

# News letter

## ALKANTIS, a World's First !

### The ALKANTIS Point of Care:



### Call points: O.R.!

- ✓ Orthopedics
- ✓ Plastic
- ✓ Digestive – General surgeries
- ✓ Urology – Gynecological - Obstetric
- ✓ Cardiac
- ✓ Vascular
- ✓ Anesthesia
- ✓ ...

ALKANTIS International 2013 / Version October 1, 2012  
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### Surgeries Indications



Please find attached indications matrix we recommend to use during a call.

The examples are grouped by specialties and correspond to ALKANTIS utilization.

You can also read prospect's feedback following a call or just after ALKANTIS first use.

ALKANTIS promises a great success.

The first condition is to strictly follow the script during a call, but also rely on the experiences gathered which give some credits to the ALKANTIS concept!

Do not hesitate to send us your feedback, if possible with pictures, we will publish them in an upcoming newsletter!

**ALKANTIS is a Winner!**



## Some Indications!

| Speciality          | Indication       | Class    | Remark              | ALKANTIS* |
|---------------------|------------------|----------|---------------------|-----------|
| Orthopaedic surgery | Arthroscopy      | I-O-P-H  | Pre-surgery         | 1         |
|                     | Knee prosthesis  | I-O-P+H  | Haemorrhagic area   | 4 to 8    |
|                     | Hip prosthesis   | I-O-H    | Haemorrhagic area   | 1-2       |
|                     | Ankle prosthesis | I-O-P+   | Haemorrhagic area   | 2-4       |
|                     | Carpal canal     | P        | -                   | 1         |
|                     | Shoulder surgery | I-P      | -                   | 2-4       |
|                     | Hallux valgus    | I+O+P+H+ | -                   | 2         |
|                     | Cross ligament   | I-O-P    | Haemorrhagic area   | 4 to 8    |
|                     | Spine            | I-P-H    | - Haemorrhagic area | 1-2       |

I = Inflammatory  
O = Oedema  
P = Pain  
H = Haematoma

I+ = Small incision and major Inflammatory syndrome  
P+ = Low local tissue area or lateral surgery

\* Usual average quantity used (findings)

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**ALKANTIS**

[ Ice Sterile ]

Prevent rather than treat!

Analgesics side effect could impact patient's metabolism such as "bowel" movements  
**ALKANTIS, is a drug free !**  
Patients could leave the hospital on time!

Long good day! Ended up 4 total knee and 6 scopes! Unfortunately this will only be a start. I'm working on other specialties (neuro, GS, plastics, gyn)

Dr... has 12 cases on Tuesday that we will be trialing Alkantis during! Yes, I said 12!!!

The OR Mgrs wife used after her spinal fusion. She loved it!

**Arthroscopy Tips:**  
Cold therapy has hemostatic properties. If the surgeon uses 1/2-1 hours in pre-op, there is no blood during the shoulder arthroscopy procedure. One of the painful things that occur is the use of a cautery pencil. If there are no bleeders, no need for cautery.

Just completed breast reduction surgery with Dr... ! Used 1 Alkantis per breast just under nipple. Dr. & Staff thought it was a great concept and see benefit of using. Dr. wants to use on further cases. Head nurse walked me over to PACU and L&D. All excited about the concept. Product was exceptionally well received!

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## Some Indications!

| Speciality | Indication               | Class   | Remark      | ALKANTIS* |
|------------|--------------------------|---------|-------------|-----------|
| Wound care | Skin Excision            | I-O-P-H | Pain        | 1         |
|            | Debridement              | I-O-P+H | Debridement | 1-2       |
|            | Skin repair              | I-O-P-H | Pain        | 1-2       |
|            | Skin evacuation          | I-O-P-H | Debridement | 1-2       |
|            | Skin infectious excision | I-O-P-H | Pain        | 1         |
|            | Skin autograft           | I-O-P-H | Pain        | 1         |
|            | Dermolipectomy           | I-O-P-H | Pain        | 1-2       |
|            | Lifting                  | I-O-P-H | Pain        | 1-2       |

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**ALKANTIS**

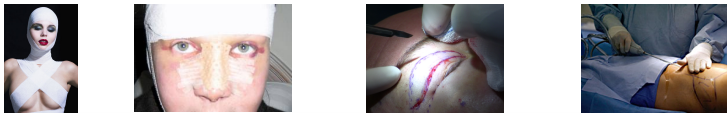
[ Ice Sterile ]

Prevent rather than treat!

ALKANTIS induces a deep local anesthesia.  
No need of drugs!  
**Savings! and safe comfort for the patient!**

The Sooner the Better !

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## Some Indications!

**ALKANTIS**  
Ice Sterile  
Prevent rather than treat!

ALKANTIS help to prevent swelling, which means less tensions on incisions!  
**Better scars recovery and less visible!**

| Speciality   | Indication                     | Class   | Remark         | ALKANTIS* |
|--|--------------------------------|---------|----------------|-----------|
| Plastic<br>surgery<br>Reconstructive<br>and Aesthetic<br>surgery | Mastectomy & Breast implants   | I-O-P-H | -              | 1-2       |
|  | Rhinoplasty                    | I-O-H   | -              | 1         |
|  | Blepharoplasty                 | I-P-O-H | -              | 2         |
|  | Auricle & external Ear         | I-O-P-H | -              | 1         |
|  | Mouth                          | I-O-P-H | -              | 1         |
|  | Liposuction                    | O-P-H   | -              | 2-3       |
|  | Aesthetic medicine (injection) | P-H     | Reduce redness | 1-2       |

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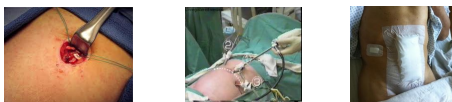
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I'm going to hit the eye lids with plastics hard. I had tremendous response when I brought up that specific procedure today from a Plastic Surgeon and 2 nurses.

**Blepharoplasty Tips:**  
The best configuration is to cut ALKANTIS in two or three rolls of two shares ALKANTIS apply the rollers in the direction of the eye  
The upper roller has a support on the eyebrow, while the lower roller has a support on the upper part of the cheek.

ALKANTIS set with adhesive tape from the front to the bottom of the cheek if necessary apply a bandage to hold the two parts of ALKANTIS

**Rational:**  
This configuration will prevent the development of edema, which usually starts in the upper part of the cheek (under the eye) to extend the level of the eyebrow, the eye even by him have not been applied in intervention and is not affected by this phenomenon!



## Some Indications!

**ALKANTIS**  
Ice Sterile  
Prevent rather than treat!

ALKANTIS is ideal for day surgery!  
Better patient's pain control and better patient's recovery\*\*

| Speciality           | Indication                                      | Class      | Remark                                      | ALKANTIS* |
|----------------------|---|------------|---|-----------|
| Digestive<br>surgery | Any kinds of hernia & endocrine treatment       | I-O-P-H    | -Day surgery                                | 1-3       |
|                      | Thyroidectomy                                   | O - I+ - H | Less suffocation & prevents chest haematoma | 1-3       |
|                      | Abdominal wall hernia repair                    | O-H        | -   | 1-2       |
|                      | Subcutaneous implant: (implantable chamber,...) | I-O-P-H    | -   | 1         |
|                      | Hepatic Lobectomy                               | I+ P+      | -   | 1         |
|                      | Laparotomy                                      | I-O-P-H    | Median transversal                          | 1         |
|                      | Celioscopy                                      | I+ - P+    | -   | 1         |
|                      | Haemorrhoid                                     | I - P      | -   | 1         |

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\*\* Champault study (Hernia)

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**ALKANTIS**  
[ Ice Sterile ]

*Prevent rather than treat!*

ALKANTIS is a drug free therapy, which means passing less narcotics through breast milk!!

## Some Indications!

Lady can seat 24 hours after an episiotomy!!

| Speciality  | Indication          | Class    | Remark                                    | ALKANTIS* |
|---|---------------------|----------|---|-----------|
| Urological<br>and<br>Gynaecological<br>surgery<br>Obstetric | Nephrectomy         | I-O-P-H  | Lateral surgery                           | 1-2       |
|   | Cystectomy          | I-O-P-H  | Haemorrhagic area                         | 1-3       |
|   | Prostatectomy       | I-O-P-H  | Haemorrhagic area                         | 1-3       |
|   | Hysterectomy        | I+ O-P-H | -   | 1-3       |
|   | Caesarean           | I+ O-P-H | -   | 1-3       |
|   | Perineum episiotomy | O-P-H    | Haemorrhagic area<br>Infectious risk area | 1-3       |

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Dr...did a case on Monday for Carpal Tunnel. The patient was actually a nurse that worked in the hospital and THEY LOVED ALKANTIS!!! The nurse said it was so comfortable and had very little pain!

Some hand docs do 25 Carpal cases A WEEK!!!

80% of Carpal Tunnel cases are workers comp so they will do whatever it takes to speed up the healing time to get these people back to work!

By applying Alkantis at the surgical site we are preventing the inflammatory process from even starting rather than treating it 45-90 minutes later when they would finally get some sort of cold therapy!!!

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**ALKANTIS**  
[ Ice Sterile ]

*Prevent rather than treat!*

ALKANTIS could be used in PRE surgery to prevent bleeding.  
Helpful for patient under "anticoagulant" for example!

## Some Indications!

| Speciality         | Indication                  | Class        | Remark            | ALKANTIS* |
|--------------------|-----------------------------|--------------|-------------------|-----------|
| Cardiac<br>surgery | Thoracotomy                 | I+ - H+ - P+ | Haemorrhagic area | 1 to 2    |
|                    | Sternotomy                  | P-H          | Haemorrhagic area | 1 to 3    |
|                    | Pacemaker Electrophysiology | I-O-P-H      | Pocket Haematoma  | 1         |
|                    | Acces: Central Catheter     | I-O-P        | Aneurism area     | 1         |
|                    | Stent insertion (PTCA)      | I-O-P        | Aneurism area     | 1         |

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[ Ice Sterile ]  
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## Some Indications!

| Speciality       | Indication              | Class   | Remark             | ALKANTIS* |
|------------------|-------------------------|---------|--------------------|-----------|
| Vascular surgery | Varicose vein           | I-P-H   | Local pain control | 1 to 2    |
|                  | Vena Cava               | I-O-P-H | -                  | 1         |
|                  | Coronagraph             | P-H     | Aneurism area      | 1         |
|                  | Stent and dilatation    | I-P-H   | Aneurism area      | 1         |
|                  | Carotid                 | I-P-H   | Suffocation        | 1         |
|                  | Aorta & Arteries        | I-P-H   | -                  | 1         |
|                  | Phlebotomy-Saphenectomy | I-P-H   | Cross saphen       | 1         |

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I dropped off a brochure to the director of OB/GYN who was too busy to see me last week, and I got an email the next day from his assistant saying he wanted to meet and talk about the product. After our meeting today, he said he was "very excited" and this product is "better than he expected".

I am finding these guys have mostly gotten away from cold therapy or are using the basic ice bag/gel pack to help with complications. Every doc that I have had a chance to speak with has been extremely interested in giving this a try... and then the results will speak for themselves.



**ALKANTIS**  
[ Ice Sterile ]  
*Prevent rather than treat!*

## Some Indications!

| Speciality                             | Indication        | Class | Remark          | ALKANTIS* |
|--|-------------------|-------|-----------------|-----------|
| Anaesthesia<br>Resuscitation<br>Biopsy | Access management | I-O-P | - Bypass        | 1         |
|  | Local anaesthesia | I-O-P | -               | 1         |
|  | Biopsy            | I-O-P | - Pain          | 1         |
| Oncology                               | Implant Chamber   | I-O   | Pocket Hematoma | 1         |

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J. actually is doing 6 cases today but here is his feedback on the first 4! Please remember the Exempla Hospital System is our toughest hospital system to sell in and as you can see they OVERWHELMINGLY, in all areas, support the Alkantis product!!!! Hope this helps each of you get the ball rolling with this product! Everyone loves this concept!! The volumes at this 1 facility are huge!!!

Case 1- Total knee

Used two directly on dermabond/incision perpendicular, then a gauze rap and finally ace rap

Case 2 Ant. Hip

Put over bandage this time and used Metapor tape over top of Alkantis  
Doc wants to use on his next case

Case 3 Ant hip.

Going very well, staff said I can't believe it's taken this long for sterile cold therapy!!!  
Met with ...materials mgr, she is the one who gave trial approval, likes product

4th Case

The top ortho doc supports Alkantis 100%!!!



Calendar Q1 2013

ALKANTIS will be present at:

- **AORN St Diego / USA from March 2 to 7, 2013**
- **AHS Orlando / USA from March 13 to 16, 2013**  
( *First international plenary lecture by Pr Champault*)
- **EOR Chicago / USA from March 19 to 21**
- **May 2013**  
**Hernia congress / Poland / Gentz**  
( *international plenary lecture by Pr Champault*)
- **October 2013**  
**ACS Washington / USA**

INTERNATIONAL :

**Patrick Caceres**

+33 (0) 620 747 302

[p.caceres@alkantis.fr](mailto:p.caceres@alkantis.fr)

**Jean Claude Riquier**

+33(0) 677 079 747

[Jean-claude.riquier@innovcare.net](mailto:Jean-claude.riquier@innovcare.net)