



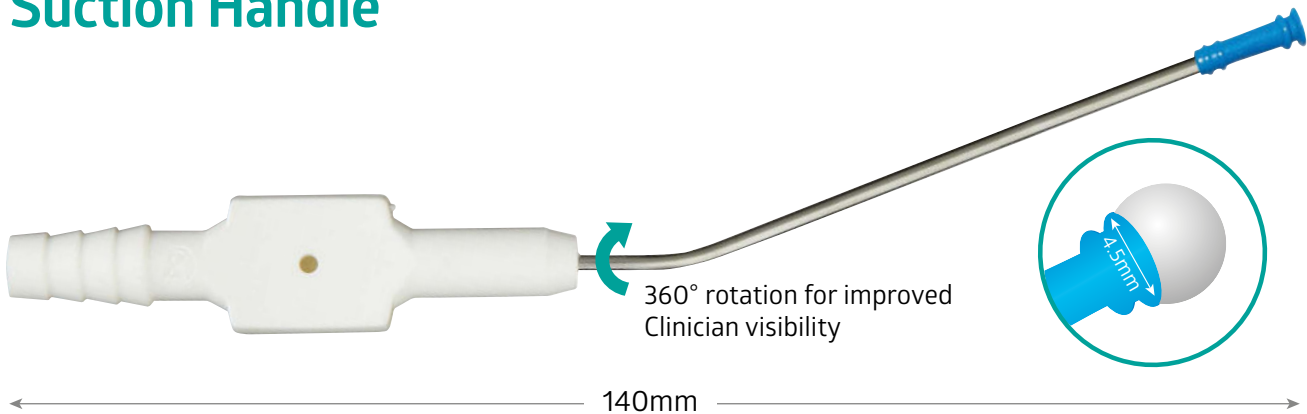
DTR Medical®

AN
INNOVIA
MEDICAL
COMPANY

THE 'PRO'FILE

Clear Away Cost with our Clearway Suction Handle

NHS Supply Chain | Available on NHS Supply Chain - NPC code **FFQ6576**



The Design Checklist

- ✓ Removes difficult foreign bodies from Ear and Nose
- ✓ Effectively latches onto the surface of uneven objects and removes them, such as plugs of dead Skin and Wax
- ✓ Ideal for use in A&E, Minor Injury Clinics, ENT and Audiology Treatment Rooms
- ✓ UK manufactured
- ✓ 100% quality inspected
- ✓ Our innovative tip, has a soft malleable suctioning cap that forms an air-tight seal to securely grasp foreign objects
- ✓ 142° angled handle for improved visibility
- ✓ Suction control, particularly useful for smooth, rounded objects
- ✓ Precision manufactured to ensure consistent quality
- ✓ Universal suction attachment
- ✓ Readily available Bubble Tubing or Yankauer Tubing to be cut down at a suitable point once the handle has been removed

Clinical Value - Quick and Painless Treatment



TIME

Reduces the need for surgical intervention that uses expensive Theatre time

Cuts the "four-hour" standard waiting time in A&E¹ by treating patients in 'seconds' not hours

Avoids unsuccessful attempts of foreign body retrieval that significantly jeopardises subsequent efforts



LIFE

More comfortable experience for patient and family as repeated attempts not only cause further swelling and bleeding but also compromise patient cooperation

Faster recovery as procedure is non-invasive

Atraumatic tips, especially for children, ease family concerns and discomfort



COST

Significant cost savings

No burden of sterilisation costs

Eliminates cost of going into Theatre

See calculations overleaf



See our video demonstration of the Clearway at:
www.youtube.com/watch?v=g2_dWPvG5IE&t=17s

YOUR SINGLE-USE SOLUTION WITH CONFIDENCE

t +44 (0)1792 797910 e dtrmarketing@innoviamedical.com w www.dtrmedical.com





THE 'PRO'FILE

Item	Current	Clearway
Referral Cost (non-hospital attendance referral to A&E)	£100.00	£0.00
Theatre cost (30mins@£1,200/hr) ²	£600.00	£0.00
Clearway Suction Handle		£12.85
Total per patient	£700.00	£12.85
Estimated 0.5 patients per week	26 patients per year	
Saving per patient	£687.15	
Annual Saving	£17,865.90	

Potential additional savings made through the use of Clearway:

Wasted instruments including Crocodile Forceps and Formby Hook & Probe £14.91

Costly ambulance trips up to £254.57

Hospital admittance estimated (per day)³ £400

Additional patient consultation (approximate)⁴ £250

Total 'additional' potential savings = **£919.48** (per patient)
= **£23,906.48** (per year)

Clinicians' Experiences

Don't just take our word for it ...

"I am a Nursing Sister working across a number of specialities including ENT. I have been taking a look at your ENT/MAXFAX catalogue and have stumbled across your "Clearway Suction Handle" and am intrigued. Would you be able to send me a sample or two of these as we regularly see children with foreign objects inserted in various orifices which can be extremely traumatic for the child and time consuming within the department. These could prove a worthwhile investment for us."

Queens Hospital, Burton

"After 60 minutes of trying to retrieve a small ball bearing from a child's ear, we decided to use the Clearway Suction Handle which removed it in seconds! We now stock these as a matter of course and have used on many occasions since, with excellent feedback from our ENT surgeons."

East Kent Hospitals University NHS Foundation Trust

"We had to remove a fairly large bead from a child's ear.....the Clearway was great!! The bead came out effortlessly ...very impressed!"

Bronglais Hospital, A&E department

1. <https://nhsproviders.org/media/3300/on-the-day-briefing-winter-16-17.pdf>. <https://www.theguardian.com/society/2015/dec/25/frequent-999-callers-nhs-england-ambulance-emergency>
2. <http://nhsproviders.org/media/1128/operating-theatres-final.pdf>
3. <http://www.dailymail.co.uk/health/article-49769/The-pin-cost-NHS-2-750.html>
4. <https://www.nice.org.uk/guidance/cg112/resources/costing-report-pdf-136245853>