



HARMONIC FOCUS® family of curved shears: **clear cost savings** in thyroidectomy

Compared to conventional methods, the HARMONIC FOCUS® family of curved shears is associated with **a reduction in total reported costs** in thyroidectomy compared with conventional methods.

Total cost reduction¹



Absolute reduction in mean baseline costs¹



Hospital costs associated with thyroidectomy performed with a HARMONIC® device compared to conventional techniques: a systematic review and meta-analysis

Hang Cheng, Ireena M Soleas, Nicole C. Ferko, Chris G. Cameron, Jeffrey W. Clymer & Joseph F. Amaral, *Journal of Medical Economics* (2016)



- Seven studies met the inclusion criteria. A total of 476 participants had procedures performed with HARMONIC® devices and 478 with conventional techniques.
- The HARMONIC family of devices can improve efficiency and reduce costs to the hospital when they are used to perform thyroidectomy¹
- HARMONIC devices can reduce total operative costs by 10% (\$229) in thyroidectomy when compared to conventional techniques¹

HARMONIC FOCUS® family of curved shears also has been shown to provide a **superior clinical advantage** to conventional methods in thyroidectomy procedures by **significantly reducing**:²

Operative time



29²
minutes
(p<0.001)

Intraoperative blood loss



45²
ml
(p<0.001)

Length of stay



0.7²
days
(p<0.005)

Drainage volume



29²
ml
(p<0.01)

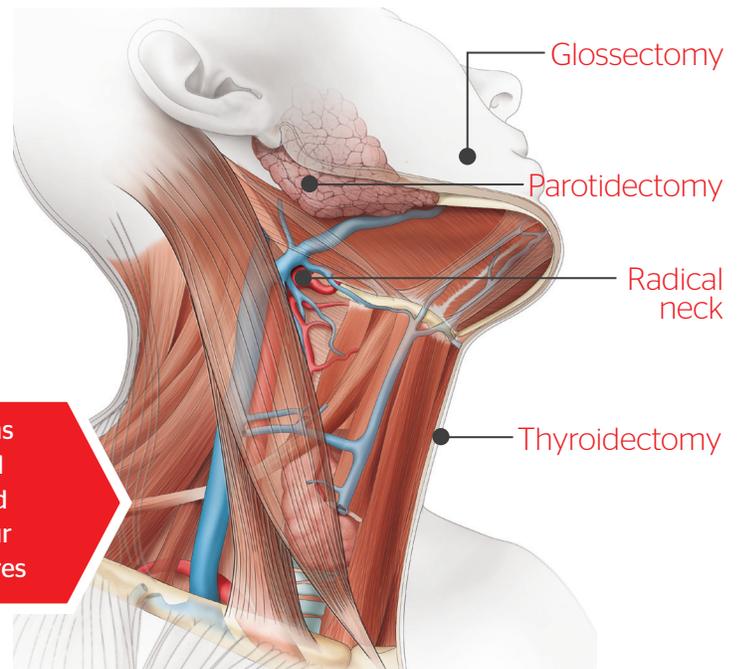
HARMONIC FOCUS® family of curved shears: A total **head and neck** solution

Reliable sealing + Enhanced precision + Improved efficiency + Cost savings

The HARMONIC FOCUS® family dynamically optimizes energy delivery in response to changing tissue conditions.

- **Precise tapered tip design:** Enables you to precisely grasp, dissect, seal and cut³
- **Minimal thermal damage:** Precise energy delivery for dissection near vital structures⁴
- **Ergonomic design:** Feels, responds and dissects like a traditional fine dissection instrument⁵
- **Full range of head and neck procedures:** Glossectomy, parotidectomy, thyroidectomy, radical neck

Comprehensive solutions of energy-based surgical devices for precision and multifunctionality in your head and neck procedures



HARMONIC FOCUS+ gives you a single device with reliable sealing,⁶ fine dissection³ and minimal lateral thermal spread⁷—allowing you to do more and enabling a **reduction in procedure time and cost**⁸

HARMONIC® Technology was shown to significantly **reduce operative time in neck dissection by 29 mins** when compared to conventional methods⁹

To learn more, contact your sales representative or visit ethicon.com/harmonic.

Product code	Description	Quantity/sales unit
HAR9F	HARMONIC FOCUS® Shears + Adaptive Tissue Technology	6
HAR17F	HARMONIC FOCUS® Long Shears + Adaptive Tissue Technology	6



¹ Cheng H et al. Hospital costs associated with thyroidectomy performed with a Harmonic device compared to conventional techniques: a systematic review and meta-analysis. J Med Econ. 2016 Apr 5:1-9. [Epub ahead of print] (C1999, C2000) Note: Limitations to cost comparisons exist due to geographic variation. ² Based on a meta-analysis of HARMONIC FOCUS® (HF) versus clamp, cut and tie, where HF reduced operative time (p<0.001), intra-operative blood loss (p<0.001), length of stay (p<0.005), drainage volume (p<0.01). Cheng et al. A systematic review and meta-analysis of Harmonic Focus in thyroidectomy compared to conventional techniques. Thyroid Research (2015) 8:15 (C1962) ³ (C260) ⁴ (C734) ⁵ (C301) ⁶ As exhibited in an animate, porcine vessel model - 63/64 (HAR9F) vs. 31/32 (FCS9) seals passing blood pressure challenge, p=1, (C1624) ⁷ As exhibited in a preclinical model (n=16), mean lateral thermal spread of 1.68mm. (C1668) ⁸ The health technology method was applied in a case study of 440 patients undergoing thyroidectomy in Terni, Italy. The use of HARMONIC FOCUS® resulted in reducing overall procedure time from 143.33 minutes to 113.7 minutes (20.67%) and reducing overall hospital cost from €3,055 to €2,768 (9.39%). Lucchini R, et al. Health technology assessment and thyroid surgery. Il Giornale di Chirurgia (July/August 2013) 34:198-201. (C1529) ⁹ Compared with conventional hemostasis, HARMONIC® reduced operative time by 29.3 minutes [mean diff: -29.29; 95% CI = (-44.26, -14.32); P=0.0001]. Ren ZH, et al. The Harmonic Scalpel versus Conventional Hemostasis for Neck Dissection: A Meta-Analysis of the Randomized Controlled Trials. PLoS One. 2015; 10(7) (C2006)