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# Industry trends

## DePuy Spine

Conducted about 30 lab in 2006

Before the DePuy Institute opened in 2009 DePuy Spine conducted 81 labs in the US alone

The DePuy Institute has conducted 501 cadaver based labs in 2010

DePuy Spine is holding events all across the country in 2011 they have already held 66 events

## DePuy Orthopedics

Conducted about 50 labs in 2006 In 2010 held 235 labs across the country

### **General Trend**

- Increase in Lab facilities
- Mobile labs
- Distributor owned labs
- Hotel based labs

**More local labs - Less travel – Less time away from practice or hospital**

# Site Inspections

## Site selection

- 1) Location – near airport – central location –
- 2) Size of Lab
- 3) Suggestions from the Sales force

## Site assessments classification

- a – Host (stand alone lab , O.R. or Surgery Centers)
- b – host with custody (stand alone lab , O.R. or Surgery Centers)
- c – Source provider – Stand Alone labs and / or procurement companies.

Contracts for sites being used are getting more complex, Health Care Compliance adds a layer of complexity.