OF HEADACHES FOR MY STAFF. ”

Martha Larkin, RN

Clinical Nurse Manager, Surgical Services

Mount Sinai Hospital

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PARTNER BENEFITS

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Physician and Staff Satisfaction

- Guaranteed instrument availability and functionality which eliminates surgical delays.
- Best in class reusable instruments.
- Ability to customize trays based on physician preference.
- Daily deliveries help assure on-time starts.
- Eliminate downtime due to instrument repairs which lead to surgical delays.

Quality Patient Care

- Proper sterilization prevents cross-contamination.
- FDA regulated and complete instrument trays provides for quality and consistent patient care.
- Complete trays allow more time devoted to hands-on patient care.
- Quality and functioning instruments improve surgical outcomes for patients.

Surgical Throughput

- Guaranteed consistency of instrument quality provides added efficiency during each day's surgical schedule.
- Daily instrumentation delivery made directly to the OR eliminates unnecessary process steps and excess inventory.
- Maintaining appropriate par levels allows for increased surgeries.
- Ability to allocate more space for additional ORs.
- Daily processing and delivery instantly alleviates burden on Central Services.
- Ability to coordinate with OR scheduling to provide instrumentation needed to fulfill your daily procedural needs eliminates downtime.
- Increased instrument tray par levels reduces the need for flashing.

Enhanced Profitability

- MSI helps reduce supply chain costs, enhance revenues and conserve capital.
- Reduce the need for supply chain management labor.
- Reduce the need for inventory management, while improving space utilization for more patient care.
- Improve operational efficiency by streamlining your internal processes and reducing operating costs.
- Extend the longevity of your existing Central Services equipment.
- Extend the longevity of your existing instrumentation.
- Eliminate production supply expense and waste disposal.
- Reduce capital expenditure needs related to instrument procurement and replacement.
- Reduce capital expenditure needs related to facility maintenance and improvements.
- Reduce capital expenditure needs related to equipment maintenance and replacement.
- Enhance revenue by increasing OR throughput.
- Reduce expense related to instrument repair and maintenance.
- Ability to take on additional case load without incurring capital expenditures for instrument procurement.
- Reduce labor costs, eliminate overtime and reduce training expenses.

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CLOSING

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