

INSTRUSAFE OVERVIEW

InstruSafe is a worldwide provider of surgical instrument protection solutions.

As the industry leader in surgical instrument protection during sterilization, InstruSafe continues to heighten healthcare industry standards for how delicate, expensive surgical instruments are organized, sterilized, transported and stored during sterilization.

Developed in 1982, the premium, customizable line of [InstruSafe® Instrument Protection Trays](#) are manufactured by Summit Medical, an Innovia Medical Company, located in St. Paul, Minnesota. The company's investment in collaborative, custom design of its trays for leading healthcare facilities has generated exponential growth, requiring a second distribution facility in St. Paul that opened in 2019.

While poised for accelerated growth, Summit Medical remains steadfast to its mission to raise industry expectations to **improve surgical outcomes, cost savings, operational efficiencies** and **patient safety**.

HISTORY

In 1985, InstruSafe was developed in response to an opportunity presented by an ENT operating nurse who recognized a critical need to better organize and protect increasingly delicate (and more costly) surgical instrumentation. The company's growth was fueled by the rise of minimally invasive surgery, increasingly complex surgical instruments and an intensified focus on infection control.

InstruSafe's 30 years of collaborative innovation with surgical and sterile processing teams in healthcare facilities across the country has established **a new standard of quality** for organizing, protecting and transporting surgical instrumentation sets.

PRODUCTS

Delicate, complex, intricate – and expensive. Operating rooms and healthcare facilities are facing new challenges to meet increasing demands for fast turnaround while ensuring surgical instruments are organized and protected and optimally sterilized. **InstruSafe® Instrument Protection Trays** organize and protect virtually any surgical instrumentation set. InstruSafe collaborates with customers to design **fully customized trays** uniquely tailored to house specific instrument sets. InstruSafe also offers **pre-configured instrument trays** for procedures including:

- Arthroscopy
- Camera + Scope
- Cardiovascular
- ENT
- Bariatric
- GYN
- Ophthalmology
- Neurology/Spine
- Retractors
- Robotic



FEATURES + BENEFITS

FDA 510 (k) Clearance — InstruSafe® Instrument Protection Trays are designed to ensure optimal sterilization and have undergone rigorous testing before receiving multiple FDA 510(k) clearance for various cycles.

Reduce instrument repair and replacement costs — InstruSafe protects delicate and expensive surgical instruments from unnecessary damage during all phases of the use cycle, reducing repair and replacement costs.

- A recent study conducted at Altru Hospital in Grand Forks, ND, found that using InstruSafe Custom Trays for cataract surgery resulted in a **34% savings** in surgical instrument repair and replacement costs.

Complete protection, optimal sterilization — InstruSafe trays are designed with minimal contact points and large ventilation to improve sterilant penetration to more effectively reach each individual instrument. Sterilization is further improved with aluminum construction for optimal heat transfer and large amounts of perforation to provide superior penetration and drainage.

Operating room efficiency — InstruSafe trays make each instrument identifiable and placed in a singular, secure slot for surgical presentation and efficient tracking at the end of a procedure. Keeping instruments in order improves operating room efficiency and effectiveness

Secure transportation — Management of surgical instruments is a critical component of an efficient operating room. InstruSafe trays are designed to keep instruments in place to enable 360 degrees of protection during sterilization, transport and storage.

Improve surgical outcomes and patient safety — InstruSafe provides surgical instruments with maximum exposure to sterilant, improving infection control and patient safety.

LEADERSHIP TEAM

- Kevin McIntosh, President of Summit Medical
- Marcus Super, Director of InstruSafe Sales & Marketing
- Aaron Lieberman, Marketing Manager

LEADERSHIP TEAM

InstruSafe Instrument Protection Trays and products have been implemented in leading hospitals nationwide, including Altru Health Systems, Ascension Health, Banner Health System, Cleveland Clinic Health System, Dignity Health, Fairview Hospital, George Washington University Hospital, New York Presbyterian Hospital, Northwestern Memorial Health Care, Reading Hospital Medical Center, UNC Hospitals, and the University of Maryland Medical System, among others.

BEFORE & AFTER CUSTOMIZATION

InstruSafe® Instrument Protection Trays organize and protect virtually any surgical instrumentation set. InstruSafe collaborates with sterile processing and O.R. staff to design fully customized trays uniquely tailored to house specific instrument sets. **Following are examples of trays BEFORE and AFTER Instrusafe's customization.**

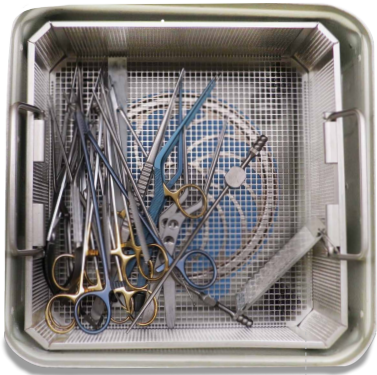
NEUROLOGY/SPINE
NEUROLOGY/SPINE

INSTRUMENT SET
Dural Repair Kit

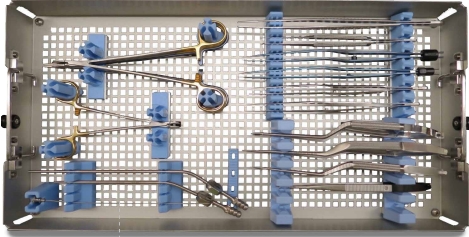
NUMBER OF INSTRUMENTS
18 Instruments

TRAY DETAILS

Holds: • 5 Needle Holders • 2 Suction Tubes • 4 Fine Forceps • 2 Bipolar Cauteries	• 4 Castroviejo • 1 Stylot	19 1/2 L x 9 1/4 W x 2 H (in) 498 L x 244 W x 51 H (mm)
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Before



After

All custom InstruSafe Trays come with covers to provide 360 degrees of protection. They are shown with cover for illustrative purposes.

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ROBOTIC
ROBOTIC

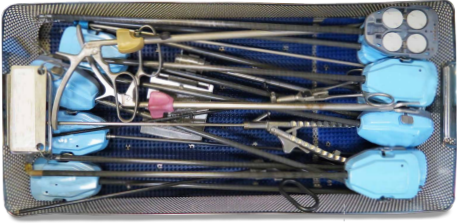
Rather than clumsily trying to balance multiple baskets, lighten your tray load to one with a custom-built robotic set tray. Not only will this simplify the work done in the SPD, but those in the OR will appreciate it as well. Because in the craziness of today's world, who doesn't love something made simple and catered just to you?

INSTRUMENT SET
GU Robotics

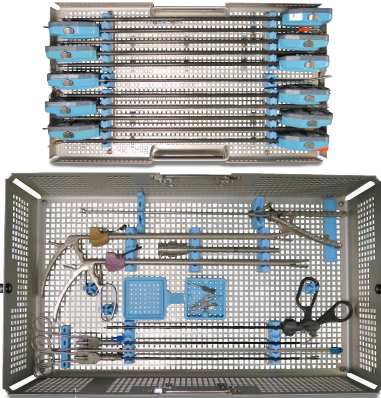
NUMBER OF INSTRUMENTS
23 Instruments

TRAY DETAILS

Holds: • 11 Robotic Instruments • 1 Needle Holder • 3 Graspers	• 1 Treecal • 2 Clip Applicators • 4 Bull Dogs • 1 Suction Tip	22 1/2 L x 13 W x 4 1/4 H (in) 572 L x 330 W x 114 H (mm)
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Before



After

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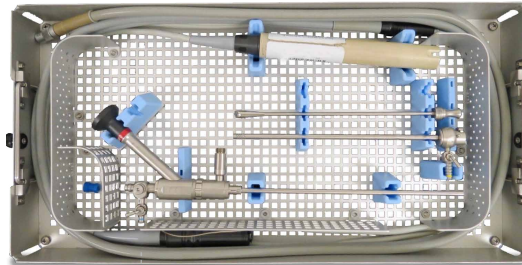
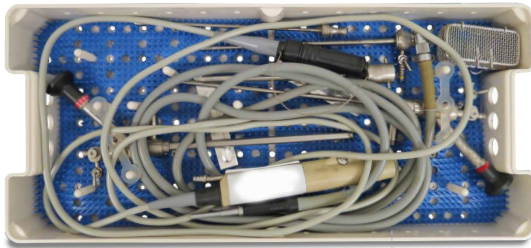
GYN Large GYN instruments take up a lot of space, which can be a handful when trying to juggle them with the other general instruments needed for a single procedure. Consolidate your GYN and general instruments into one custom solution to simplify this procedure's preparation. **GYN**

INSTRUMENT SET
GYN Scopes

NUMBER OF INSTRUMENTS
7 Instruments

TRAY DETAILS

Holds: • 1 Scope, 5mm • 1 Scope, 8mm • 1 Sheath • 2 Obturators	• 2 Calibration Inserts • 1 Hand Piece • 1 Power Cord • Misc. Nipples	19 1/2 L x 9 1/4 W x 2 H (in) 498 L x 244 W x 51 H (mm)
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**Not all instruments are shown in photograph.*

Before

After

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Tray not shown with cover for illustrative purposes.

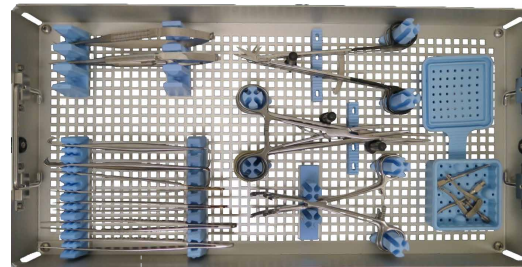
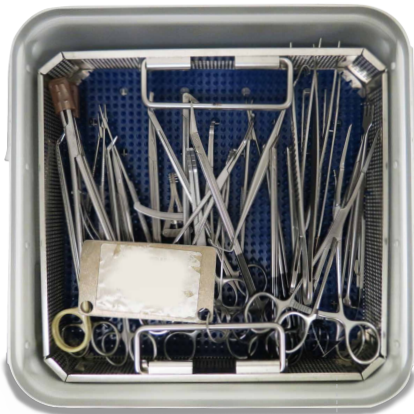
CARDIOVASCULAR Large instrument sets require lots of organization. Keep your facility sane with a custom tray design that can organize and protect your instruments while also making it easy to keep track of the complete set. **CARDIOVASCULAR**

INSTRUMENT SET
Vascular Needle

NUMBER OF INSTRUMENTS
22 Instruments

TRAY DETAILS

Holds: • 2 Castroviejo Needle Holders • 4 Potts Scissors • 1 Metzenbaum Scissor • 2 Senn Retractors	• 3 DeBakey Vascular Clamps • 3 J-Vascular Clamps • 4 Fine Tip Forceps	• 1 Retractor • 2 Needle Tip Adaptors	19 1/2 L x 9 1/4 W x 2 H (in) 498 L x 244 W x 51 H (mm)
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Before

After

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