



ZIMMER BIOMET  
Connect

**YOUR CONNECTION.  
ENDLESS POSSIBILITIES.**





# [ ZIMMER BIOMET CONNECT ]

## Your connection. Endless possibilities.

At Zimmer Biomet, we're motivated by a simple mission: alleviating pain and improving quality of life for people around the world. Having innovative products and solutions is no longer enough.

We must connect these offerings with your patient's surgical experience in a way that improves outcomes like never before. To do that, we've established an innovative ecosystem designed to connect and customize pre, peri and post-operative workflow and data based upon your individual needs. By collaborating with you to target your specific challenges, we can create a plan to meet your goals and give you the resources necessary to help improve your patients' surgical journey and quality of life.

Our full expertise and experienced guidance is delivered through Zimmer Biomet Connect—a team solely dedicated to streamlining, humanizing and focusing on your transformation. Who knew one connection could do so much?

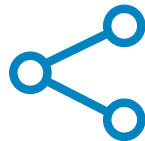
# [ Connected Ecosystem ]

Our unique offering allows you to seamlessly connect the products, services and technologies that will make caring for your patients easier than ever. From robotic technology that was designed by surgeons for surgeons, to patient support tools that allow you to manage the full episode of care, Zimmer Biomet Connect allows you to realize more efficient care than you ever thought possible - **all through one convenient source.**



## SUITE OF SOLUTIONS

Offering an innovative ecosystem of solutions



## CUSTOMIZABLE

Connects and customizes pre, peri and post-operative workflow and data



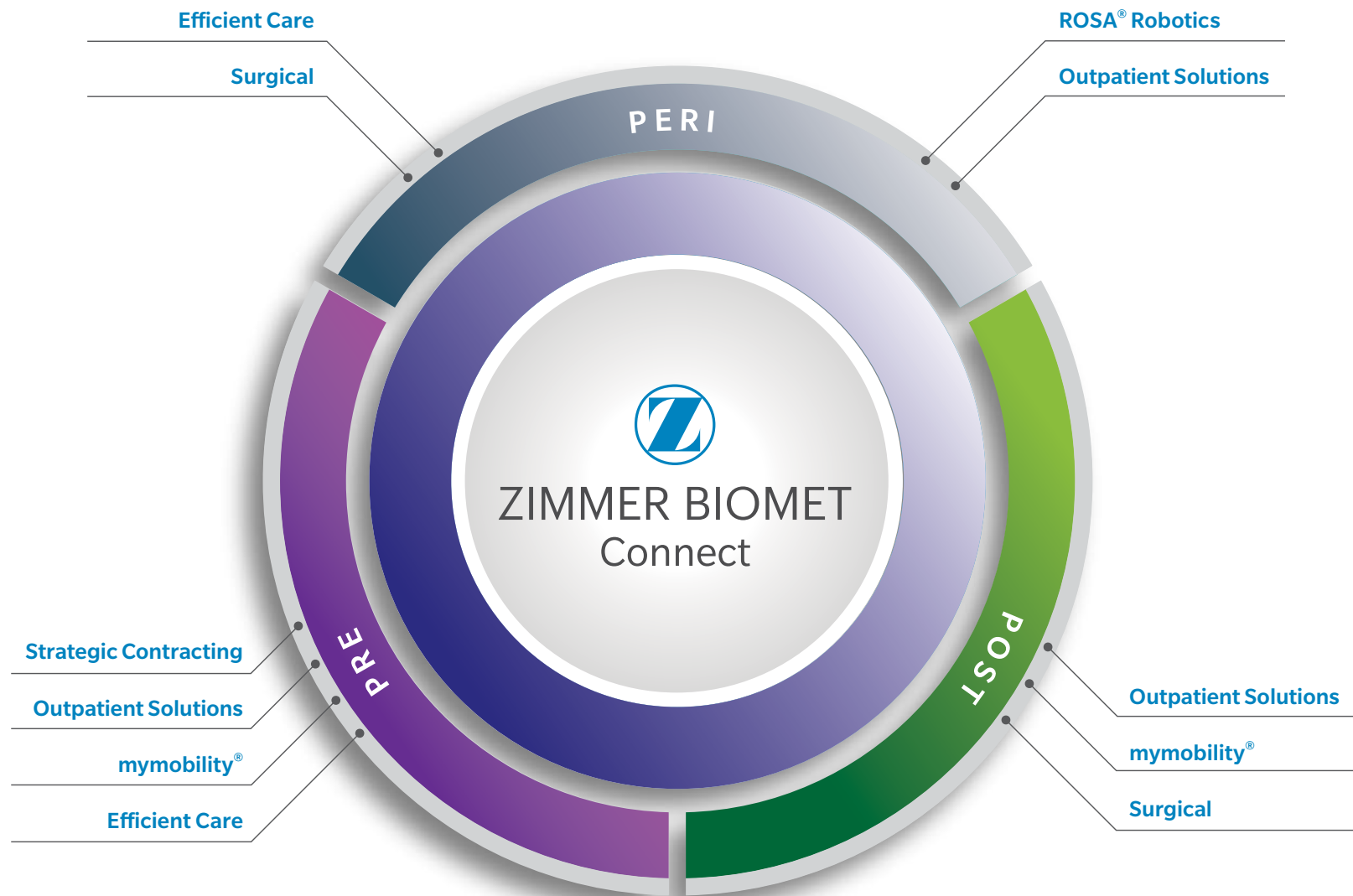
## PATIENT SATISFACTION

Designed to improve the patient's surgical journey and quality of life



## CONTRACTING

Seamless and efficient contracting process



# [ ROSA® Robotics ]

## One Platform. Multiple Surgical Disciplines.

Zimmer Biomet is the first company to deliver a fully integrated robotics system that performs brain, spine and knee procedures.



# [ ROSA ONE® Brain ]

## Robotic Surgical Assistant

- Designed to assist planning and performing complex neurosurgical procedures

## Fast<sup>1</sup>, Accurate<sup>2</sup>, Minimally Invasive Neurosurgery

- Decreases operative time compared to traditional implantation methods<sup>1</sup>
- Ensures the instruments are placed in the planned area while avoiding critical structures<sup>2</sup>

## Simplified and Streamlined Workflow

- Non-disruptive technology simplifies the learning curve
- Collaborative mode allows surgeon complete control of robotic arm



1. Gonzalez-Martinez et. al. Technique, Results, and Complications related to Robot Assisted Stereoelectroencephalography. Neurosurgery 78:169–180, 2016  
2. ROSA One Brain Application Performance Bench Testing, 510(K) Premarket Notification, K182417

# [ ROSA ONE® Spine ]

## Robotic Surgical Navigation System

- Designed to aid surgeons in performing minimally invasive thoracolumbar spine procedures

## Robotic Guidance

- For minimally invasive pedicle access, preparation and instrument placement
- Increases accuracy and may aid in the facilitation of surgeon preservation

## Adapts to Surgical Flow

- Ensures surgeon can focus on patient pathology and surgical goals
- Intuitive workflow and customer support model ensures smooth robotic technology adoption





# [ ROSA® Knee System ]

## Surgeon-Centered

- Robotic surgical assistant for TKA
- Adaptive surgical workflow
- Optional tools for soft-tissue balancing and femoral rotation

## Efficient<sup>1</sup>

- 2D x-ray to 3D bone modeling imaging cases based on X-Atlas™ technology
- Imageless case option
- Reduced instrumentation
- Intuitive intraoperative workflow

## Accurate<sup>2</sup>

- Dynamic tracking maintains cut plane
- Live cut values
- Patient specific data collection
- Soft tissue management
- Real-time intraoperative feedback



1. Statement based on x-ray based imaging, imageless case option, and reduced instrumentation through pre-operative imaging.

2. Meta-Analysis of Navigation vs Conventional Total Knee Arthroplasty Bandar M. Hetaimish, MD, & al, The Journal of Arthroplasty Vol. 27 No. 6 2012

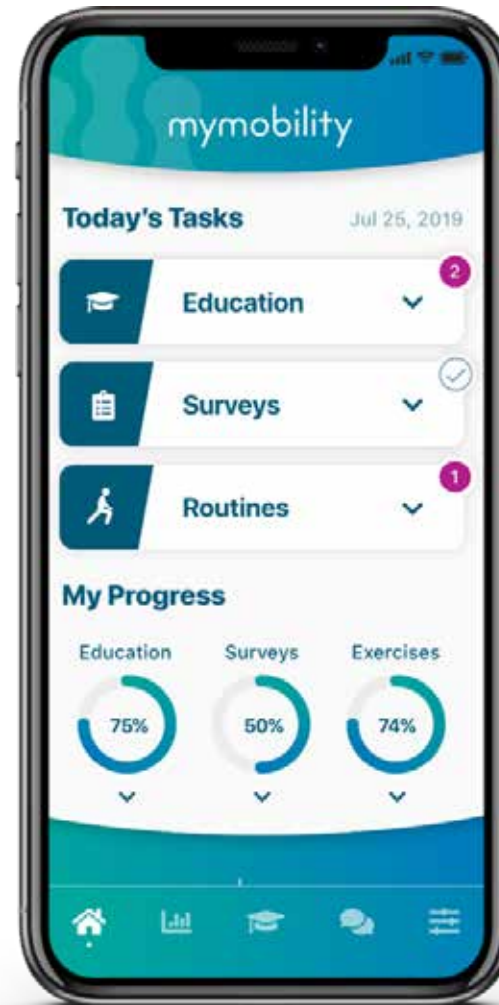


## Informing Care Decisions Through Digital Health

- Personalize Each Patient Pathway
  - Procedure specific protocols
  - Pre- and post-op exercises and reminders
  - Encrypted in-app messaging
- Consistently Manage the Full Episode of Care
- Supports Patient Satisfaction
- Differentiates Surgical Practice

mymobility<sup>®</sup> with Apple Watch<sup>®</sup>

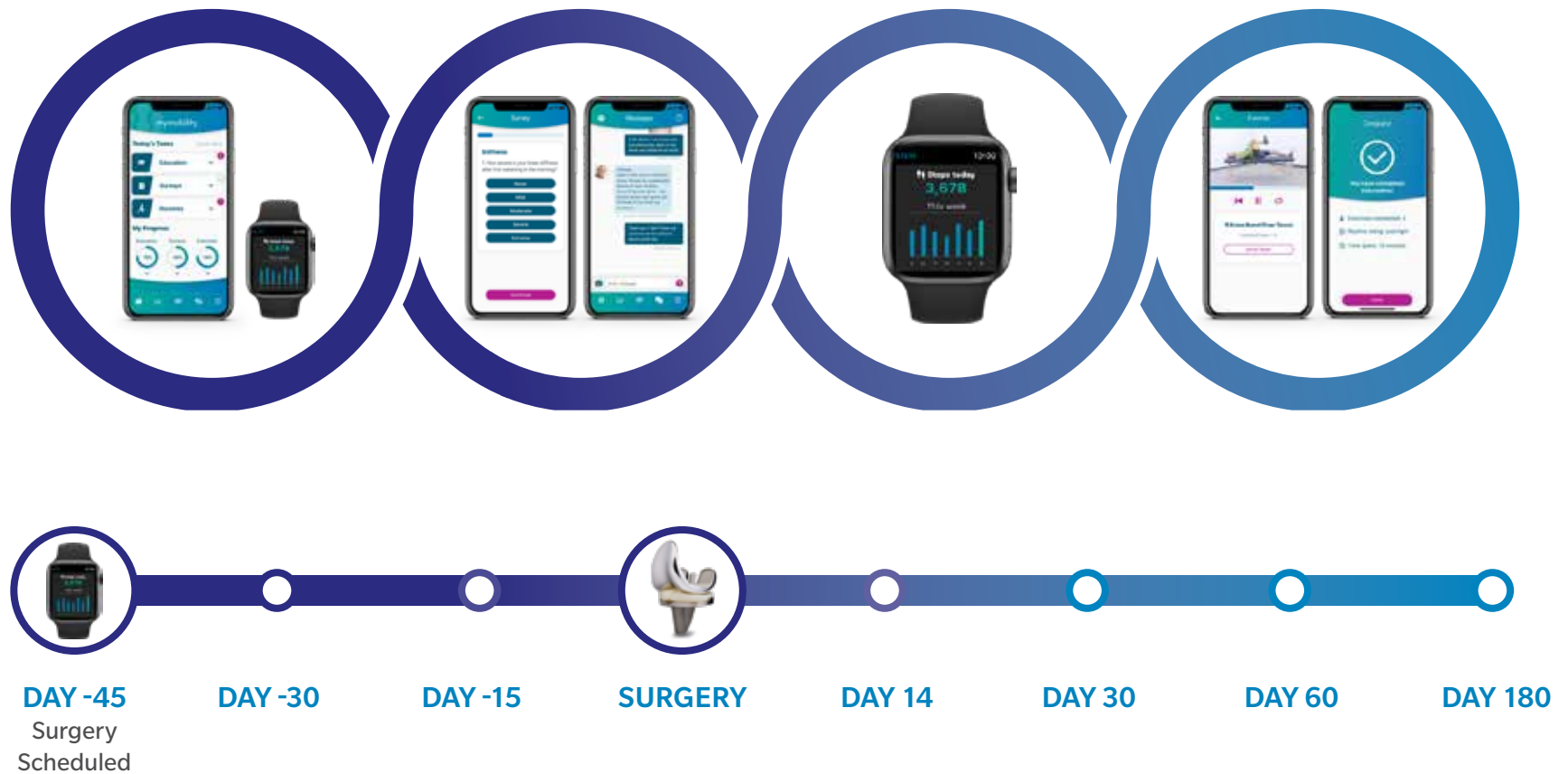
by  ZIMMER BIOMET



Patients must have an iPhone 6 or higher to use mymobility.

## CONNECTED PATIENT EXPERIENCE

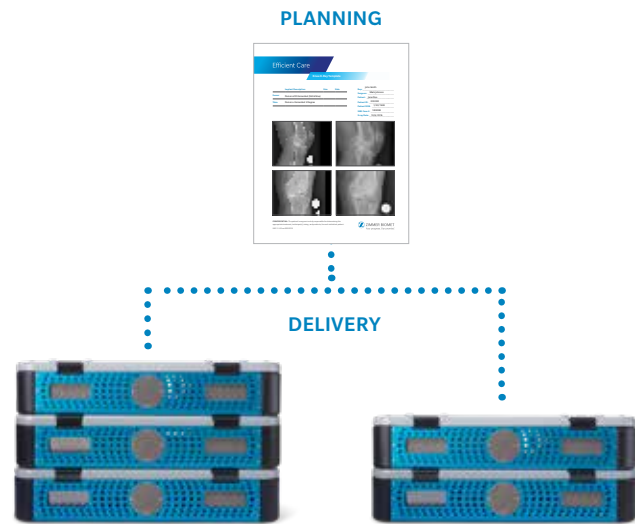
Patients are guided through a customized and connected pre- and post operative experience.



# [ Efficient Care ]

Reimagining the Delivery of Care™

- Lowers the Cost-to-Serve
- Increases OR Throughput
- Helps Avoid Surgical Surprises

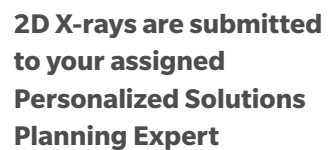


POTENTIAL FOR A  
**67% REDUCTION**  
OF INSTRUMENT TRAYS¹

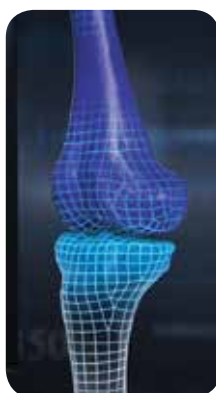
## SURGICAL SITE CART



1. Persona® Instrument Tray Reduction. November 2018.



**X-rays are transformed into a digital, 3D replication of the patient's anatomy**



**A plan is created  
based on the patient's  
unique anatomy and  
your preferences**

## CASE PLANNING

## HELPS AVOID SURGICAL SURPRISES

Efficient Care eliminates the need for expensive MRI and CT imaging by utilizing **2D X-rays to create a 3D digital replication of the patient's anatomy.\*** This reduces the time between image acquisition and preoperative planning, addresses reimbursement concerns and minimizes scheduling requirements.



\*510(k) clearance pending

# Zimmer Biomet Outpatient Solutions



## Learning from Experienced Faculty

Educational Opportunities  
(On-site and web-based)

Reimbursement and Market  
Opportunity Analysis

Clinical Care Pathway  
Consulting Services



## Managing Costs while Improving Efficiencies

Streamlined Instrument  
Management



Simplified Billing and  
Product Bundling



## Optimizing Care Coordination

Case Planning



Patient Engagement, Care  
Management and Data Collection



Zimmer Biomet's Outpatient Solutions portfolio is designed to address challenges unique to customers managing or operating in ambulatory settings. Whether exploring the advantages of an ASC, or refining the practice of outpatient procedures, Zimmer Biomet pairs innovative products with technologies and services to deliver customized outpatient solutions.



## Patient Outcomes

### Industry-Leading Product Portfolio



## Marketing and Patient Education

### Direct to Consumer Advertising



### Patient Education



### Digital Advertising



# Zimmer Biomet Surgical

A portfolio of complimentary products with the goal of addressing:

- Patient and HCP Safety
- Infection Control
- Enhanced Outcomes



**ZEOS™ 4K  
VISUALIZATION SYSTEM**



**BACTISURE™  
WOUND LAVAGE**



**INTELLICART®  
SYSTEM**



**A.T.S.® TOURNIQUET  
SYSTEM**



# [ Strategic Contracting ]

## Connecting It All Together

Our unique financial solutions are designed to empower our customers with the latest technology to advance care. One convenient source addresses the complexity of running a healthcare organization.

- Comprehensive Solutions Across the Entire Zimmer Biomet Portfolio
- Committed Contracts to Access Technology and Services
- Innovative Leasing and Financial Solutions
- Vertical and Horizontal Billing
- Procedural Billing



# Zimmer Biomet Connect Financial Solutions

BUSINESS SCENARIO	TYPE OF FINANCING	FINANCING OPTION(S)
You would like to purchase Zimmer Biomet capital equipment using your own internal funds. No financing is required.	Cash Capital Purchase	No financing is required, hospital will purchase directly from Zimmer Biomet.
You would like to purchase Zimmer Biomet capital equipment. You <b>do not have internal funds available, but are open to financing options.</b>	Financing Options are Available	<ol style="list-style-type: none"><li>1 Operating Lease. Fair Market Value (FMV)</li><li>2 Capital Lease, \$1 out</li></ol>
You would like to acquire Zimmer Biomet capital equipment, but either 1) <b>do not have internal funds available</b> or 2) <b>would prefer to finance the equipment</b> by shifting business to Zimmer Biomet in exchange for placement of capital equipment.	Committed Usage Agreement	<ol style="list-style-type: none"><li>1 Operating Lease. Fair Market Value (FMV)</li><li>2 Capital Lease</li></ol>

## Notes

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