

SITES Medical Orthopedic Clinical Experience Redefined

With the rapid evolution of orthopedic procedures, the expectations of healthcare practitioners and administrators are no less demanding that allow them to meet the increasing demands in the areas of cost, efficiency, and patient outcomes. During the course of care, hospitals are generally less interested in the potential benefits of specific technologies than providers do, as well as they tend to pay more for the same technology. Hospitals are also less inclined to open their pockets to a proven technology to an improvement of the same price they would not receive, faced with profit for large vendors. "Over today's healthcare environment, we find the current level of interest in 3D printing to be surprising, especially when you consider the high cost and relatively unproven effectiveness of 3D printed devices. SITES Medical is responding to market needs with innovations that can reduce cost, improve outcomes, and enhance efficiency," states Greg Hulsak, President and CEO of the company.



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With a suite of technologies that meet the evolving needs of the outpatient segment, SITES is a trusted partner to mid-to-large companies that are seeking to enhance their orthopedic offerings. We use proprietary technologies and advanced manufacturing processes. SITES

Develops 3-D systems, both in-house through precision-growth material that allows manufacturers to leverage fully customizable joint replacements and a combination of plastic and, or, an all-growth material. The assembly combines components 50 times as fast as it would be possible and only uses one part. SITES 3-D combines implants so they can be made at a single point that makes becoming the hospital to substitute components easier for completed cases, reducing several months worth of inventory for SITES OEM partners.

A type of custom manufacturing process often involves manual intervention—when the dimensions of an implant move out of specification by using the components back into tolerance. SITES' 3-D Distribution Technology reduces dimensional movement of part during manufacturing, allowing companies to avoid costly manual labor, reduce the scrap rate. The SITES 3-D and 3-D Distribution technologies are a part of an automated manufacturing process that will produce an implantation that is specific to the patient within three weeks of order receipt. Time-to-order development, the Make-to-Order manufacturing method will allow OEM partners to significantly reduce implant component cost and inventory requirements.

David Anderson, General Affairs Lead at SITES, highlights their engagement with the spine implant company factors, which has incorporated SITES' 3-D into their already 3-D devices and thereby achieved a legal on their competition in terms of total and long-term implant history. The device has reduced approximately 5,000 implants to date



Greg Hulsak

and is increasing total leading growth rates.

The team at SITES is excited about implementing their plans to order systems that continues to be game-changing. A spine Polymer ether resin (PEER) technology called SITES' PEER is under development, which will offer high-strength growth along with the ability for surgeons to monitor bone remodeling via standard orthopedic imaging modalities without artifacts. In addition, they have developed many patents to deliver the patient through the implant to the bone-implant interface to address a variety of difficult-to-treat patient conditions such as infection prevention.

SITES will continue to help customers succeed by focusing on new technology development. "What sets SITES apart is its ability, many of which are highly successful in the orthopedic industry and have low fracture concerns. Our team has an in-depth understanding of evolving customer needs and the creativity to come up with novel solutions," concludes Hulsak. ■