Ultrasound for Diagnosis, Access and Treatment of Peripheral Arterial and Venous Disease

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The Business of Peripheral Interventions
Ultrasound for Diagnosis, Access and Treatment of Peripheral Arterial and Venous Disease

Prevalence of Peripheral Arterial Disease

- Worldwide more than 200 million
- 8 million in the USA
- PAD still associated with significant morbidity, mortality, and quality of life impairment
- Cardiovascular care team needs to be proactively managing PAD
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Economic Burden of PAD

$213† - $392‡ BILLION

*Total Costs Inpatient and Outpatient in 2015

†U.S. REACH population inpatient costs + outpatient medication = $10,931 x 19.5 Mil PAD in 2015
‡Margolis managed care population all-cause hospitalizations + medications + other = $20,095 x 19.5 Mil PAD. Per pt. costs in 2014 $.

2-3 Million

400,000-700,000 Treated w/ Revascularization or Amputation-Major & Minor

Cost $40-$66 Billion

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Looks at blood flow and hemodynamics in the major arteries and veins in the limbs.

Indicative of the cardiovascular health of the patient.

Ultrasound to Diagnose PAD/PVD
Doppler Ultrasound

https://www.nhlbi.nih.gov/health/health-topics/topics/pad/diagnosis
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Rationale for US Guided Access

- Direct visualization
- Optimal puncture site placement
- Reduction in radiation and contrast
- Reduction in access site complications
  - Lower risk of hematoma, bleeding, AV Fistula
  - Single puncture, first pass, single wall
  - Avoid side branches, lesions, calcium
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Ultrasound Guided Access

- Brachial artery
- Antegrade common femoral
- Superficial femoral artery
- Pedal or Tibial artery
- Percutaneous EVAR
- Retrograde common femoral

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Ultrasound Solutions to diagnose and treat complex PAD/PVD
# ACUSON S1000™ Ultrasound System

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<tr>
<th>Clarify VE</th>
<th>Shared Service</th>
<th>Cadence / CHI</th>
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<tr>
<td><img src="image1" alt="Vascular" /></td>
<td><img src="image2" alt="Shared Service" /></td>
<td><img src="image3" alt="Contrast Enhanced" /></td>
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**Features**:
- **Clarify VE**
- **Shared Service**
- **Cadence / CHI**

**Applications**:
- Vascular
- Shared Service
- Contrast Enhanced
“Siemens is only comprehensive vendor poised for significant gains”

“Siemens has very deep market penetration, and due to the vendor’s productive partnerships and aggressive development, providers are over 10 times more likely to increase their purchases with Siemens than to decrease them.

The current trajectory puts Siemens on track to overwhelmingly be the top choice in provider’ future imaging decisions.”

Source: 2016 KLAS Imaging Modalities Purchasing Trends
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Our Technology – The Nervous System for Healthcare Providers

1. Screening before symptoms
2. Triaging emergencies
3. Personalizing care path
4. Monitoring chronic diseases

- Prevention
- Diagnosis
- Therapy
- Care

> 70% of critical clinical decisions influenced the type of technology we provide

2% of budget touching almost every patient covering all major disease states

1 AdvaMedDX, “A Policy Primer on Diagnostics”, June 2011, page 3
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Thank you for your attention!

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