

Customer interviews SQ.line – Great Feedback!

Customer interviews during Usability Tests in CSSDs



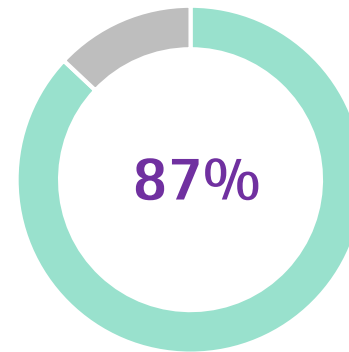
**31 CSSD interviews
were conducted**



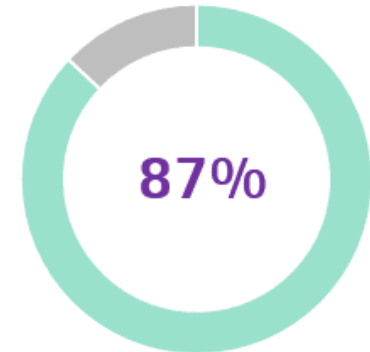
The following questions were answered by YES (in %)



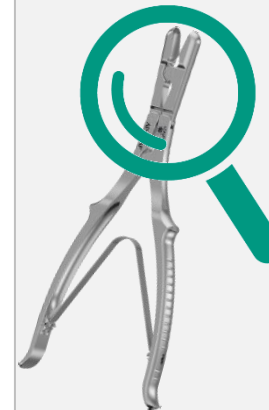
Improvement of cleaning compared to traditional Aesculap design	97%	94%	90%	71%	100%
Improvement of cleaning compared to competitors	93%	85%	92%	85%	93%
Improvement of visual inspection	100%	97%	97%	80%	100%
Intuitive cleanable instruments	97%	100%	100%	100%	100%



87% believe in a reduction of reprocessing rework



87% believe that the SQ.line design may reduce complexity in CSSD, which could reduce the risk of surgical site infections



Reduction of difficult-to-inspect areas by >50%

➤ Visual inspection can be done

EASIER

FASTER

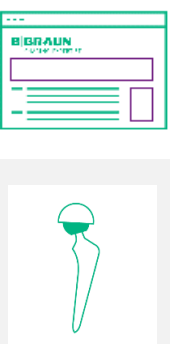
97%
confirmed


90%
confirmed



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Usability Test – Cadaver Workshop






A cadaver workshop was performed to test the usability and function of the SQ.line instruments. Orthopedic surgeons simulated different scenarios in hip surgery.

- 25 different types of instruments were used
- > 100 questions to users
- Feedback very positive

The following questions were answered as follows:



Ergonomic design					
Ergonomic design – compared to competitors					
Safe grip					
Pressure points (= no pressure points)					



Compared to competitor products, for

- Bone rongeurs
- Wire cutting forceps

surgeons can feel the difference:

With **SQ.line** instruments **less force** is needed during use!

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Customer interviews during development phase



136 interviewed customers



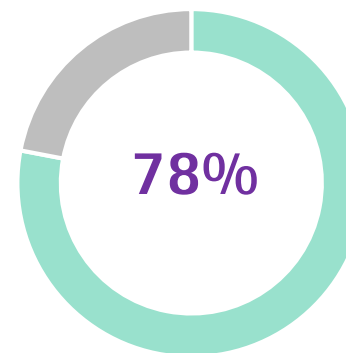
in **8 countries**

135 feedbacks to double action forceps

101 feedbacks to mallets

77 feedbacks to chisels and curettes

In total **1.018** customer feedbacks to various questions



Rated ergonomics positive!