

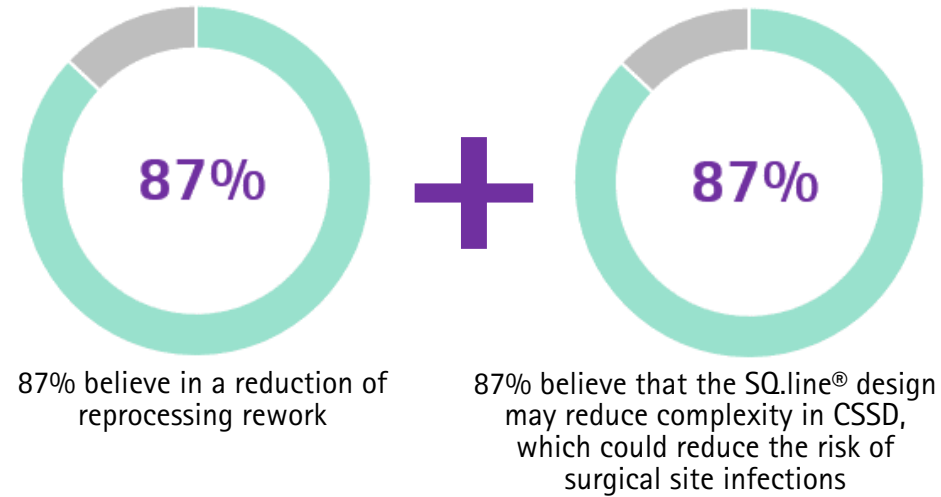


Customer interviews SQ.line® – Great Feedback!

Customer interviews during usability tests in CSSD




31 CSSD interviews were conducted!

The following questions were answered by yes



Improvement of cleaning compared to traditional Aesculap® design	97%	94%	90%	71%	100%
Improvement of cleaning compared to competitors	93%	85%	92%	85%	93%
Improvement of visual inspection	100%	97%	97%	80%	100%
Intuitive cleanable instruments	97%	100%	100%	100%	100%





Reduction of difficult-to-inspect areas by >50%

- Visual inspection can be done
 - EASIER
 - FASTER

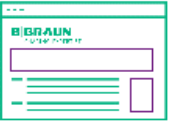
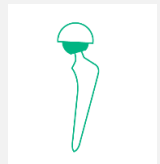
97% Confirmed


90% Confirmed



Customer interviews SQ.line® – Great Feedback!

Usability test – Cadaver workshop




A cadaver workshop was performed to test the function of the SQ.line® instruments. Orthopedic surgeons simulated different scenarios in hip surgery.

- 25 different types of instruments were used
- > 100 questions to users
- Feedback very positive

The following questions were answered as follows:



Ergonomic design					
Ergonomic design – compared to competitors					
Safe grip					
Pressure points (= no pressure points)					



Compared to competitor products, for:

- Bone rongeur
- Wire cutting forcep

surgeons can feel the difference:

With **SQ.line® less force** is needed during use!

Customer interviews SQ.line® – Great Feedback!

Customer interviews during development phase



136 interviewed customers



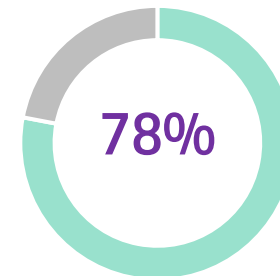
in **8 countries worldwide**

135 feedback to double joint forceps

101 feedback to mallets

77 feedback to chisels, curettes

In total **1.018** customer feedback to various questions



Rated ergonomics positive

AESCULAP® – a B. Braun brand

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