

## SITES Medical Make-to-Order Joint Replacement: A New Paradigm in Orthopedics



**T**raditionally, original equipment manufacturers (OEMs) in the orthopedic industry produce implants and stock them in hospital warehouses or in warehouse stores until they are needed for surgery ("make-to-stock" manufacturing). This is done to ensure that the appropriate size implant is always available at the time of surgery and implies that six to seven months of inventory is kept on hand. This is very costly to the OEMs and ultimately to the customers. They serve and has played an industry never thought even on cost-reduction than ever before.



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The increasing focus on cost containment is due to a recent and rapid shift toward outpatient surgery settings for joint replacement procedures where rehabilitation is done from day of hospital/hospital. The outpatient centers are expanding by choosing implant providers offering greater cost in the form of custom made for cost of the implant itself as well as the length of time in operating room (OR) efficiency.

SITES Medical's answer to these needs is a cost-effective joint

replacement made to order (MTO) made-to-order process that can produce a high performance, low cost, fully customizable implant system that is also specific to the patient within three weeks of order. This is the implants are made-to-order only after an order is placed and delivered just in time for surgery. The MTO process greatly reduces inventory for OEMs for starting inventory. The customized nature of the implants enables MTO efficiency by avoiding the need to stock, apply and hold over large amount which can take many months of valuable on time.

SITES Medical's analysis under demonstrates its ability to introduce new technology quickly. "When a company does not have to build twelve months of inventory to support the launch of a new product, they are able to shorten time-to-market. In addition, when the inventory cost is reduced to a negligible amount, a company can make better use of its capital and grow faster," states Greg Skilling, president and CEO of SITES Medical. The growth center plays in the orthopedic industry on equal footing with the current market leaders. Additionally, SITES Medical intends to leverage its ability to order orthopedics to lower the cost of total joint replacement in a number of states in the U.S.

Against these challenges to order process, SITES Medical offers a suite of proprietary technologies including OrthoPrint, a process that allows a patient to have and their leg made. It can be combined with custom implant or combined additional or patient components for a wide range of applications. The new design developed for

implant base allow several geometries to combine to form leg made and have been to date of over 200 cases, with over 1,000 implantations to date. It's also a key enabling technology of the MTO process.

OrthoPrint and MTO are testaments to the creativity and determination of the team at SITES Medical to solve challenging problems. As a member of the team possesses a depth of industry and professional experience that drives a greater level of innovation to create solutions that solve the customer. However, "The desire to conduct business efficiently and ethically and our focus on building partnerships that are based on trust," says Greg Skilling, a common goal of SITES Medical.

While SITES Medical has several other technologies in its pipeline, including a PEEK based and titanium delivery, its current focus is on the development and roll-out of MTO into the markets for hip and knee's joint replacement of the common patients. Moving forward, SITES Medical aims to continue developing innovative technology and processes to offer high quality, high-volume products to make it better MTO. ■