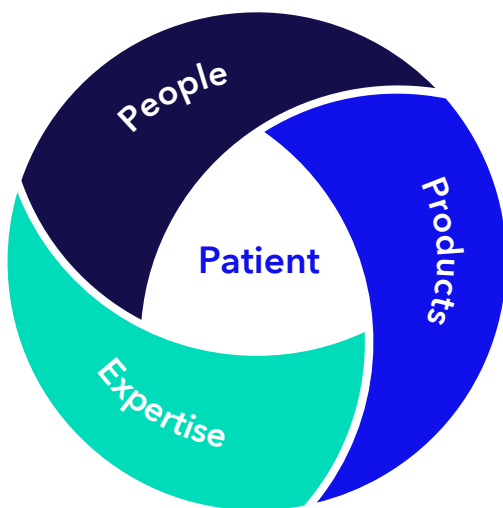




People. Products. Expertise.

Everything you need to accelerate your ASC.



Who we are

Managing an ambulatory surgery center (ASC) or office-based lab (OBL) is complicated. And it takes more than a one-size-fits-all solution to reach your clinical and financial goals.

At Medtronic, we have the products, people, and expertise to help meet the full spectrum of your needs. So whether you're building from the ground up or adjusting to a rapidly growing market – we've got you covered.

With a unique combination of operational insights, analytics, and products backed by decades of clinical research, we take the guesswork out of growing and building your ASC.



Build

with one of the largest
portfolios of life-transforming
technologies in the world

**Our products span the breadth
of physician specialties and
procedures:**

- Bariatrics
- Cardiovascular
- Deep brain stimulation
- Digestive and gastrointestinal
- Ear, nose, and throat
- Gynecological
- Hernia repair
- Laparoscopic cholecystectomy
- Pain therapies
- Pelvic Health
- Spinal and orthopedics
- Urological

**Other procedural support
areas include:**

- Wound closure, suturing, and vessel sealing
- Advanced energy tissue sealing
- Visualization and navigation
- Respiratory and patient monitoring



Cardiovascular



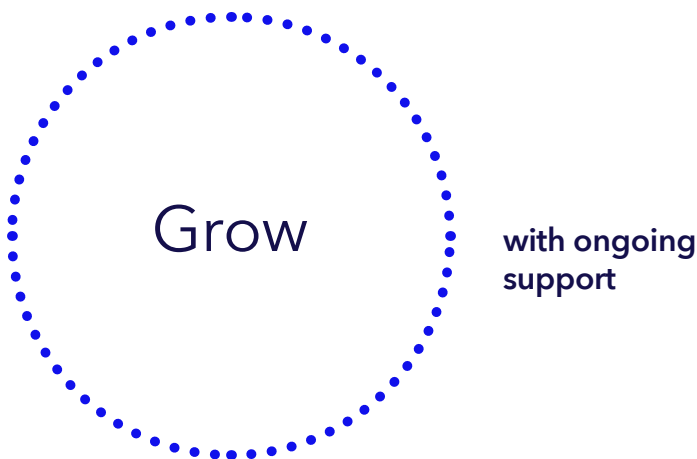
Spinal &
Orthopedics



Pain
Therapies



Digestive &
Gastrointestinal



From patient access support to medical education, our comprehensive list of services and solutions is specially designed to support your ASC expansion over time. Affordably.

Our flexible business model can address your entire spectrum of needs, including:

Healthcare optimization consulting

Enhance the patient experience, expand capacity, and improve the cost effectiveness of healthcare delivery at your site. Process redesign and optimization (PRO) helps you solve challenges like these by redesigning processes and guiding you through how to operationalize them within your ASC.

Medical education and training

Stay up-to-date on emerging products and techniques with a curriculum designed for the busy life of a clinician. With classes in both online and practical settings, we will help you deepen your expertise and remain adaptable.

Capital programs

Capital equipment can be costly. And when you're managing an ASC or OBL those costs can make it difficult to build, expand, or evolve your service. That's why we want to provide options to help you cover your capital expenses. When you use our products, we'll work with you to create a custom rebate program designed to meet your purchasing needs.

One-stop access for all your product and contracting needs

Simplify daily requests with a dedicated support contact.



The shift toward ASCs is an opportunity to improve the patient experience and drive greater operational value. Patients want high quality care in convenient settings. We're here to help make that possible. With a vast portfolio of products and solutions, and the guidance of our ASC development team, we will help you:

Accelerate growth

- Improve patient access to appropriate therapies
- Develop care pathways that help ensure patients get the right procedures at the right time

Drive performance

- Achieve operational excellence
- Apply best practices
- Get one-stop access to all product needs

Set your ASC apart

- Manage costs with capital partnership programs
- Tap into reimbursement and payer support
- Elevate your practice with consulting and operational workflow development

Meet the team

Our team provides a commercial focus to the rapidly growing ASC landscape. They provide you with ASC market experts, tailored financial and operational solutions, and programs that maximize patient utilization.

With their combined skills and experience, they are experts in:

- Healthcare administration
- Lean Six Sigma
- Business development
- Care pathway design
- Marketing
- Strategic consulting
- Distributor logistics
- Capital programs
- Clinical knowledge
- And more



Mike LaCasse
Vice President
US Specialty
Channels
Americas Region



Bob Cannon
Vice President
ASC Channel
Management
and Sales
Americas Region



Julie Cole
Director
Enterprise
Accounts/Business
Development



Adam King
Senior Director
Enterprise
Accounts



Mike Price
Director
Enterprise Site,
Medical Surgical



Marty Wiitala
Director
Enterprise
Accounts

[Learn more:](#)

Learn how you can set your ASC apart.

Medical necessity will dictate site of service for each individual patient. Physicians should confirm inpatient or outpatient admission criteria before selecting site of service.

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Printed in the USA 01/2022