

# Single-Use Acetabular Reamer: Hospital Value Summary



Hospitals often receive reusable acetabular reamers at no charge from implant vendors, but these 'free' instruments carry hidden costs and risks. The OsteoFit single-use reamer offers a compelling alternative that improves efficiency, reduces risk, and supports value-based care.

## Key Challenges with Reusables

- Hidden costs: Reprocessing costs ~\$100 – \$150 per use, including labor, supplies, and equipment.
- Workflow delays: Instrument-related delays could average 10+ minutes per case.
- Performance decline: Reamers dull over time, risking inaccurate reaming and excess heat.
- Infection risk: Difficult-to-clean reusable tools can harbor bioburden, raising liability.

## Advantages of Single-Use Reamers

- Consistency: A new, sharp, sterile reamer for every surgery ensures optimal cutting.
- Efficiency: Reduces OR time by ~10 minutes and eliminates reprocessing workload.
- Safety: Eliminates risk of cross-contamination and thermal necrosis from dull tools.
- Simplicity: No maintenance, sterilization, or tracking—streamlines workflow.

## Economic Justification

- Comparable total cost: Disposable price offset by saved SPD labor and OR time, similar to the value seen with single-use sawblades used in TKR procedures.
- Value-based care: Reduces infection risk and supports bundle payment goals.
- Operational benefit: Frees up SPD resources and simplifies inventory management.

## Adoption Strategy

- Bundle pricing: Combine with implant cost to preserve current spending levels.
- Trial programs: Demonstrate value with no-risk pilot studies and internal metrics.
- Volume discounts: Offer tiered pricing to support system-wide conversion.

**Conclusion:** Disposable acetabular reamers offer measurable value across cost, efficiency, and patient safety. Hospitals can justify adoption not as an added cost—but as a smarter, safer standard for joint replacement.