

Growth Strategies for the Future of Surgery



Tony Guerra
Chief Financial Officer
Sharp Metropolitan
Medical Campus



Chris Walker
Chief Operating Officer
Sharp Metropolitan
Medical Campus



Pamela Lee, MD
Chair, Department of Surgery
Sharp Metropolitan
Medical Campus

The Quintuple Aim



Better outcomes

Length of stay
Consistency of outcomes
Surgical site infections
Complications
Return to OR
Readmission



Better patient experience

Recovery
Conversions
Outpatient vs. inpatient



Better care team experience

Ergonomics
Dedicated teams
OR efficiencies
Analytics
Training



Lower total cost of care

Clinical cost
Direct costs
Clinical variation



Improve patient access

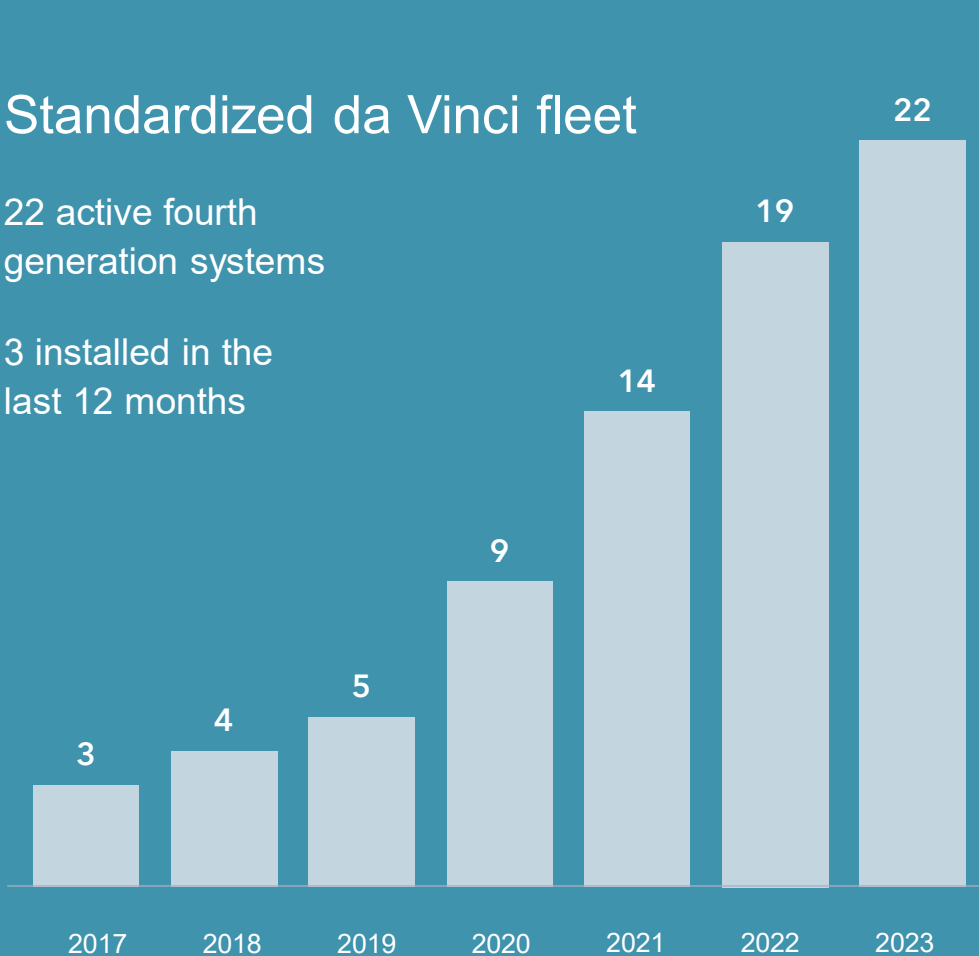
Access
Equitable quality care
Education and empowerment

Sharp Health System da Vinci program

Standardized da Vinci fleet

22 active fourth generation systems

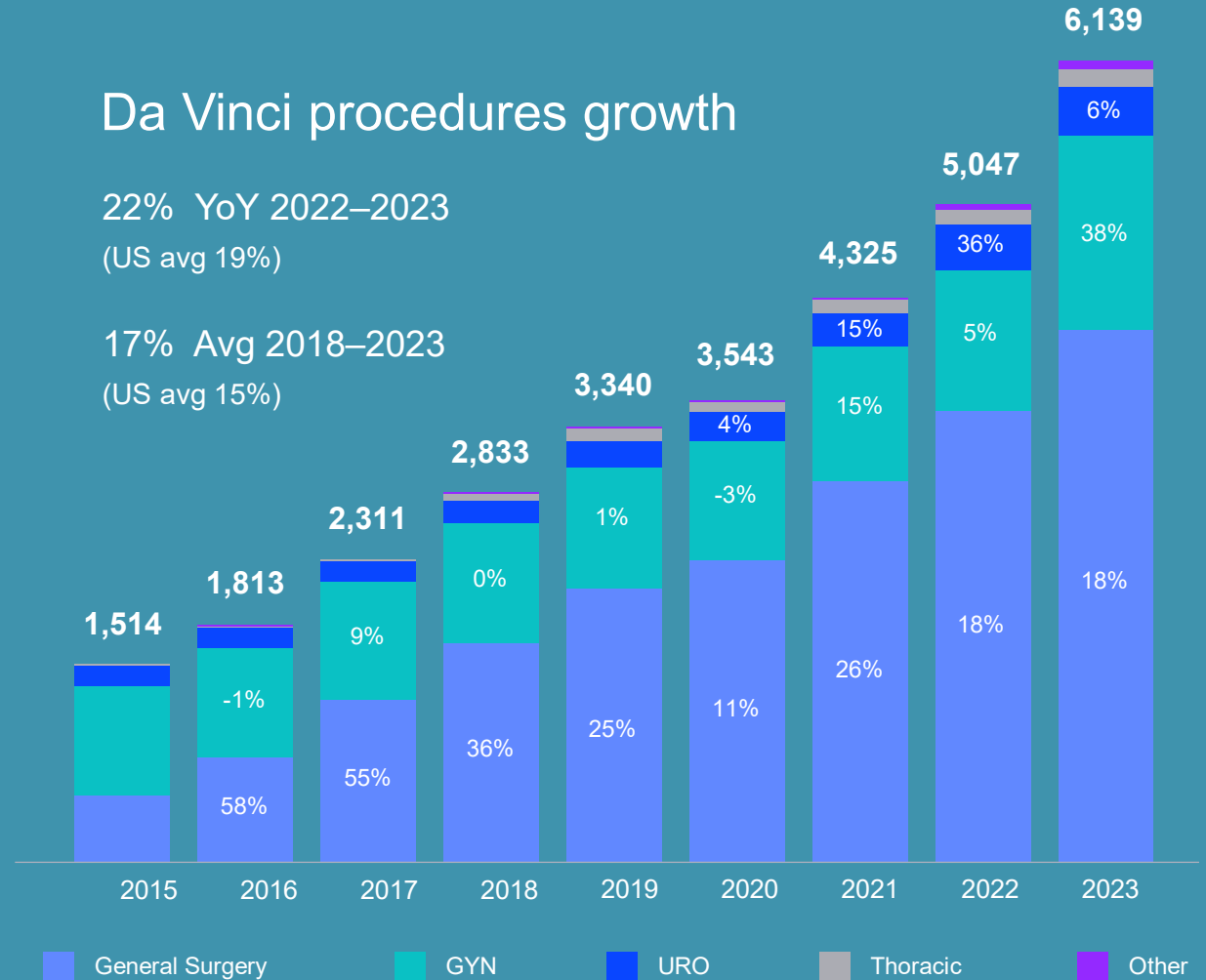
3 installed in the last 12 months



Da Vinci procedures growth

22% YoY 2022–2023
(US avg 19%)

17% Avg 2018–2023
(US avg 15%)

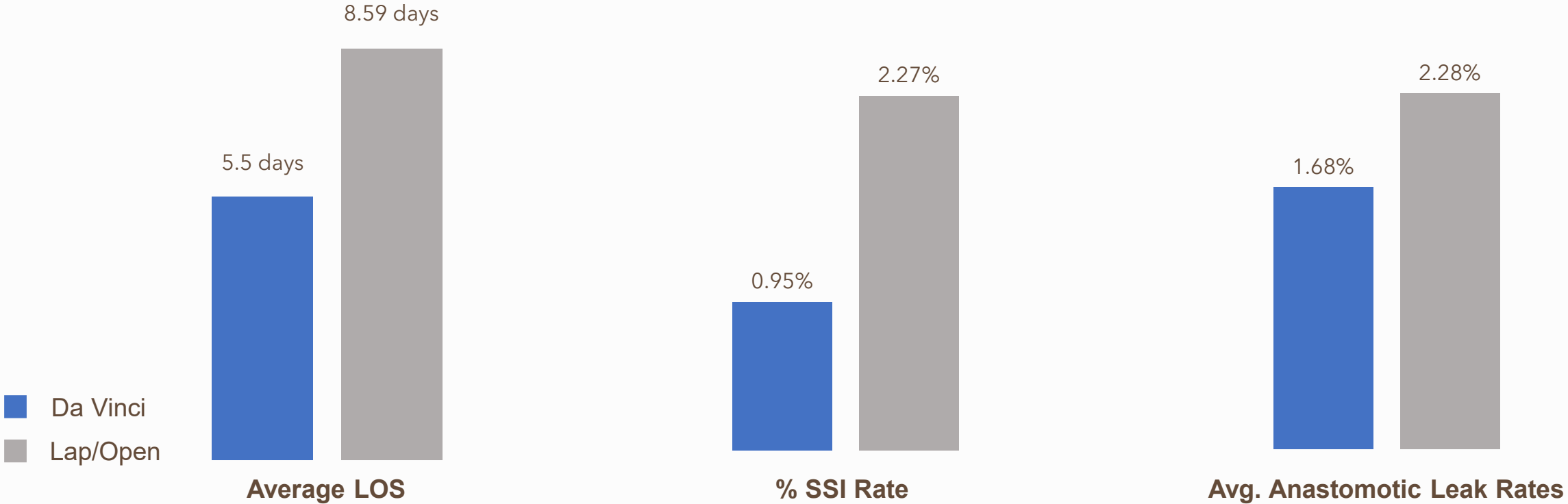


Impact of da Vinci colorectal surgery since 2014

11,992 bed days avoided at a value of **\$23.99M**

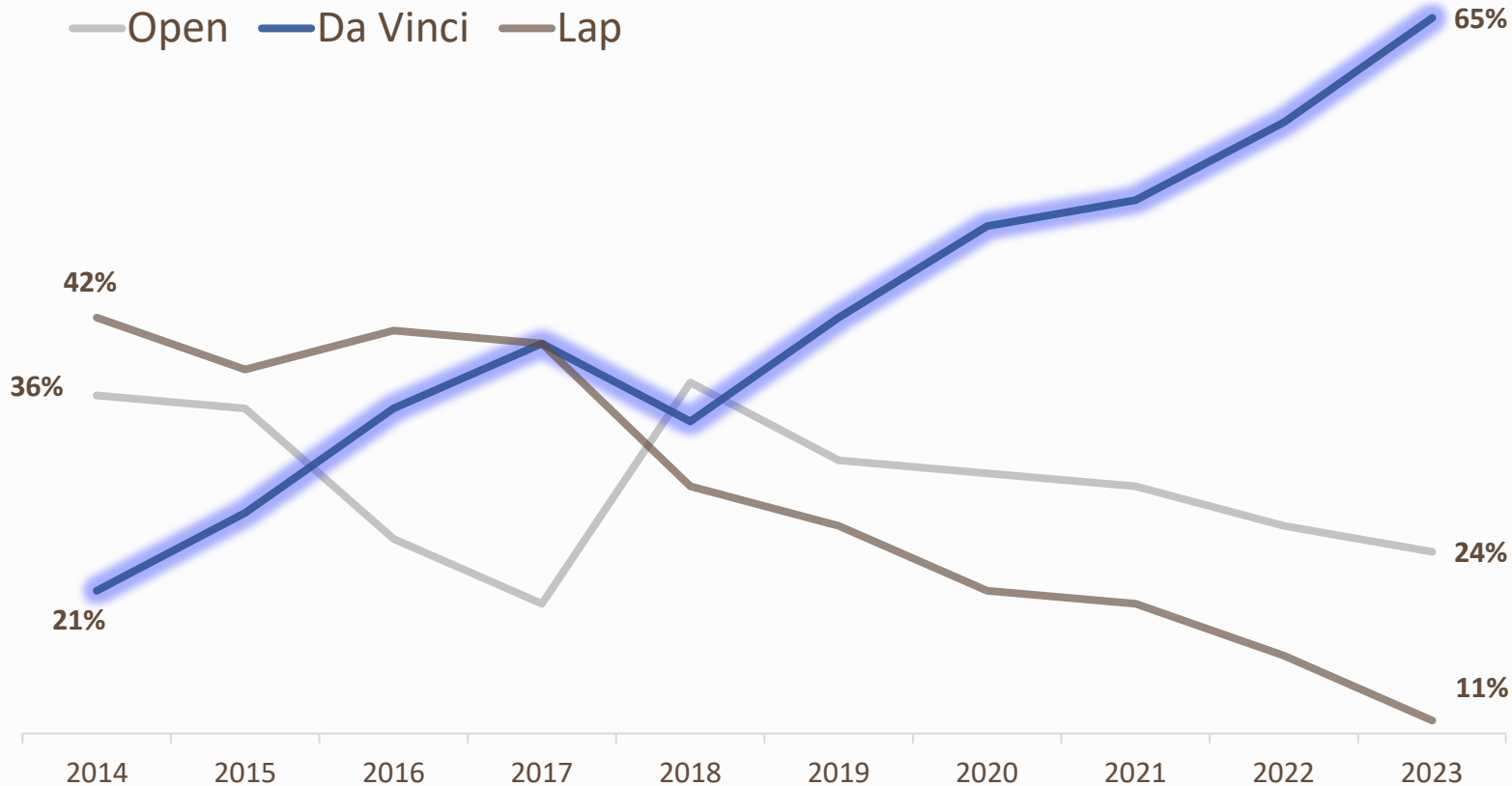
51 SSIs avoided at a value of **\$1.67M**

233 leaks avoided at a value of **\$8.43M**



Da Vinci – Modality of choice since 2018

(% of volume by modality 2014 to 2023)



2019 to 2023
(Change in % by modality)

↑ 55% growth in da Vinci RAS

↓ 23% decline in Open

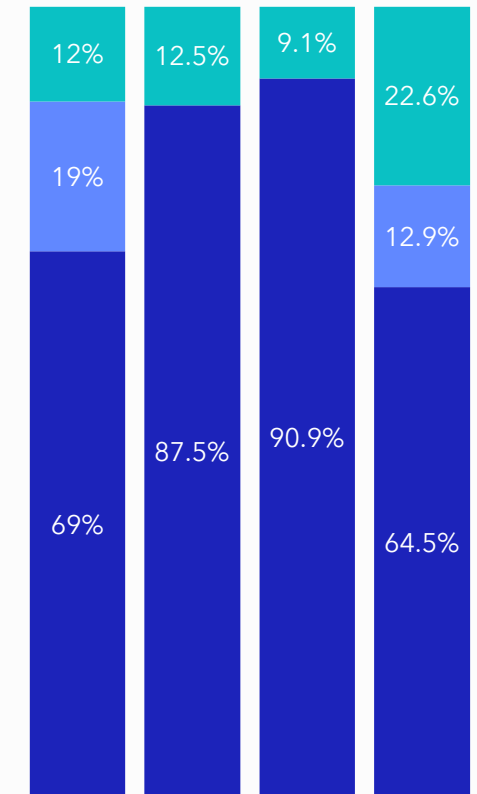
↓ 58% decline in Lap

Next steps: After-hours care (emergent)

AMP and unfettered access

After hours and weekends in 2023

- Business hours
- After hours
- Weekends



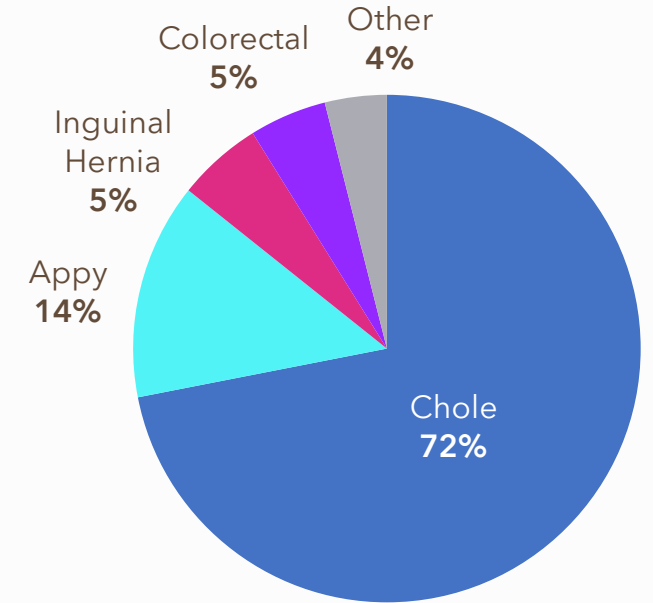
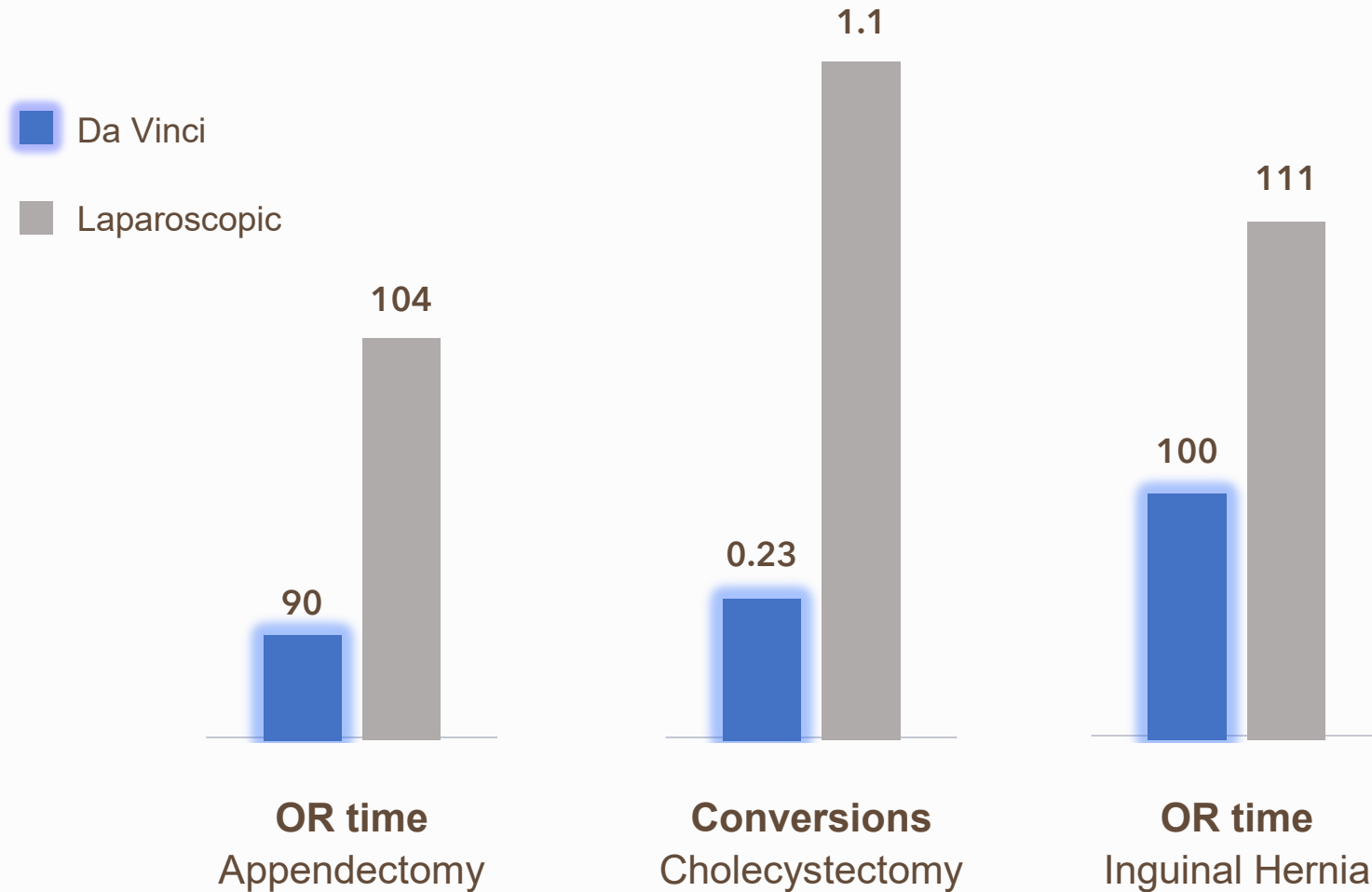
2023 Q4 weekends and after hours
~ **35%**

Dr. Pamela Lee – After hours % usage

Surgeon Robotic Block Time (current and previous quarter)

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Morning Block		14%	2%	18%	4%		
Afternoon Block		18%	6%	12%	4%	6%	
After Hours		2%	4%		2%		
Weekend	2%						6%
Total	2%	34%	12%	30%	10%	6%	6%

Quantifying value in benign general surgery



Aligning to our top 3 Emergent Procedures

Today's Operating Room



Da Vinci 5 Operating Room



- 30w
- Headset icon
- Microphone icon
- Lighting icon



- Scissors icon
- Gripper icon
- Force sensor icon
- Lighting icon



- 30w
- Headset icon
- Microphone icon
- 30w
- Batteries icon
- Video icon
- Lightbulb icon

Early value of da Vinci 5



Xi Cases – lap tower in the room for:

- Optical Entry
- Video Recording
- Insufflation & Smoke Evacuation
- Partners doing lap cases

DV5 – integration

- Lap Vision – HD Camera Head
- Insufflation & Smoke Evacuation
- Intuitive HUB
- Integrated data

\$200,000 - \$225,000

**Lap Tower & Insufflator and
Smoke Evacuation**

Early value of da Vinci 5

Surgeon Autonomy + Improved Work Flow = Efficiency

Head-In UI

Integration

Enhanced Vision

2023 Xi Case Mix & Console Time

Procedure	Avg. Robotic Surgery (mins)	Annual Cases (2023)	15% Console Time Savings (Minutes)	Annual Minutes Saved
Cholecystectomy	27.3	40	4.1	163.8
Low Anterior Resection (LAR)	101.2	25	15.2	379.5
Hemicolectomy - Right	101	14	15.2	212.1
Other Colorectal	94.8	10	14.2	142.2
Rectopexy	111.9	4	16.8	67.14
Total Colectomy	118.1	3	17.7	53.145
Sigmoid Colectomy	79.7	2	12.0	23.91
Colostomy Closure	39.3	2	5.9	11.79
			Total	1,062

Early value of da Vinci 5



Team Training

Novice or expert



Surgeon Autonomy

Greater efficiencies



Shorter Case Times

Greater throughput

A wide-angle photograph of a beach at sunset. The sky is a gradient of blue and orange, with soft clouds. In the foreground, two surfers are walking along the wet sand, carrying their surfboards under their arms. The ocean waves are breaking gently on the shore. The overall mood is peaceful and serene.

Thank You

SHARP