

Boston Scientific Metal Stent Portfolio

Introduction

This value analysis brief provides information regarding the clinical and economic value of Boston Scientific metal stent portfolio of products, services and support.

Background

Boston Scientific Endoscopy is the world's leader in less invasive medical devices for treating gastrointestinal and pulmonary conditions, providing unmatched value to customers by combining clinically proven technologies with superior support and services designed **to help improve patient outcomes and reduce total cost of patient care. Boston Scientific Endoscopy invests more than \$150 million annually in R&D to develop new technologies that will benefit patient care.**

Comprehensive Metal Stent Portfolio

Boston Scientific's robust line of metal stents provides physicians with the tools they need to effectively manage patients with strictures caused by benign or malignant disease. Treating these patients endoscopically compared to surgically has been shown to **decrease patient length of stay, reduce the risk of complications that could lead to readmissions, and decrease the overall cost of care.**¹ As our healthcare system moves to a value-based model, there is increased focus on patient satisfaction and decreasing healthcare costs. Effective, minimally invasive treatment may support these goals.

Boston Scientific's comprehensive portfolio of esophageal, biliary, and enteral stents, enables customers to take advantage of the benefits of vendor standardization with a **preferred vendor including participation in preferred stent pricing programs across the entire portfolio.** Economic value is delivered through committed contracting / cost management programs. Tier pricing programs offer best in class discounts, reward volume, and provide standardization opportunities.

Clinically Proven

Boston Scientific metal stents have been studied in more than 500 publications over the past 25 years, providing physicians with confidence in the therapeutic performance of the portfolio. Boston Scientific continues to invest in the portfolio through studies to gain expanded indications to provide patients with more treatment options. For example, the WallFlex™ Biliary RX Fully Covered Stent System RMV is now indicated for indwell up to 12 months in the treatment of benign biliary strictures. Treatment of benign biliary strictures using a WallFlex Biliary RX Fully Covered Stent System RMV Device may lead to fewer procedures for your patients compared to being treated with plastic stents, potentially enhancing satisfaction and quality of life.* Boston Scientific continues to invest in exploratory work for future breakthroughs in stent technologies.

Stent Patency Satisfaction Program

Boston Scientific stands behind the quality of its metal stents with a Stent Patency Satisfaction Program. If a covered or partially covered WallFlex Stent is implanted in accordance with its FDA-approved labeling, and the physician is not satisfied with the patency of the stent during the first year, Boston Scientific will provide a replacement WallFlex Stent of identical dimensions. Other terms of this program do apply.

Supports Supply Chain Efficiency

Boston Scientific's industry leading service level fueled by a state of the art fulfillment process ensures that customers always have the device they need when they need it without having to make a significant investment in inventory. Through programs including expedited shipping, and other billing options, Boston Scientific is committed to supporting customers' supply chain efficiency efforts.

Service and Support to Drive Efficiency

* The safety and effectiveness of this device for use in the vascular system has not been established.

The safety and effectiveness of the stent for benign stricture treatment has not been established for indwell periods exceeding 12 months.



In addition to gold standard devices, Boston Scientific offers services and solutions to optimize performance — working with our customers to help them find new and better **ways to deliver patient care while managing costs throughout care continuum. As healthcare provider needs evolve**, so should the services from the businesses that support them.

- **Boston Scientific has a best-in-class, clinically focused sales force and professional education team focused on training clinicians on new devices and procedures.** Educational programs and resources for physicians, fellows, and allied health professionals are offered by Boston Scientific. Each year, Boston Scientific trains thousands of healthcare professionals globally. In the US in 2017 over 15,000 physicians and nurses received education through a Boston Scientific program. Some covered metal stent offerings include: live peer-to-peer physician preceptorships, hands-on ex-vivo model training, specific Fellows courses, virtual education videos and nurse specific CNEs. Boston Scientific's peer-to-peer education site, EndoSuite received a Gold Award by eHealthcare Leadership Awards for Best Care/Disease Management website in 2017.
- **GuidePoint Reimbursement Resources offers coding, coverage and payment educational and consultative support to customers.** A menu of custom offerings includes: coding and billing audit referrals, reimbursement education and support annual contracts, practice management training, and facility-specific benchmarking analyses. To learn more, visit www.bostonscientific.com/gastroservices.
- **Supply Chain Optimization** is a distinct functional area within Boston Scientific created **to improve operational efficiency and cost savings.** Project focus area examples include: reducing cost and time on inventory management, optimizing / automating the end-to-end order management process, increasing order accuracy and reducing out-of-stock situations, and reducing waste associated with expired product. The approach is custom, scalable, and integrates with your internal supply chain team. To learn more, visit www.bostonscientific.com/gastroservices.
- **Workflow Optimization** is a consultative service applying lean business practices **to eliminate waste, reduce variation, and increase the quality of care.** A team of lean/six sigma engineers from Boston Scientific will consult on-site with your internal lean team to streamline care delivery and resource utilization. To learn more, visit www.bostonscientific.com/gastroservices.

Why Boston Scientific?

For more than three decades, Boston Scientific has partnered with leading healthcare providers to help improve patient outcomes through minimally invasive devices. Today, as healthcare provider needs change, we continue to work collaboratively with our customers to help optimize patient care and manage costs through our products, services and solutions.



GI Lab Optimization



Single-Use Devices



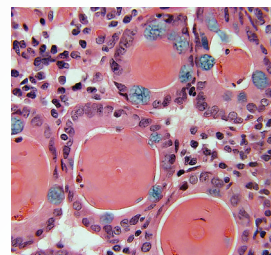
Community Wellness



Infection Prevention



Scope Repair & Certified Pre-owned Equipment



GI Specialized Pathology

1. Boston Scientific Endoscopy Value Analysis Brief

2. Wallflex Biliary RX Fully Covered Stent System RMV Expanded Indication Business Review Slide

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