HARMONIC FOCUS® family of curved shears: clear cost savings in thyroidectomy

Compared to conventional methods, the HARMONIC FOCUS® family of curved shears is associated with a reduction in total reported costs in thyroidectomy compared with conventional methods.

Hospital costs associated with thyroidectomy performed with a HARMONIC® device compared to conventional techniques: a systematic review and meta-analysis

- Seven studies met the inclusion criteria. A total of 476 participants had procedures performed with HARMONIC® devices and 478 with conventional techniques.
- The HARMONIC family of devices can improve efficiency and reduce costs to the hospital when they are used to perform thyroidectomy.
- HARMONIC devices can reduce total operative costs by 10% ($229) in thyroidectomy when compared to conventional techniques.

HARMONIC FOCUS® family of curved shears also has been shown to provide a superior clinical advantage to conventional methods in thyroidectomy procedures by significantly reducing:

- Operative time: **29** minutes (p<0.001)
- Intraoperative blood loss: **45** ml (p<0.001)
- Length of stay: **0.7** days (p<0.001)
- Drainage volume: **29** ml (p<0.001)
The HARMONIC FOCUS® family dynamically optimizes energy delivery in response to changing tissue conditions.

- **Precise tapered tip design:** Enables you to precisely grasp, dissect, seal and cut
- **Minimal thermal damage:** Precise energy delivery for dissection near vital structures
- **Ergonomic design:** Feels, responds and dissects like a traditional fine dissection instrument
- **Full range of head and neck procedures:** Glossectomy, parotidectomy, thyroidectomy, radical neck

**HARMONIC FOCUS+** gives you a single device with reliable sealing, fine dissection and minimal lateral thermal spread—allowing you to do more and enabling a reduction in procedure time and cost.

**HARMONIC® Technology was shown to significantly reduce operative time in neck dissection by 29 mins when compared to conventional methods.**

To learn more, contact your sales representative or visit ethicon.com/harmonic.

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**Product code** | **Description** | **Quantity/sales unit**
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HAR9F | HARMONIC FOCUS® Shears + Adaptive Tissue Technology | 6
HAR17F | HARMONIC FOCUS® Long Shears + Adaptive Tissue Technology | 6

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2 Based on a meta-analysis of HARMONIC FOCUS® (HF) versus clamp, cut and tie, where HF reduced operative time (p<0.005), intra-operative blood loss (p=0.008), length of stay (p=0.005), drainage volume (p=0.001). Cheng et al, A systematic review and meta-analysis of Harmonic Focus in thyroidectomy compared to conventional techniques. Thyroid Research (2015) 8:15 (C1962)
3 As exhibited in an animate, porcine vessel model - 63/64 (HAR9F) vs. 31/32 (FCS9) seals passing blood pressure challenge, p=1. (C1624)
4 As exhibited in a preclinical model (n=16), mean lateral thermal spread of 1.68mm. (C1668)
5 The health technology method was applied in a case study of 440 patients undergoing thyroidectomy in Terni, Italy. The use of HARMONIC FOCUS® resulted in reducing overall procedure time from 143.33 minutes to 113.7 minutes (20.67%) and reducing overall hospital cost from €3,055 to €2,768 (9.39%). Lucchini R., et. al., Health technology assessment and thyroid surgery. Il Giornale di Chirurgia (July/August 2013) 34:198-201. (C1529)
6 Compared with conventional hemostasis, HARMONIC® reduced operative time by 29.3 minutes [mean diff: -29.29; 95% CI = (-44.26, -14.32); P=0.0001]. Ren ZH, et al. The Harmonic Scalpel versus Conventional Hemostasis for Neck Dissection: A Meta-Analysis of the Randomized Controlled Trials. Plast Reconstr Surg. 2015, 10(7) (C2006)