

Dear Value Analysis Committee members,

Doctors Smith, Doe, and Jones are requesting the **SuperCable® Polymer Iso-Elastic Cerclage** system be approved for their use at the hospital. They signed the attached request letter, which lists the clinical and safety benefits of the system.

In addition to these clinical benefits, there are several ways your hospital can save money and reduce risk by replacing your metal cable systems with SuperCable Polymer Iso-Elastic cables.

#### **Economic Benefits:**

- One Part Number: SuperCable can become the 'Universal' cable system
  - No need to stock redundant Stainless Steel, Cobalt Chrome, and Titanium versions of the same products because of allergy concerns or dissimilar metals concerns.
  - No need to stock or use extra crimps, buttons, or other associated parts
  - Smaller stocking footprint – considerably less shelf space required
- Single instrument tensions & locks the cable. Cables are cut with a standard scalpel.
  - No need for separate instruments to tension, lock and cut the cable
  - Lower processing & handling costs – compact instrument tray includes Tensioner & Passers
- No more wasted cables due to some metal cables' inability to be re-tightened after locking. SuperCable's unique "no crimp" locking mechanism can be re-tightened after locking.
- 'Snowshoe Effect': double strand design spreads load over a larger area. Each SuperCable implant spreads the compressive load across 2 parallel 1.5mm cable strands, with a gap between, effectively covering an approximately 4mm area. This compares to the largest metal cables only covering a maximum of 2.0mm (some at only 1.6mm)

#### **Reduces Risk:**

- Iso-elasticity – provides dynamic compression across the construct
  - Naturally occurring micromotion leads to the loosening of Metal cables, where SuperCable's stored elastic energy compensates for this micromotion and ensures longer lasting compression. Compression of broken or osteotomized bone fragments can accelerate the healing process.
- Polymer construction – SuperCable's braided polymer does not wear out or break from fatigue failure like metal.
  - Metal cable strands act as "metal debris factories", emitting metal into the surrounding tissue and bloodstream.

- Broken metal cables can cause pain and bursa formation - often resulting in very costly re-operations to remove them.
- No glove tears
- No Sharps Injuries (no lost O.R. time)

Also attached are several supporting documents:

- SuperCable Brochure
- SuperCable Surgical Technique
- Metal Debris White Paper
- Cost Analysis of Polymer Cables
- Kinamed W9, 510ks, and other New Vendor/ Product Info.

Please let us know if any other documentation is required. Thank you – we look forward to serving you & your patients.

Respectfully,  
Your Name Here.