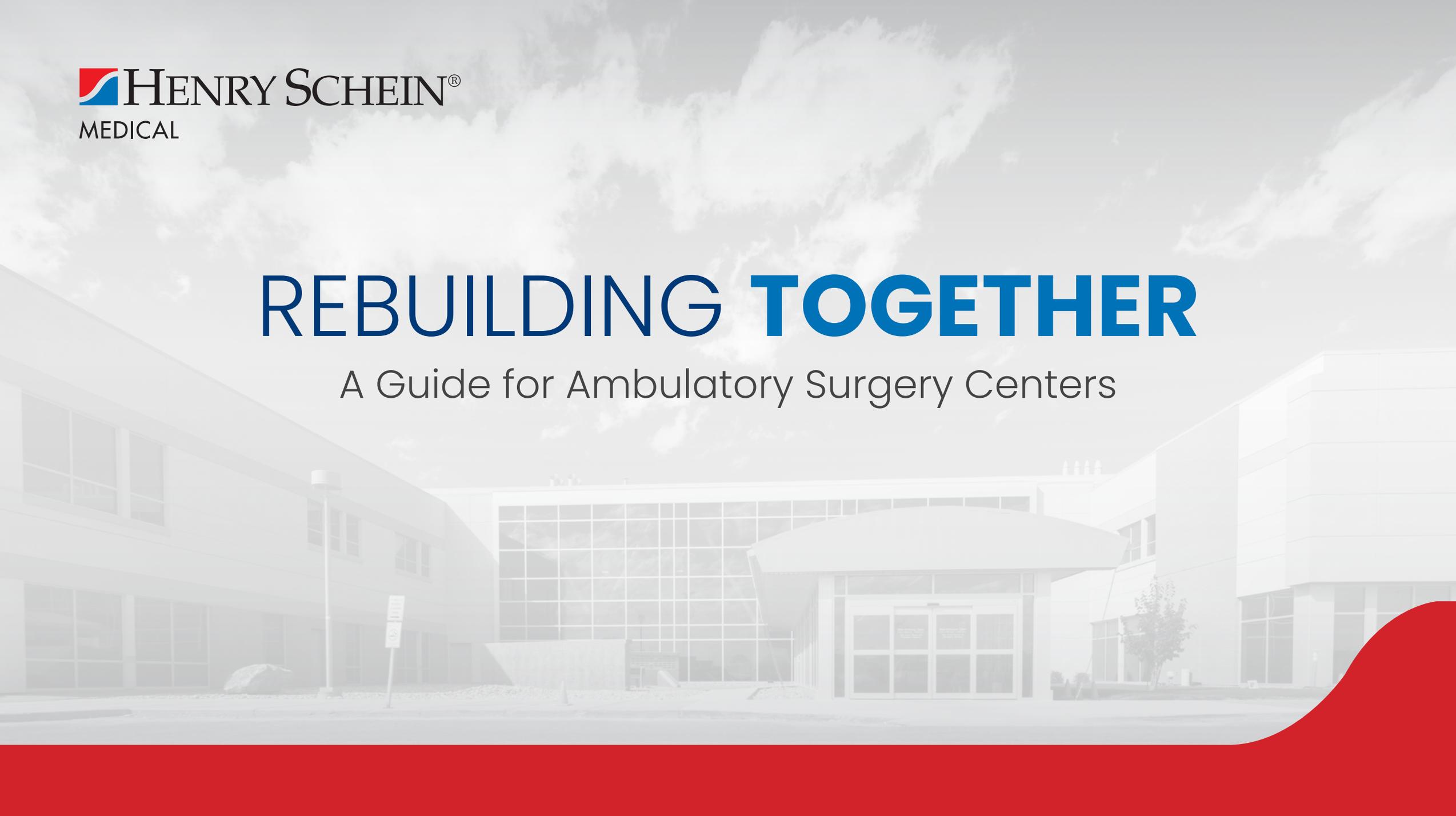




# REBUILDING **TOGETHER**

A Guide for Ambulatory Surgery Centers



# LET'S REBUILD TOGETHER

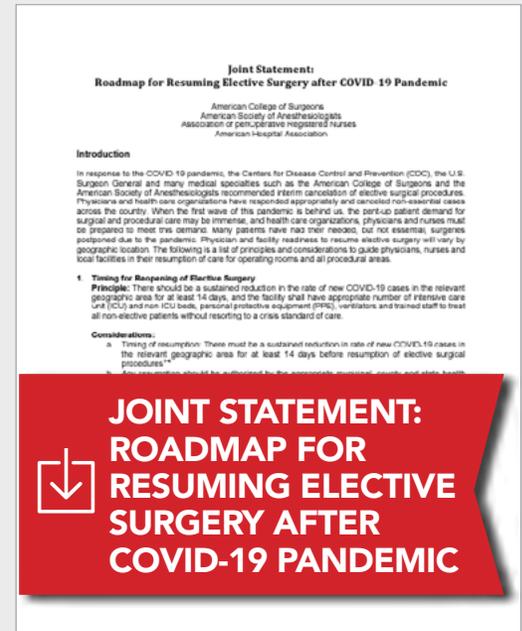
Over the past several months as COVID-19 has swept across the globe, hospitals and surgical facilities paused elective surgical procedures and other non-emergent services.

As stay-at-home directives are being gradually lifted, the country is starting to rebuild. The full impact from COVID-19 on your ASC and patients—from continuing supply shortages to keeping your staff safe to how care will be delivered—is still unknown.

During this uncertain time, we are here for you. As you navigate how to rebuild and adjust your ASC to post-pandemic circumstances, we know you are concerned for the health of your patients and the health of your business.

Guidance for re-entering surgical settings and resuming elective procedures has been developed by some of the most prestigious medical associations including the American College of Surgeons, American Society of Anesthesiologists, Association of periOperative Registered Nurses and the American Hospital Association. In accordance with these principles, Henry Schein Medical has outlined specific products and solutions to support you as we rebuild together.

We know you are on the front lines of care. We truly appreciate your dedication to delivering vital care to our families, friends, and neighbors.





# TABLE OF CONTENTS





# GATING CRITERIA FOR REOPENING

The federal government has announced three criteria related to the prevalence, incidence, and capacity for treating COVID-19 to determine whether your locality is ready to reopen. Of note is that states and local governments have their own guidance on when it is safe to reopen. This guidance may include additional requirements for reopening.\*

## PROPOSED STATE OR REGIONAL GATING CRITERIA FOR REOPENING



### SYMPTOMS

Downward trajectory of influenza-like illnesses (ILI) reported within a 14-day period

**AND**

Downward trajectory of COVID-like syndromic cases reported within a 14-day period



### CASES

Downward trajectory of documented cases within a 14-day period

**OR**

Downward trajectory of positive tests as a percentage of total tests within a 14-day period (flat or increasing volume of tests)



### HOSPITALS

Treat all patients without crisis care

**AND**

Robust testing program in place for at-risk healthcare workers, including emerging antibody testing

The White House released *Guidelines for Opening Up America Again*, detailing state preparedness responsibilities regarding testing and health care system capacity.

\* Source: <https://www.whitehouse.gov/openingamerica/>

# RE-ENTRY GUIDANCE

In a response to the COVID-19 pandemic, leading associations came together to draft *Joint Statement: Roadmap for Resuming Elective Surgery after COVID-19 Pandemic*. This statement is a list of principles and considerations to guide physicians, nurses and local facilities in their resumption of care for operating rooms and all procedural areas.

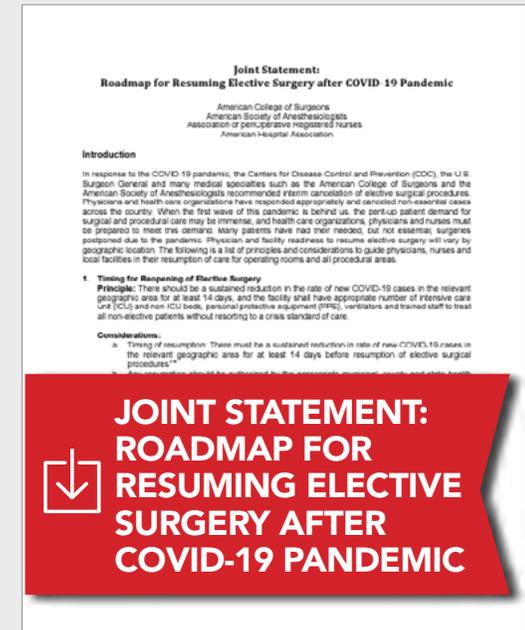
In conjunction with that joint statement (click the link at right), Henry Schein Medical has assembled a collection of clinical, operational, and financial solutions specifically tailored to help ASC facilities serve their patients—safely, and with optimal patient and financial outcomes.

We are proud to partner with you as you return to providing the procedural and surgical care your patients need.

**Joint Statement: Roadmap for Resuming Elective Surgery after COVID-19 Pandemic** presented by:



AMERICAN COLLEGE OF SURGEONS  
*Inspiring Quality: Highest Standards, Better Outcomes*



## SOCIAL DISTANCING

According to the Joint Statement...

PRINCIPLE | **Facilities should have and implement a social distancing policy for staff, patients, and patient visitors in non-restricted areas in the facility.\***



### Pre-Arrival "No Contact" Patient Scheduling & Intake

Yosi is a pre-arrival patient intake and registration system that eliminates wait times, improves the patient experience, and may increase financial results by engaging patients throughout their entire care journey. Yosi provides a digital patient scheduling, registration, payment, and communication solution.



## SOCIAL DISTANCING



According to the Joint Statement...

PRINCIPLE | *Facilities should have and implement a social distancing policy for staff, patients, and patient visitors in non-restricted areas in the facility.\**



Have you considered setting up triage tents to limit patients coming into your facility and to protect staff?

Medpod Portable Triage Centers are transforming frontline care across the entire care continuum.



## SCREENING & TESTING



### According to the Joint Statement...

PRINCIPLE | **Facilities should use available testing to protect staff and patient safety whenever possible and should implement a policy addressing requirements and frequency for patient and staff testing.\***

### Temperature Checks

Temperature checks for patients, staff, and medical device representatives will continue to be important during this time.

**As our inventory for screening products may vary, we recommend contacting your Henry Schein Medical consultant for updates on these items.**

For more information about our COVID-19 screening products:

-  Visit [henryschein.com/medical](https://henryschein.com/medical)
-  Call 1-800-P SCHEIN
-  Contact your Henry Schein Medical Representative



**IR300 Infrared Non-Contact Thermometer**  
◀ **Item #137-8300**

## SCREENING & TESTING



### According to the Joint Statement...

PRINCIPLE | **Facilities should use available testing to protect staff and patient safety whenever possible and should implement a policy addressing requirements and frequency for patient and staff testing.\***

In collaboration with our diagnostic partners, we offer a wide array of diagnostics specific to COVID-19. For information about our COVID-19 testing portfolio, please contact your Henry Schein Representative.

Learn about the three different types of COVID-19 tests below:



### **MOLECULAR TEST** (early stage of infection)

- Identifies the virus before and during early onset of symptoms (days 1-7); however, accuracy falls after the first 7-10 days
- Test performed with a nasopharyngeal swab
- Requires an offsite lab or an expensive piece of equipment; timing varies by manufacturer



### **RAPID ANTIGEN TEST** (early to mid-stages of infection)

- Identifies the virus after symptoms have started (or should have started, if asymptomatic) between days 5-10, but declines in sensitivity after around 2 weeks
- Test performed with a nasopharyngeal swab
- Simple to use at the point of care



### **RAPID ANTIBODY TEST** (blood/serology pinprick test) (mid- to late-stages of infection)

- Can be administered as early as 5 days after symptoms have developed (around days 10-15), and thereafter, in an appropriately authorized point-of-care setting
- Fingerstick test is performed by a healthcare worker in an appropriately authorized point-of-care setting, and delivers results in 10-15 minutes
- Tests for two types of antibodies produced to fight off the virus: IgM (produced early, and goes away) and IgG (produced later, and is generally long-lasting)

## PERSONAL PROTECTIVE EQUIPMENT



### According to the Joint Statement...

PRINCIPLE | *Facilities should not resume elective surgical procedures until they have adequate PPE and medical surgical supplies.\**

We are still experiencing higher than normal demand globally for infection control products like PPE. We are doing everything we can to procure product from existing sources and to find alternative sources of supply. We are hopeful there will be additional supply of PPE in the market in the coming weeks and increasing steadily thereafter, assuming no impact from governmental restrictions or further increased demand.

Our primary focus is ensuring our customers—physician offices, hospitals, and other health care institutions—have the supplies they need to focus on delivering patient care. We always put our customers first, and are working as quickly as possible to get practices back up and running.

#### Products experiencing high demand and shortages

- bouffant caps
- N95 Respirators
- face masks
- hand sanitizers
- isolation gowns
- jacket and lab coats
- shoe covers
- surface disinfectant wipes

#### Products experiencing high demand

- alcohol prep pads
- blood infusion sets
- face shields
- gloves
- IV solutions
- IV extension sets
- nasal cannulas
- protective eyewear
- pulse oximeters
- respiratory equipment
- stethoscopes
- thermometers

**Please connect with your Henry Schein Medical consultant for updates on restricted and rationed items.**

## PERSONAL PROTECTIVE EQUIPMENT



### According to the Joint Statement...

PRINCIPLE | **Facilities should not resume elective surgical procedures until they have adequate PPE and medical surgical supplies.\***

### 3M™ HALF FACEPIECE REUSABLE RESPIRATOR

- This series combines comfort and convenience
- Comfortable soft, lightweight facepiece with easy-to-adjust head straps
- NIOSH approved for negative pressure air purifying and supplied air dual airline applications
- Can be disassembled, cleaned and reused

HSI ITEM CODE	JDE DESCRIPTION	STRENGTH	SIZE
1385203	6100 Respirator FacePiece Reusable	Small	Ea
1385204	6200 Respirator FacePiece Reusable	Medium	Ea
1385205	6300 Respirator FacePiece Reusable	Large	Ea
1385208	501/5009 Cartridge Retainer		20/bx
1385207	603 Filter Adapter		2/Bx
1385221	5N11 N95 Prefilter		10/Bx

COMING  
SOON!

Product inventory  
may fluctuate



## PERSONAL PROTECTIVE EQUIPMENT



According to the Joint Statement...

PRINCIPLE | *Facilities should not resume elective surgical procedures until they have adequate PPE and medical surgical supplies.\**

### FACE SHIELDS

Seal Tight Face Shield is a full-length, disposable shield that protects from splashing or spraying.

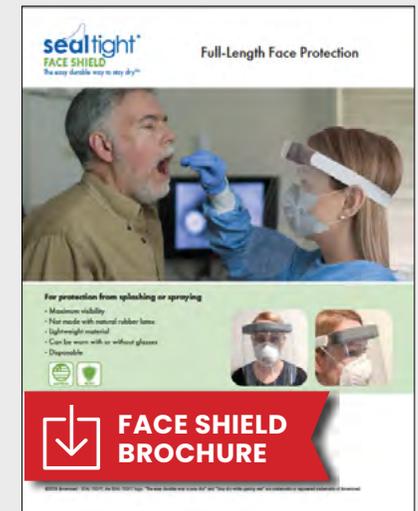
- Maximum visibility
- Not made with natural rubber latex
- Lightweight material
- Can be worn with or without glasses
- Disposable

**Seal Tight Face Shield**

**Item #137-9683 ▶**

9" x 13" (L x W)

25 per bag



## INFECTION PREVENTION



### According to the Joint Statement...

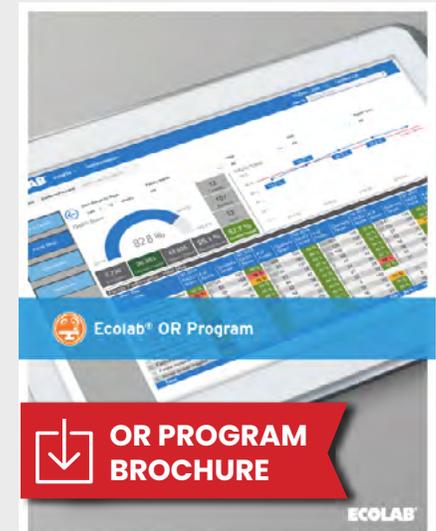
*Prior to implementing any invasive procedure, all areas should be terminally cleaned (including in all areas along five phases of care).\**

### NEW ECOLAB ASC FACILITY INFECTION CONTROL PROGRAM

#### *Advanced chemistry and technology to create cleaner and safer environments*

The Ecolab® OR Program is a complete offering that helps you monitor and standardize processes to drive measurable improvements in clinical, operational, and financial metrics. This program helps drive and sustain OR turnover efficiency while also improving cleaning thoroughness, being Joint Commission audit-ready and protecting margins for your ASC. Benefits include:

- Faster OR Turnover Time
- Improve Cleaning Results
- Process Standardization & Consistency
- Reduce Risk & Financial Impact of HAIs
- Enhance Operational Efficiencies
- Ensure AORN Compliance



## INFECTION PREVENTION



**According to the Joint Statement...**

***Prior to implementing any invasive procedure, all areas should be terminally cleaned (including in all areas along five phases of care).\****



Diversey  
MoonBeam™3  
delivers powerful  
UV-C light to  
provide fast, on-  
demand broad area  
**disinfection of high-  
touch surfaces in as  
little as 3 minutes.**



**Bovie® VidaShield™ can reduce infection rates by up to 57% with the VidaShield™ UV24.**

**Bovie UV24LED  
Item #131-6016**

**Bovie UV24FL  
Item #131-6075**

**Bovie UV24NL  
Item #131-6021**



## INFECTION PREVENTION



### According to the Joint Statement...

*Prior to implementing any invasive procedure, all areas should be terminally cleaned (including in all areas along five phases of care).\**

### RADIC8

The Radic8 Viruskiller™ is currently being marketed under the U.S. Food and Drug Administration (FDA) enforcement policy for air purifiers during the COVID-19 public health emergency.

The product is intended to be effective at killing SARS-CoV-2 based on its demonstrated effectiveness against viruses that are similar to SARS-CoV-2 or are harder to kill.\*\* The results show a 99.9999%, 6 log reduction, kill rate in a single air pass. The kill rate is used to describe what percentage of a given germ is killed by a particular process or disinfectant.

\*\* The Radic8 air purifier is not FDA-Cleared or FDA-Approved. The Radic8 air purifier has not been tested against SARS-CoV-2, but has been tested against harder to kill viruses, such as the adenovirus.

HENRY SCHEIN IS THE  
**EXCLUSIVE DISTRIBUTOR**  
FOR RADIC8



# INFECTION PREVENTION



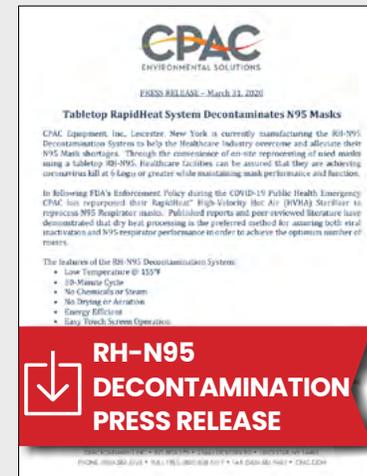
According to the Joint Statement...

Prior to implementing any invasive procedure, all areas should be terminally cleaned (including in all areas along five phases of care).\*

## N95 MASK DECONTAMINATION (RH-N95 DECONTAMINATION SYSTEM)

The RH-N95 Decontamination System decontaminates N95 respirator masks for multiple use. **It can be used to decontaminate a single mask up to 20 times.**

CPAC N95 Decontamination  
Item #615-0059 ▶





# ELECTIVE SURGERY CONSIDERATIONS

Many patients have had their surgeries postponed due to the pandemic. As quarantine restrictions begin to recede, your clinical and operational teams need to be ready to deliver care in operating rooms and all procedural areas.

In this section you will find additional products and services in accordance to guidance outlined in the *Roadmap for Resuming Elective Surgery Post-COVID-19* and the *Re-entry Guidance for Health Care Facilities and Medical Device Representatives*, which you can reference to the right. We are here to assist, as you prepare your facility to resume elective procedures and other aspects of patient care post COVID-19.

**Re-entry Guidance for Health Care Facilities and Medical Device Representatives**

**Presented by**  
American Hospital Association  
Association of periOperative Registered Nurses  
Advanced Medical Technology Association (AdvaMed)

**Supported by**  
Ambulatory Surgery Center Association  
American Academy of Ophthalmology  
American Academy of Orthopaedic Surgeons  
American Association of Nurse Anesthetists  
American Burn Association  
American College of Surgeons  
American Foregut Society  
American Optometric Association  
American Society of Anesthesiologists  
American Society of Cataract and Refractive Surgeons  
American Society of PeriAnesthesia Nurses  
American Hepato-Pancreato-Biliary Association  
AO North America  
Cervical Spine Research Society  
Consortium for Universal Healthcare Credentialing  
Heart Rhythm Society  
National Pressure Injury Advisory Panel  
North American Spine Society  
Orthopaedic Trauma Association  
Scoliosis Research Society  
Society of Interventional Oncology  
Society of Interventional Radiology  
Strategic Marketplace Initiative  
Wound Ostomy and Continence Nurses Society

**Introduction:**  
In response to the COVID-19 pandemic, hospitals and surgical facilities nationwide paused elective surgical procedures and other nonemergent and nonessential services, limiting physical access to facilities for nonessential health care personnel, patient visitors, and medical device representatives.

On April 17, the American College of Surgeons, the American Hospital Association, the Association of periOperative Registered Nurses (AORN), and the American Society of Anesthesiologists issued a

**RE-ENTRY GUIDANCE FOR HEALTH CARE FACILITIES AND MEDICAL DEVICE REPRESENTATIVES**

Further health care following device releases federal

## SURGICAL NECESSITIES



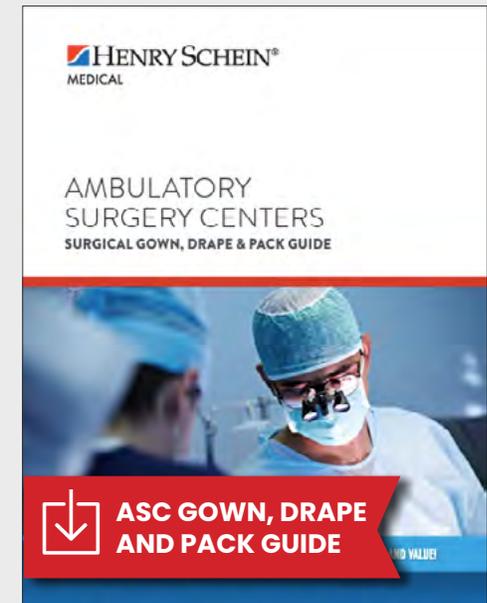
As your center navigates a post-COVID-19 landscape, Henry Schein Medical can help you reduce costs and effectively manage your evolving caseload. This guide presents our product portfolio designed to balance your clinical needs while offering cost-effective solutions. Rely on Henry Schein Medical's network of products, services, and solutions.

### Drape Packs:

- All include a standard back table cover, mayo stand cover, and two surgical gowns
- Options for basic patient drapes include half drapes, large drapes, and utility drapes, all of which are useful for squaring off a section of the patient during the procedure



**Inventory is sporadic due to raw material shortages. Please contact your Henry Schein Medical Consultant as product availability continues to fluctuate.**



## SURGICAL NECESSITIES



As your center navigates a post-COVID-19 landscape, Henry Schein Medical can help you reduce costs and effectively manage your evolving caseload. This guide presents our product portfolio designed to balance your clinical needs while offering cost-effective solutions. Rely on Henry Schein Medical's network of products, services, and solutions.

### CRASH CART MANAGEMENT-SIMPLIFIED

In case of an emergency, be compliant by having all of your crash cart supplies at arm's-length. Henry Schein Medical's **OnTraq Crash Cart Auto-Replenishment Service** ensures that enrolled emergency medications are tracked and automatically replaced just prior to expiration to maximize shelf life, save money, and ensure readiness.



**HENRY SCHEIN MEDICAL** | **Italy on the**

### CRASH CART AUTO-REPLENISHMENT

Powered by **OnTraq**

**Crash cart management simplified**  
Tracking expiration dates and ensuring crash cart supplies can be a cumbersome task that is subject to medication risk. To help overcome this challenge, Henry Schein's OnTraq Crash Cart Auto-Replenishment Service ensures that enrolled emergency medications are tracked and automatically replaced just prior to expiration to maximize shelf life, save money, and ensure readiness.

**Medication and auto-replenishment service overview**

- Provide us with a list of medications to be enrolled
- OnTraq notifies you when a medication is expiring and is ready for replenishment
- We'll ship you the expiring medication to replenish your crash cart
- Use OnTraq's online dashboard to view the status of medications at any time
- One annual fee; billed quarterly or annually

**Medications and equipment in low units of measure**

- Extensive list of emergency medications available
- OnTraq's licensed and specially qualified packaging, distributors, who track single-unit medications
- Medication disposal service included

**DSCSA compliant single-dose medication distribution**

**OnTraq FLYER**

Get more information or call 1-877-525-7468

## SURGICAL NECESSITIES

As your center navigates a post-COVID-19 landscape, Henry Schein Medical can help you reduce costs and effectively manage your evolving caseload. This guide presents our product portfolio designed to balance your clinical needs while offering cost-effective solutions. Rely on Henry Schein Medical's network of products, services, and solutions.



### Reprocessing offers a proven cost-containment strategy to substantially reduce supply costs.

Provision is an FDA-registered/FDA-compliant medical device reprocessor. Under the auspices of the FDA, Provision puts single-use surgical devices through a comprehensive manufacturing process, restoring the device to a condition substantially equivalent to that of a new device.

Provision is cleared to reprocess devices that are used in three specific procedural categories:

- Orthopedic
- ENT
- Laparoscopic

**SAVE APPROX.**  
**\$20,000 - \$200,000**  
**ANNUALLY**



## SURGICAL NECESSITIES



As your center navigates a post-COVID-19 landscape, Henry Schein Medical can help you reduce costs and effectively manage your evolving caseload. This guide presents our product portfolio designed to balance your clinical needs while offering cost-effective solutions. Rely on Henry Schein Medical's network of products, services, and solutions.



Medbank efficiency reduces costs, cuts out waste, increases regulatory compliance, and ultimately helps improve patient care.

Providing secure storage and ready access of medications and supplies, Medbank can communicate critical information used to electronically admit, transfer, or schedule patients, document usage, bill a patient's account, and electronically send a reorder or replenishment request.



Seconds matter more when lives hang in the balance.

Having the right supplies and medications readily available to ensure positive patient outcomes is a requirement, not an option. Seconds are precious and Medbank creates efficiencies that protect everyone of them.

**Medbank Automated Solutions:**

Secure, double-locked storage and tracking for Controlled Substances, high-value, vendor managed and other consumable inventory.	Improve regulatory compliance through biometric access and witness features.	Reduce costs, eliminate waste, and automate ordering through Henry Schein.
--	--	--

Medbank and Henry Schein work together creating greater clinical and operational efficiency throughout the supply chain ensuring that **what you need is where you need it, when you need it.**



 **LEARN MORE**

**MEDBANK IS YOUR PARTNER IN PATIENT SAFETY.**  
WWW.MEDBANK.COM | 486-268.7955

## ASC SPECIALTIES

Henry Schein Medical is committed to providing ASC caregivers with tools and resources to efficiently run their practice while delivering quality patient care and outcomes. Our dedicated network of products, services, and solutions is designed to support the unique needs of your patients and your practice.



Henry Schein Medical partners with market-leading suppliers to deliver high-quality, affordable, just-in-time essentials to improve practice efficiency and the health of your patients. Together, Henry Schein and Micro-Tech Endoscopy deliver a complete line of high-quality GI endoscopic devices and accessories.



### Affordable Endoscopic Supplies for your Endo Center

- Snares
- Balloons
- Forceps
- and more!



## POM The Solution to Hypoxic Episodes and Procedural Interruptions

The Procedural Oxygen Mask is a versatile multi-port capnography mask that allows most types of scopes, probes, and tubes to be inserted through the mask and enter the nose or mouth while maintaining a high percentage of oxygen delivery to the patient. The POM maximizes oxygen delivery and provides proven respiratory rate monitoring for increased patient safety.



## ASC SPECIALTIES



Henry Schein Medical is committed to providing ASC caregivers with tools and resources to efficiently run their practice while delivering quality patient care and outcomes. Our dedicated network of products, services, and solutions is designed to support the unique needs of your patients and your practice.



### CONMED ORTHO: An Innovative Approach to Orthopedic Case Management

Henry Schein Medical and CONMED deliver an innovative approach to orthopedic case management. By focusing on both cost containment and surgeon-designed innovation, we can help you navigate the ever-evolving orthopedic caseload.



### BRASSELER USA: High-Quality Orthopedic Surgery Solutions at Significant Savings!

Henry Schein Medical offers a comprehensive line of innovative orthopedic surgical products to deliver increased clinical outcomes, an improved patient experience, and operational efficiency.

Brasseler USA Surgical Instrumentation portfolio benefits include:

- Blades featuring 420 grade surgical stainless steel
- A variety of blade sizes to accommodate special procedural requirements
- Evaluation support available



## PRE & POST PROCEDURE CONSIDERATIONS



### According to the Joint Statement...

*Facilities should consider use of telemedicine as well as nurse practitioners and physician assistants for components of the preoperative patient evaluation.\**

**Telemedicine**—while not suitable for every patient encounter—can reduce the need for in-person exams. Telemedicine enables your patients to see you remotely, reducing the risk of exposure for both clinicians and patients.



Medpod is a telemedicine platform that comes in highly versatile configurations ranging from a video-visit-only version to units equipped with diagnostic tools.



## PRE & POST PROCEDURE CONSIDERATIONS



### According to the Joint Statement...

*Facilities should consider use of telemedicine as well as nurse practitioners and physician assistants for components of the preoperative patient evaluation.\**

**What is RPM?** The use of digital technology to monitor a patient's health remotely.



### Anytime Anywhere Chronic Care

This Medpod RPM solution enables improved care while reducing health care delivery costs. Consistent monitoring improves an individual's quality of life by allowing their provider to monitor trends and provide early detection of health issues.

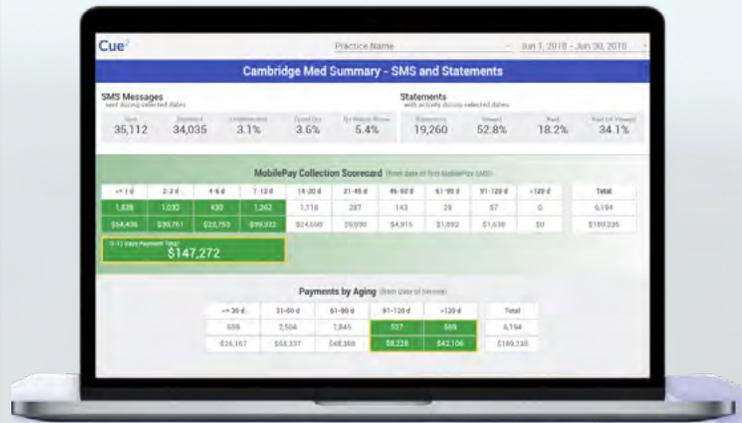




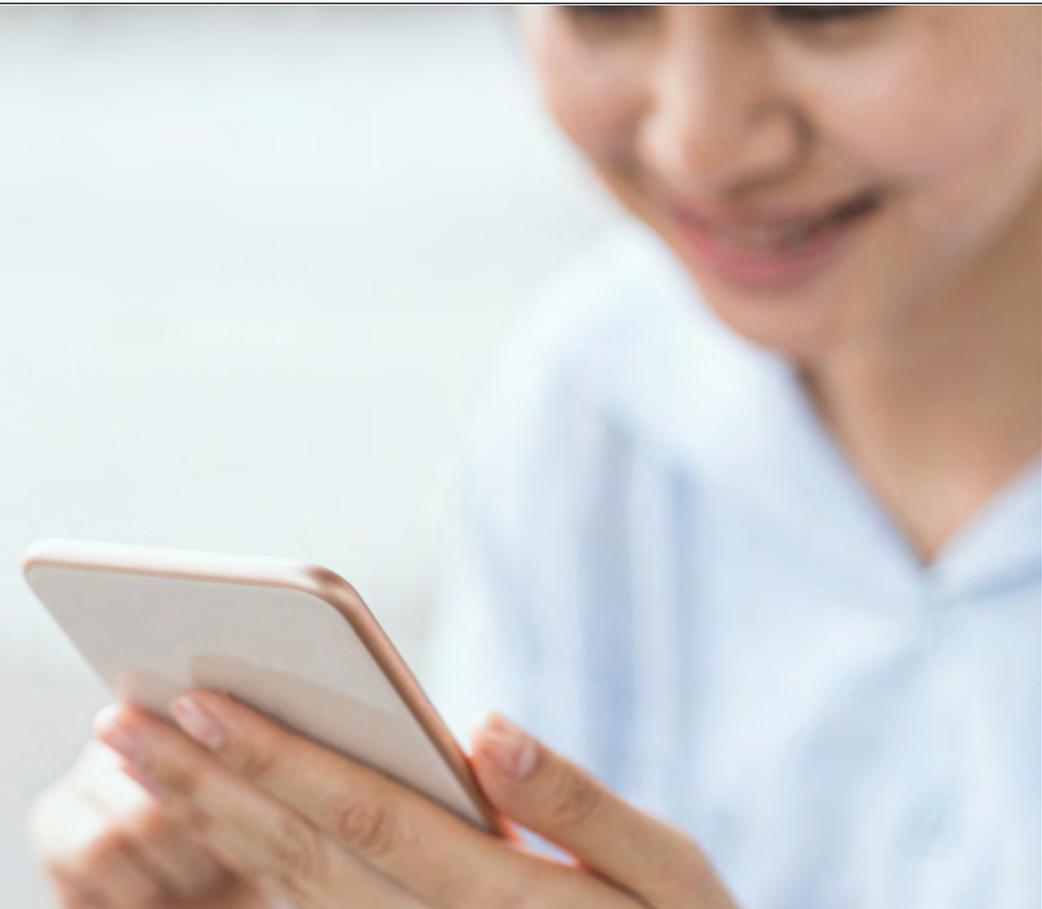
# PATIENT ENGAGEMENT

## Cue<sup>2</sup>

CueSquared MobilePay™ allows you to limit staff and patient exposure, increase patient revenue, accelerate payments, and reduce costs to collect. CueSquared changes the expectations of patient self-pay billing by accessing patients where they live—on their mobile phones.



## CUE<sup>2</sup>: Mobile Bill Pay for Patients





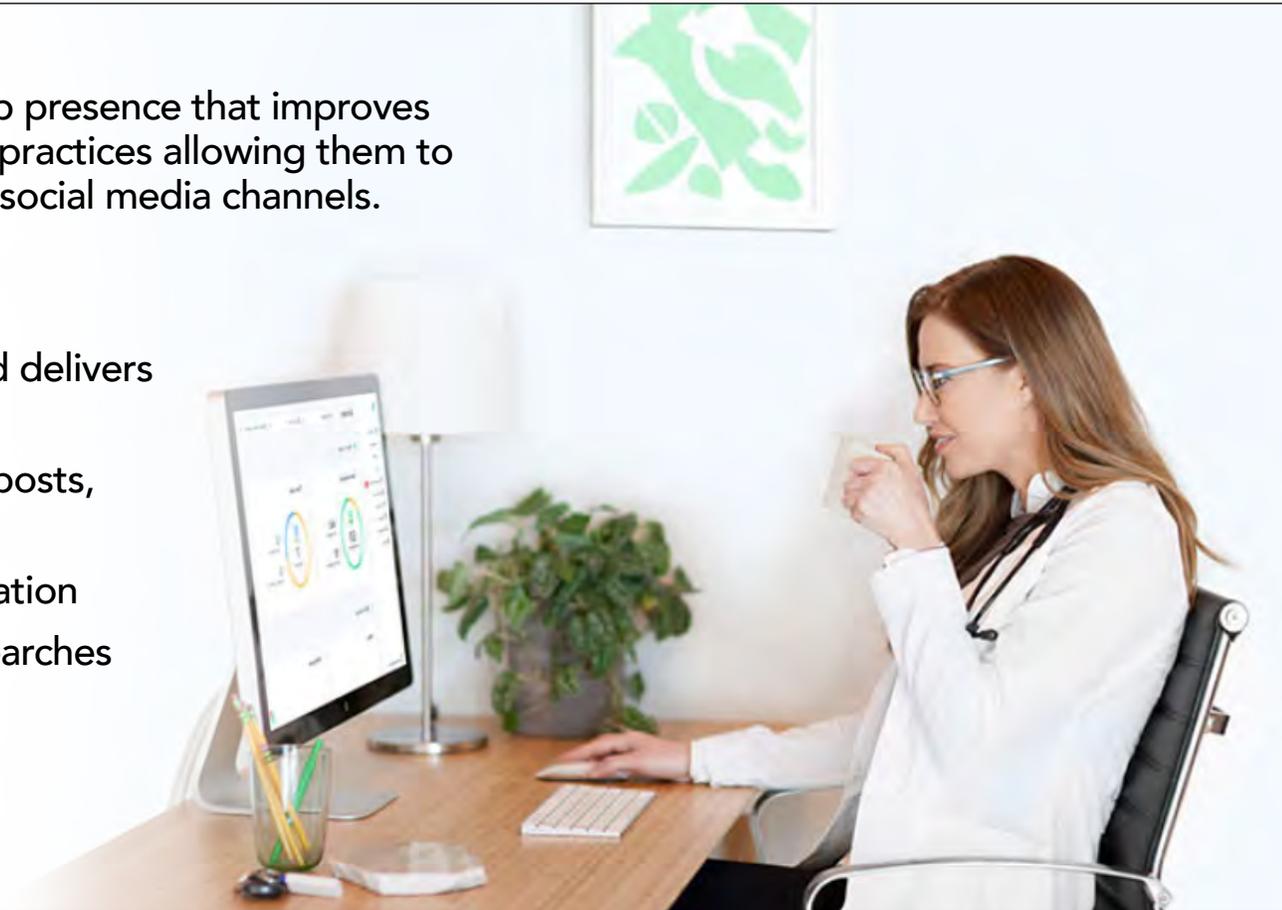
# PATIENT ENGAGEMENT



PATIENTPOP builds a prominent web presence that improves search engine results for health care practices allowing them to reach more patients across web and social media channels.

## **PATIENTPOP delivers:**

- An all-in-one growth platform that's HIPAA-compliant and delivers measurable results
- Builds high-performing websites, engaging social media posts, blog content, and more
- Proactively manages a health care practice's online reputation
- Modernizes the patient experience by converting web searches into scheduled appointments





# FINANCIAL ASSISTANCE

Henry Schein is committed to providing additional resources and flexible solutions for customers during this difficult time.

Henry Schein has a variety of financial options to help manage cash flow during these challenging times, including merchandise financing and working capital loans. We have a newly announced financing program that allows you to refinance existing business debt and secure additional funds to help operate your practice.

**LEARN MORE ABOUT HENRY SCHEIN FINANCIAL ASSISTANCE PROGRAMS INCLUDING THE TERMS AND CONDITIONS.**





# RESOURCE CENTER

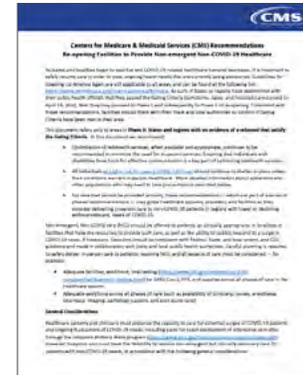
## Federal & Industry Resources



Opening Up America Again:  
White House Gating Criteria



CMS Guidelines for  
Reopening (Phase I)



CMS Guidelines for  
Reopening (Phase II)



Roadmap for Resuming Elective  
Surgery after COVID-19 Pandemic



COVID 19: Elective Case Triage  
Guidelines for Surgical Care



Local Resumption of Elective  
Surgery Guidance



ASCA Statement on Resuming  
Elective Surgery as the COVID-19  
Pandemic Recedes

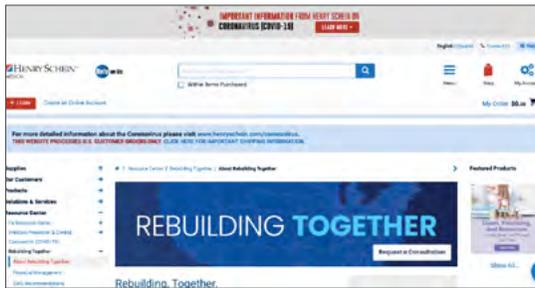


ASCA's COVID-19  
Resource Center



# RESOURCE CENTER

## Henry Schein Resources



[Henryschein.com/rebuildtogether](https://henryschein.com/rebuildtogether)



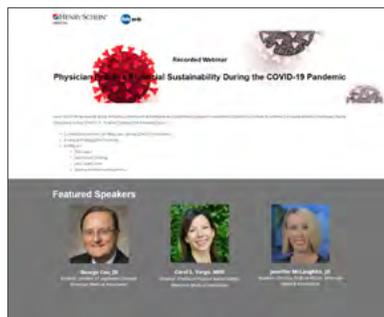
Henry Schein Medical Resource Center



ASC Spotlight



Reimagine Solutions eBook



**WEBINAR SERIES:** Leading Through Crisis: Supporting your workforce and shoring up staff resiliency during COVID-19



**WEBINAR SERIES:** Physician Practice Financial Sustainability During the COVID-19 Pandemic

For more information about our product and solution portfolio:

 Visit [henryschein.com/ASC](https://henryschein.com/ASC)

 Call 1-800-P SCHEIN

 Contact your Henry Schein Medical Consultant