How the program works

1. Catheters are collected from hospital EP/Cath labs in appropriate containers. Catheters are collected and shipped regularly by an authorized Stryker employee.

2. Once received by Stryker, catheters from each order are identified and tallied.

3. All eligible catheters “not suitable” for reprocessing or those that fail to pass our quality tests are rejected and counted towards the platinum plus program credit.

4. Customers who use our reprocessing services will receive back all catheters that pass our stringent quality testing.

For donor hospitals who do not reprocess, all eligible catheters are tallied towards the platinum or buy-back credit.

Platinum plus program credit will be processed every 90 days or quarterly.
Reaching your financial and environmental savings through reprocessing cardiac catheterization and EP lab devices is our main goal. As the leading provider of these reprocessing programs, Stryker’s Sustainability Solutions delivers with great results. Our diagnostic ultrasounds and electrophysiology catheter reprocessing programs are designed to provide you with safe, quality catheters at a lower cost. Our program provides a pathway to sustaining quality while saving your facility precious financial resources.

In addition to reprocessing, Sustainability Solutions offers the platinum plus program, a value-added service designed to promote sustainability and financial value for EP labs. This one-stop service provides supply cost reductions through the recycling of select catheters and their removal from the waste stream.

888 888 3433  sustainability.stryker.com
**Customer eligibility:** All EP labs are eligible for the program.

**Value**
Recycle precious metal, such as platinum from catheters, in exchange for a payment based on platinum’s market value. Additionally, a buy-back program remits EP labs payment for select devices.

**Service**
Consolidate all your reprocessing and recycling activities. By placing all the catheters in one container, burden on staff is reduced and savings through reprocessing and recycling are maximized.

**Savings**
Use funds from the program to pay for future purchases, thereby lowering supply costs.

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**Eligible catheters:** All diagnostic and ablation catheters are eligible for this program.

**Credit calculation:** A tally of the number of catheters rejected from customer orders is maintained and the platinum value amounts are calculated and credited on the quantity of rejected catheters.

**Rejections:** Some possible reasons for rejection include:
- Failure during catheter performance testing
- Catheter has exceeded maximum reprocessing cycles
- Catheter is on customer do not reprocess list (DNR)

**Platinum value credit:** The estimated weight of platinum by category is calculated and based on assayed amount of platinum. This estimated weight is multiplied by the highest market price for the same quarter to calculate the price of the tips.

**For donor hospitals:** All catheters that meet eligibility are counted towards platinum credit/payment.

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**Example:** based on platinum market price of $2,000/troy ounce.

<table>
<thead>
<tr>
<th>Types</th>
<th>Avg. weight of platinum” (troy oz.)</th>
<th>Price per tip (example)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Category I / Fixed</td>
<td>0.0035</td>
<td>0.0035 x $2,000 = $7</td>
</tr>
<tr>
<td>Category II / Steerables</td>
<td>0.0045</td>
<td>0.0040 x $2,000 = $8</td>
</tr>
<tr>
<td>Category IV / Specialty</td>
<td>0.0050</td>
<td>0.0050 x $2,000 = $10</td>
</tr>
<tr>
<td>Ablation catheters</td>
<td>0.0100</td>
<td>0.0100 x $2,000 = $20</td>
</tr>
<tr>
<td>Select ICE catheters</td>
<td>Buy-back</td>
<td>Call for quote</td>
</tr>
<tr>
<td>Select agilis sheaths</td>
<td>Buy-back</td>
<td>Call for quote</td>
</tr>
</tbody>
</table>

Catheters that are returned to Sustainability Solutions for platinum recycling credits are calculated using our price/tip formula: **Price/Tip = Weight of platinum per category (troy oz.) x market price of platinum**

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*Market price of platinum variation will affect the price per tip. These market prices are taken from publicly reported data from reputable sources such as Platinum Group Metals (PGM) by Johnson Matthey at www.platinum.matthey.com.*

** The average amount of platinum in each category was calculated based on the amount of platinum recovered by assaying a large variety to EP catheters manufactured by different OEMs.
Do I have to enroll in this program? And how? All facilities have to be enrolled in this program. Contact your local Sustainability Solutions representative to receive the enrollment packet and be sure to provide them with a copy of your W9 form.

What catheters qualify for this program? All catheters that are rejected due to failure during performance testing, any catheters that a customer has requested to not reprocess and items that are not approved for reprocessing, qualify for this program. Select ICE catheters may be considered for buy-back upon special approval.

My lab was clipping tips before they enrolled in this program. Can we send the clipped tips for platinum credit? Yes, but only as a one-time courtesy to our customers. We encourage the staff to save the full catheters and allow us to recycle this for you.

Do donor EP labs get to benefit from this program? Yes, all collected catheters are counted towards the platinum program for donor accounts. However itemization will not be provided, unless the EP lab would like to revisit reprocessing savings within 90 days.

Does the staff have to sort and separate collected devices? Stryker’s program is designed to simplify collections and the staff does not have to separate catheters. Just place all the catheters in the collection bins following decontamination and collection protocol and receive your rebate payment every three months. This also eliminates working with multiple vendors and payment agreements.

Is the payout a flat rate per catheter? No. Price of the platinum is based on catheter category. Fixed, steerables, specialty or ablation.

I am not currently reprocessing EP catheters. Can I still enroll? Absolutely, any EP lab that is utilizing EP catheters can enroll in this program. We will pay you in exchange for your full diagnostic catheters and select ICE catheters.

Why do I need to provide the W-9 information for facility? The rebate payment is reportable as income to the hospitals. Therefore, we have to ensure that this is taxed per IRS rules and regulations. This information is needed at the time of account enrollment.

Is there a minimum amount that is required to receive credit? Yes, your platinum credit for the quarter must equal or exceed $250 in order for us to process a payment. However, you can always receive the credit towards future purchases.

What is the buy-back program for ICE catheters? From time to time, certain high demand non-platinum containing used catheters (such as ultrasound catheters) and Agilis catheter sheaths may qualify and credit is commensurate with fair market prices.

How do I get paid? Credit towards future purchases is the preferred method to continue to reduce your supply savings. All credits must be taken 180 days from the date they are issued.
Dedicated to your sustainability goals

Financial sustainability
Many hospitals reduce supply expenses by over a million dollars annually without compromising safety.

Patient care sustainability
Savings realized from Stryker’s reprocessing program can be reinvested to advance patient care initiatives.

Environmental sustainability
We employ local sales and service representatives that are passionate about delivering valuable sustainability to you.

Call 888 888 3433 or go to sustainability.stryker.com for more information.