

Why Do Leading
Healthcare Facilities
Partner With **Atrium**?



ATRIUM





Trust.

QUALITY & SAFETY

The highest grade materials, state-of-the-art manufacturing and rigid quality control standards... Always. The quality of Atrium chest drains is second to none. High-impact plastics, automatic high negative release protection and innovations like internal knock-over nozzles and our line of DEHP-Free thoracic catheters... they are all part of Atrium's constant commitment to quality and safety.

Millions of dollars have been invested in state-of-the-art manufacturing technology and automation to perform numerous quality assurance checks throughout the manufacturing process. Every Atrium drain passes through a computerized vision system to confirm that it has all the required components to assure safe, reliable operation. We conduct 100% pressure testing and suction regulator accuracy testing to assure our drains perform to specification prior to leaving our facility.



Atrium also keeps quality control at home and close at hand. Every Atrium chest drain is still manufactured right here at our US corporate headquarters facility to strict ISO 13485 medical device standards.



It All Starts With a Commitment to Innovation



- 1983 Entered chest drain market with Pneumodrain-1st swing-out floor stand
- 1983 Soft, taper-tip PVC catheters
- 1985 1st compact water seal chest drain
- 1985 Pioneered linear vibration welding for chest drain manufacturing
- 1986 1st continuous ATS chest drain
- 1988 2450 Self-Filling ATS bag
- 1989 Safe, blue dye (FD&C blue #1) for improved visibility
- 1990 Suction Control Stopcock
- 1990 Patented "overflow" ATS blood filter
- 1992 HydraGlide™ heparin coated catheters
- 1996 Oasis™ Dry Suction Water Seal Chest Drain
- 1997 1st company to go 100% latex free
- 1999 Firm PVC and HTS silicone catheters
- 1999 Drain-Caddy™ and full line of chest drain accessories
- 2000 Became #1 chest drain manufacturer
- 2000 Express™ Dry Seal Chest Drain
- 2000 1st removable patient tube clamp
- 2002 Pneumostat™ Chest Drain Valve
- 2003 Pre-packaged sterile water
- 2003 Internal knock-over nozzles and multi-position hangers
- 2004 Express™ Mini 500 Mobile Chest Drain
- 2005 Next generation Ocean™ Chest Drain
- 2005 The most technically advanced single lumen chest tube: HydraGlide™ XL
- 2006 PleuraGuide™ Disposable Chest Tube Kit
- 2008 First company to offer 100% DEHP-Free PVC catheters

Atrium's portfolio now includes over 60 issued U.S. and foreign patents, and dozens of US and foreign patent applications currently pending.



RELIABLE

Hospitals worldwide have come to count on Atrium as their chest drain company of choice year in and year out because of reliable product performance, consistent product availability, responsive customer service, and 24 hour technical support.

Atrium chest drains are designed to allow the clinical staff to spend more time working with their patients and less time managing and troubleshooting equipment. Today, 7 out of 10 chest drains used in the US are Atrium drains. That's why Atrium can provide your hospital the best value and support of any chest drain company.

Reliable and Easy to Use



EASY TO USE

From the beginning, Atrium has pioneered advances in water seal design with compact chest drains that are user friendly, simple and intuitive to use. Atrium prides itself in combining common sense engineering solutions with genuine scientific advancements. Atrium manufactures a full line of wet suction, dry suction, dry seal and mobile drains that are all very easy to set up and manage.



WE'RE HERE FOR YOU

Because patient care doesn't keep "business hours", neither do we. Atrium is the only chest drain company to provide 24 hour technical support. We make it easy to get in touch with a Product Specialist 24 hours a day, 365 days a year to answer any questions that may come up. And we are easy to get in touch with... we print our toll free 800 number on the front of every Atrium drain. No other chest drain manufacturer even comes close to providing this kind of customer support.



24-Hour Technical Support

800-528-7486

Unmatched Education, Training & 24/7 Support



THE EDUCATION COMPANY

Atrium realized early on that nursing education is critical when it comes to managing chest drainage. That's why

we created Atrium University which has been integrated into all of our customer support materials. No other company offers such a wide variety of comprehensive education and support resources. A full assortment of in-service videos (DVD, VHS and On-line viewing), Instructions for Use, handbooks, wall charts, PowerPoint presentations, interactive on-line training, a competency manual, a CEU program and

our award winning quarterly Clinical Update newsletter are all provided at no charge to our customers. In addition, Atrium offers a "Teachers Survival Kit for Chest Drainage" to help nursing schools teach chest drainage to nursing students.



www.AtriumUniversity.com



THE SOLUTIONS COMPANY

Over the years, Atrium's passion and our focus on the cardiothoracic drainage market has earned us the reputation of being "the solutions company". With our unique **Indication by Design** platform, Atrium is capable of satisfying virtually **all** of the cardiothoracic drainage product needs of your hospital.

Atrium's wide range of cardiothoracic solutions include pediatric specialty products, multiple autotransfusion options, balanced drainage solutions, problem-solving chest drain accessories, and a highly efficient, cost effective disposable chest tube insertion kit.

We also offer a complete family of **DEHP-Free/Latex Free** coated and uncoated PVC and silicone thoracic catheters and, in a proven first for the healthcare industry, cost-effective **mobile drain technology** for sending patients home with a chest tube. As a result, many hospitals have come to rely on Atrium as their sole-source supplier for thoracic drainage products.



EXCEPTIONAL FILL RATES

Atrium Medical Corporation was recently recognized with a prestigious award by one of our major GPO partners for exceeding their affiliated hospitals operational and performance expectations. When it comes to exceptional fill rates, there is only one chest drain manufacturer that delivers...Atrium.



A recent quote from a Procurement Services manager:

"As I have spent my entire day today trying to resolve backorder issues with other vendors I wanted to thank you and Atrium for your consistent superior manufacturing processes, product lines and customer service. In the 8 years I have dealt with your company I have never had to spend hours of my day trying to resolve product backorder problems."

Dollar for Dollar

Unmatched Value

Atrium realizes how important cost is in today's healthcare environment and has played a key role in driving the cost down of thoracic drainage products for nearly 30 years...and at the same time has brought more safety features and innovation to the marketplace than any other chest drain company. One example is the Express Mini 500 mobile chest drain. Atrium's innovative mobile drainage technology has been able to save hospitals thousands of dollars by helping to reduce length of stay. In addition, these first-to-market devices have been shown to enhance patient satisfaction by allowing earlier discharge.

"Outpatient chest tube management during this time period (20 months) saved over \$262,000 in hospital charges..."

* Wroblewski, HA, Brooks, JA, Rieger, KR, Hammond, ZT, Kesler, KA, Postoperative Outpatient Chest Tube Management: Initial Experience with a New Portable System, Indiana University Hospital of Clarion Health, Thoracic Surgery Division, Indianapolis, IN, March 2005.

"Atrium takes pride in working closely with Materials Management and Purchasing personnel to provide exceptional value."

*Jeff McGill
VP of Marketing & Corporate Communications*

Reducing waste disposal costs and finding "green" options are priorities in today's medical industry.

On average, Atrium's drains are approximately 29% smaller and 39% lighter than competitive products.* Lighter, more compact drains means a significant reduction in biohazard / red bag waste disposal costs, bringing significant savings to your facility.

"My analysis of the cost of training staff on a new product eight years ago determined that it cost \$8,690 for an acute care hospital to develop and provide its own training program for a new chest drain device. Considering increases in salaries over the past eight years, that number is probably closer to \$10,000 today." (**article on file).

**Carroll P: Nursing input into the purchasing decision reveals costs not included in the price tag. Hospital Material Management Quarterly 1992; 13(4):63-68).

Many hospitals have found that changing to lowest-priced items is not always the most cost effective solution or best value. It is well documented that Atrium provides a better value...second-to-none product quality, professional clinical education, reliable and easy to use devices with unmatched educational resources and exceptional fill rates. Atrium strives to deliver leading healthcare facilities **the best products, the best service, at the best price...everyday!**

Why Leading Healthcare Facilities Partner With Atrium...

"I can trust Atrium will consistently provide quality products with exceptional performance... every time!"

"We have used other chest drain devices and found that Atrium chest drains offer the best value clinically and economically..."

"We like the convenience of having everything we need available to do a bedside chest tube insertion all in one thoughtfully-designed disposable kit. The PleuraGuide™ disposable chest tube kit has allowed us to standardize products, streamline the procedure, reduce cost and provide our clinical staff the time to focus on patient care instead of acquiring supplies."

"I prefer using the HydraGlide™ XL catheters over competitive catheters for better flow rates and more patient comfort when removing the chest tubes."

"I appreciate the fact that all of Atrium's PVC thoracic catheters are DEHP-free and Latex-free, especially for our pediatric patients."

"The nurses on my unit like using the Oasis Dry Suction Water Seal Chest Drain because it is easy to set-up and manage. And if they have a question, there is 24/7 technical support available."

"Our teaching facilities fully utilize the resources that Atrium provides for our new nursing staff. We count on Atrium supporting our nursing school programs with their Nursing Survival Kits and the phenomenal education information available on AtriumUniversity.com. There is no other company that offers this level of educational material or support for chest drainage."

"We can rely on Atrium for on-time delivery, dedicated customer service and don't have to worry about backorders."

"I can say that I have never heard a complaint about the quality or reliability of an Atrium brand product."

"Our local Atrium representative presented all of the company's thoracic products available to us and provided me with the options and solutions that worked best for our hospital. I can attest to Atrium's quality, reliable product performance, customer service, on-time delivery, ease of use, education resources... and it speaks volumes about the "value" I receive in working together with Atrium."



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