

# SetMaker™

CUSTOMER CONFIGURED SETS

If you can draw it...we can build it



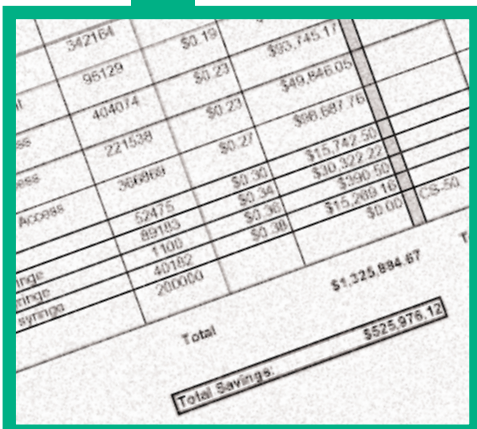
## Best Clinical Practice

- Products which incorporate the world leader in needlefree connectors; the CLAVE Connector and the innovative 1o2 Valve.
- Products which enhance patient and clinician safety with the most stringent infection control properties and needlestick prevention.
- Ultra high flow rates for all components in the system. ICU developed products which easily meet the IV delivery needs for emergency room, trauma, critical care and anesthesia.



## Save Time

- Save staff time by eliminating assembly of multiple IV components (stopcocks, extension sets, etc). Configure these components into a "patient-ready" IV set.
- Non-sterile samples in one week; Sterile samples in two!



342164	\$0.15	\$93,745.17
95129	\$0.23	\$49,546.05
404074	\$0.23	\$96,687.76
221538	\$0.27	\$15,742.50
264968	\$0.30	\$10,322.22
52475	\$0.34	\$90.50
89185	\$0.36	\$15,289.16
1100	\$0.38	\$0.00
40782		
200080		
Total		\$1,325,894.67
Total Savings:		\$525,976.12

## Save Money

- Eliminate excess componentry when multi-functional sets are designed to cover all needs. Consolidate different sets into one design for multi-site organizations.
- Reduce total product skews and save time in your supply chain including the ordering stocking and distribution of products.

# The SetMaker Legacy

Built on landmark needlefree technology such as the CLAVE Connector and CLC2000, ICU Medical is a leader in the design and manufacture of IV devices. In 1998 ICU created a new division to focus on manufacturing customer designed sets to better meet the clinical and financial needs. We challenged every traditional business belief under the sun starting with the concept that "custom must cost more". What we developed was a patented computerized manufacturing process that asked and answered many of the questions surrounding how to quote and build a unique IV set and trademarked it SetMaker.



We reduced scheduling and planning of a job from weeks to an overnight automated internet based process and proved that custom does not have to cost more. We also opened a manufacturing facility in Ensenada Mexico to ensure we would be able to manufacture products competitively which currently produces more than 1 million unique sets every month and delivers them to the customer in record lead times.



Lastly, we trained our sales force on how to do comprehensive procurement analysis of IV sets in all types of healthcare facilities; from 1,000 bed Hospitals to single suite Ambulatory Surgery Centers. The procurement analysis goal is to reduce total product skews, provide bottom line savings and increase clinician satisfaction with user designed products. Today ICU Medical is the global leader in Custom IV Sets.

## What does SetMaker Offer

- 500 unique components
- 30 unique tubing choices
- Quotes in 72 hours
- Non-sterile samples in one week
- Sterile samples in two weeks
- **No Minimum Orders**
- **No Long Term Contract**



**ICU Medical, Inc.**

951 Calle Amanecer, San Clemente, CA 92673, U.S.A.  
Tel: +1 949 366 2183 • Fax: +1 949 366 8368 [www.icumed.com](http://www.icumed.com)