



The market leader in the U.S.¹
Because you helped lead the way.

B. Braun Pain Management

B | BRAUN
SHARING EXPERTISE



PROVIDERS ARE OUR PURPOSE

B. Braun is a leader in smart infusion therapy and safe and effective pharmacy products, patient and provider safety, and sustainable health solutions.

We're committed to helping providers like you continuously improve patient satisfaction and outcomes. As the U.S. market leader in regional anesthesia,¹ we help healthcare professionals like you focus on what matters most—your patients. With the broadest portfolio of pain management products,¹ standardization programs and multimodal pain management strategies, B. Braun is uniquely positioned to help your facility succeed now and in the future.

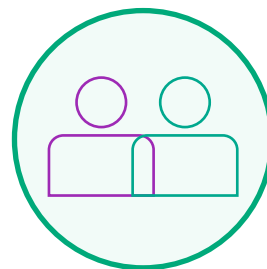
WHY B. BRAUN PAIN MANAGEMENT

Empowering providers to continuously improve patient satisfaction and outcomes.



PARTNER

The U.S. market leader in pain management¹



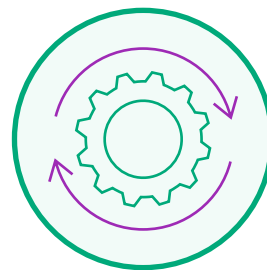
ACCOUNTABILITY

We're dedicated to helping you improve more outcomes



PROCESS IMPROVEMENT

We help raise the standard of care while lowering costs



EFFICIENCY

We help you maximize efficiencies at your facility



THE U.S. MARKET LEADER IN PAIN MANAGEMENT¹

With the broadest product portfolio available,¹ our pain management products help improve the provider experience at your facility—allowing you to minimize risk and variability for both patients and providers for a more consistent and comfortable experience for all.



Experience you can count on

B. Braun is your trusted partner in pain management, with dedicated teams ready to offer you expert support when you need it.

THE U.S. MARKET LEADER in Regional Anesthesia¹



Providing greater peace of mind for physicians

We provide quality pain management solutions to help reduce risk and variability, giving you the confidence to perform at your best.

- **Product standardization** reduces variability, allowing you to work more comfortably
- **Our NRFit™ Connectors are designed to help avoid the risk of misconnections**, helping to improve patient safety.



Broad portfolio designed with you in mind

We offer the broadest product portfolio,¹ with proprietary trays designed to meet your pain management needs.

FOCUS ON QUALITY

STANDARDIZE

with B. Braun as your pain management supplier

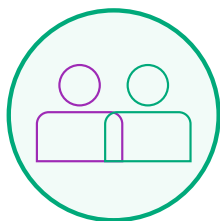
CONTROL COSTS

with GPO pricing

SAVE

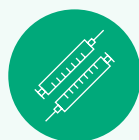
on set-up time²





HELPING YOU IMPROVE OUTCOMES

Our history of innovation has helped move more patients from General Anesthesia to Regional Anesthesia and peripheral nerve blocks (PNBs)—helping improve clinical and economic outcomes.



Improving outcomes with Regional Anesthesia

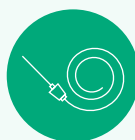
Moving from General Anesthesia to Regional Anesthesia can help improve more outcomes.

For Healthcare Facilities:

- Improves patient satisfaction scores³
- Decreases length of stay^{3,4}
- Reduces readmissions⁵
- Reduces operative time^{6,7}
- Faster discharge from facility⁸
- Reduces surgical site infections⁵

For Patients:

- Reduces opioid consumption³
- Reduces pain scores³
- Improves outcomes⁴



Improving outcomes with peripheral nerve blocks

Stimuplex® Ultra 360® can help improve ultrasound visualization and tip identification.

Preferred 91%

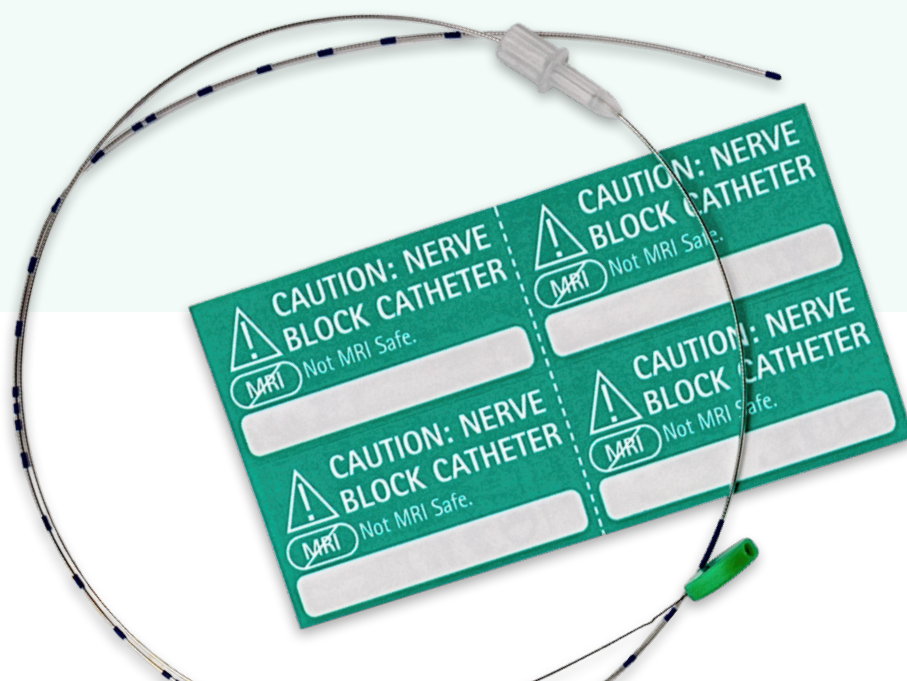
over competition⁹



A rich history of innovation

As the leader in pain management, we've long been at the forefront of innovation. Our PNB products have evolved over the years to meet the ever-changing needs of both physicians and patients by helping to:

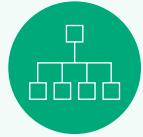
- Reduce the risk of nerve damage
- Ensure accurate needle positioning
- Reduce side effects





RAISING THE STANDARD OF CARE WHILE LOWERING COSTS

B. Braun helps you embed continuous process improvement across your health system. With the broadest U.S. manufactured portfolio¹ and access to group purchasing organization contracts, we provide programs to help you meet standardization and process improvement goals—all while ensuring lower costs by standardizing to one vendor to help reduce waste.



Optimize tray configurations

The Design Options®
Tray Program helps to:

REDUCE WASTE

**KEEP COSTS
UNDER CONTROL**

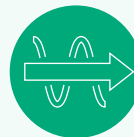
by standardizing inventory

**STREAMLINE
INVENTORY**

associated with stocking
multiple products

REFOCUS

your spend elsewhere



Standardize products, patient care and practice

The B. Braun OneSM Standardization
Program helps your facility:

MEET GOALS

for standardization

**REDUCE
VARIABILITY**

within practice and patient care

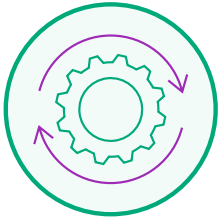
**INCREASE STAFF
EFFICIENCY**

through standardized teaching
and curriculum development

IMPROVE

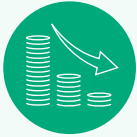
your overall bottom line





HELPING YOU MAXIMIZE EFFICIENCIES AT YOUR FACILITY

B. Braun works to help improve organizational efficiencies across your entire health system—maintaining a secure and reliable supply chain that's backed by U.S. manufacturing. All to help ensure doctors, nurses and staff have what they need to take care of their patients efficiently and effectively.



Lower costs

Our broad product portfolio helps you standardize B. Braun as your vendor. This standardization increases your contract compliance and helps you to gain best-tier pricing in order to meet cost reduction goals to invest in other initiatives.



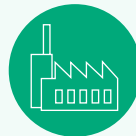
Reduced risk of backorders

We've invested heavily in initiatives to help ensure a stable drug supply and reduce the risk of tray backorders associated with market drug shortages.



Reliable supply chain

We maintain a secure and reliable supply chain, backed by U.S. manufacturing.



Investments in manufacturing

Over the past several years, we have made investments in manufacturing efficiencies, expanded manufacturing space by 300,000 sq. ft., increased production batch sizes and realigned production schedules. We also utilize larger sterilization chambers, have additional manufacturing lines and have increased "safety stock" inventory levels so we can ensure better reliability for our customers.





Ready to partner with us?

Contact your B. Braun representative
or visit www.bbraunusa.com/pain
for more information.

¹ 2020 Q4 All Regional Anesthesia Products: Total Market HC & OPM Dollars (GHX, IQVIA [MDSA] & B. Braun Data On File). ² Crosby L, Lortie E, Rotenberg B, Sowerby L. Surgical instrument optimization to reduce instrument processing and operating room setup time. *Otolaryngol Head Neck Surg.* 2020;162(2):215-219. doi: 10.1177/0194599819885635. PMID: 31638858. ³ Kumar K, Kirksey MA, Duong S, Wu CL. A review of opioid-sparing modalities in perioperative pain management: methods to decrease opioid use postoperatively. *Anesth Analg.* 2017 Nov;125(5):1749-1760. doi: 10.1213/ANE.0000000000002497. PMID: 29049119. ⁴ Helwani MA, Avidan MS, Ben Abdallah A, et al. Effects of regional versus general anesthesia on outcomes after total hip arthroplasty: a retrospective propensity-matched cohort study. *J Bone Joint Surg Am.* 2015 Feb 4;97(3):186-193. doi: 10.2106/JBJS.N.00612. PMID: 25653318. ⁵ Wilson JM, Farley KX, Erens GA, Guild GN 3rd. General vs spinal anesthesia for revision total knee arthroplasty: do complication rates differ? *J Arthroplasty.* 2019 Jul;34(7):1417-1422. doi: 10.1016/j.arth.2019.03.048. Epub 2019 Mar 28. PMID: 31005435. ⁶ Blaivas M, Adhikari S, Lander L. A prospective comparison of procedural sedation and ultrasound-guided interscalene nerve block for shoulder reduction in the emergency department. *Acad Emerg Med.* 2011 Sep;18(9):922-927. doi: 10.1111/j.1553-2712.2011.01140.x. Epub 2011 Aug 30. PMID: 21883635. ⁷ Pugely AJ, Martin CT, Gao Y, Mendoza-Lattes S, Callaghan JJ. Differences in short-term complications between spinal and general anesthesia for primary total knee arthroplasty. *J Bone Joint Surg Am.* 2013 Feb 6;95(3):193-199. doi: 10.2106/JBJS.K.01682. PMID: 23269359. ⁸ Beletsky A, Burton BN, Swisher MW, Finneran Iv JJ, Gabriel RA. Utilization of regional anesthesia for open reduction and internal fixation of clavicular fractures is associated with increased same-day discharge and not readmissions. *Reg Anesth Pain Med.* 2020 Sep;45(9):716-719. doi: 10.1136/rapm-2020-101567. Epub 2020 Jul 22. PMID: 32699102. ⁹ Cooper D, van Geffen GJ, Bruaset I, et al. Regional block needles: a matter of feel and brightness. Poster presented at 35th Annual European Society of Regional Anaesthesia Congress September 7-10, 2016; Maastricht, Limburg, Netherlands.