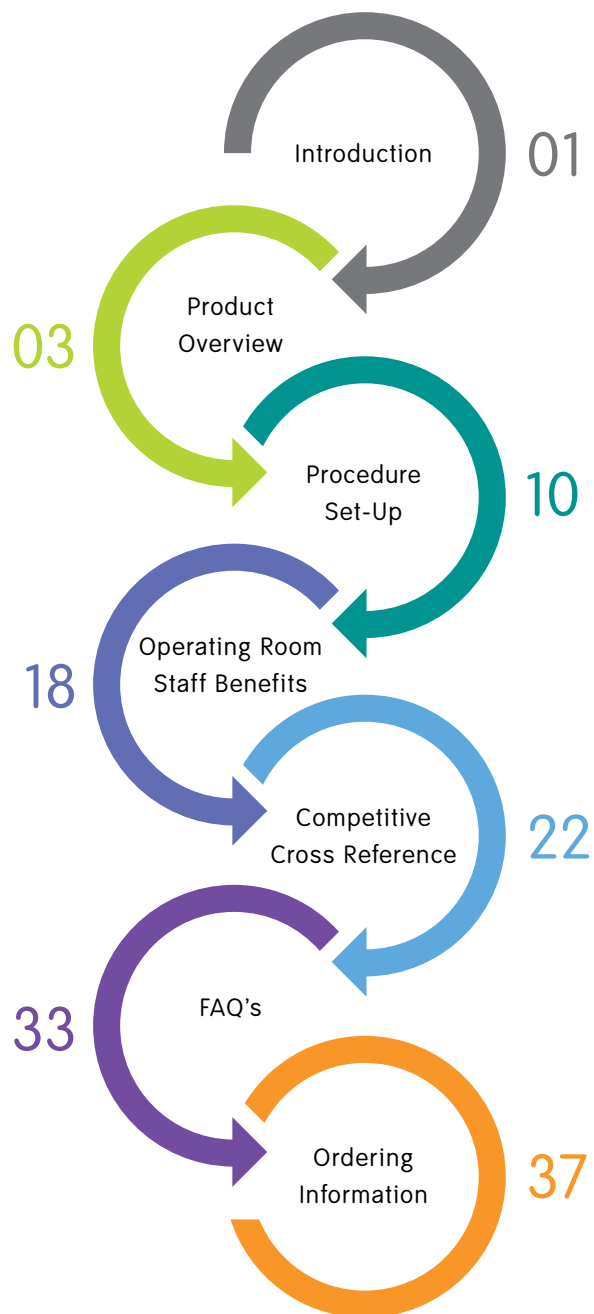


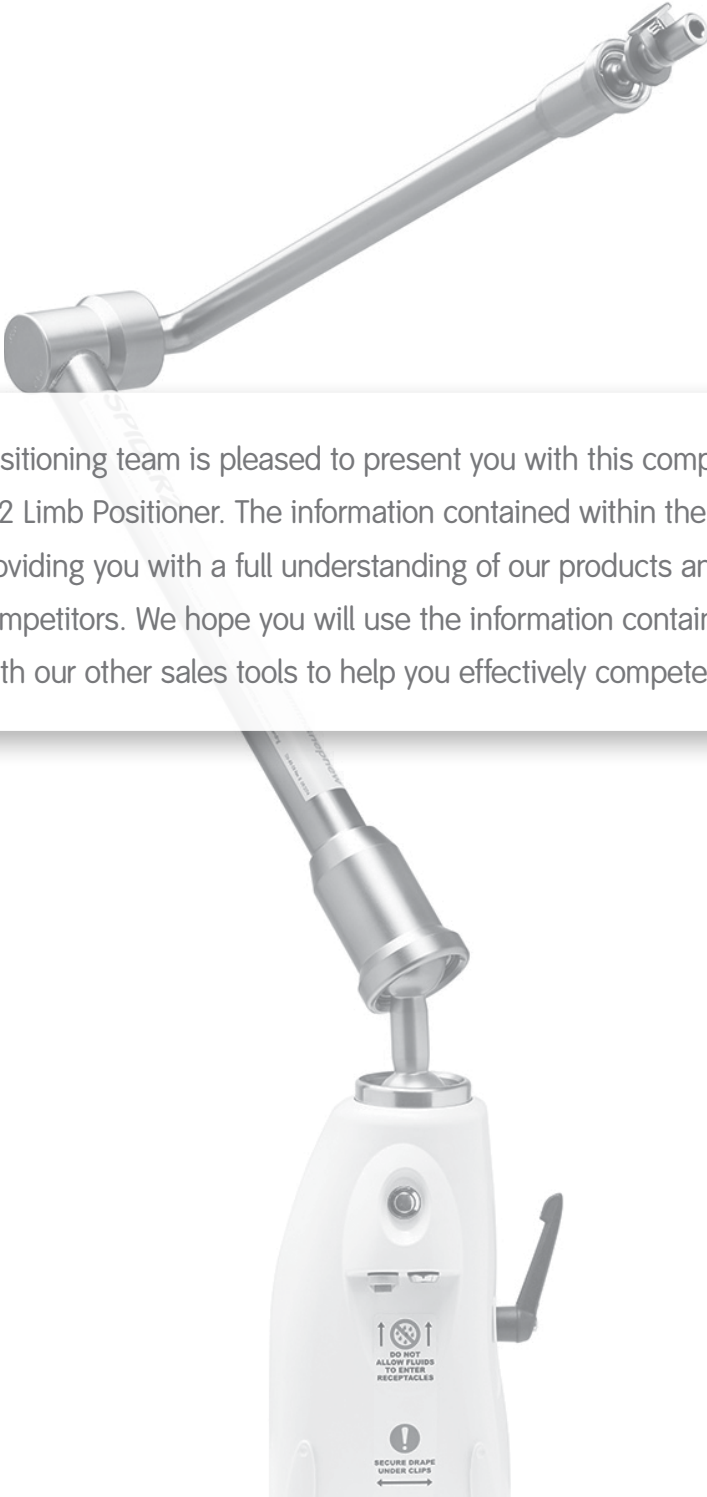
SPIDER2 Limb Positioner



Competitive Guide



Introduction

A medical device, the SPIDER2 Limb Positioner, is shown in a light gray, semi-transparent style. It features a long, articulated arm with multiple joints, ending in a cylindrical connector. The arm is positioned diagonally across the page. The base of the device is a white, ergonomic control unit with a circular dial and a lever. Safety instructions are printed on the base.

The patient positioning team is pleased to present you with this competitive guide for the SPIDER2 Limb Positioner. The information contained within the guide is focused on providing you with a full understanding of our products and how to sell against key competitors. We hope you will use the information contained here, in conjunction with our other sales tools to help you effectively compete.

↑ ↓
DO NOT
ALLOW FLUIDS
TO ENTER
RECEPTACLES

!
SECURE DRAPE
UNDER CLIPS
← →

SPIDER2 Limb Positioner

When you think of patient positioning product offerings at Smith & Nephew, remember our patient positioning portfolio extends far beyond shoulder and hip arthroscopy solutions. We have the patient positioning tools and accessories to address all major joint spaces adding the value and versatility your customer is looking for through one point of contact.

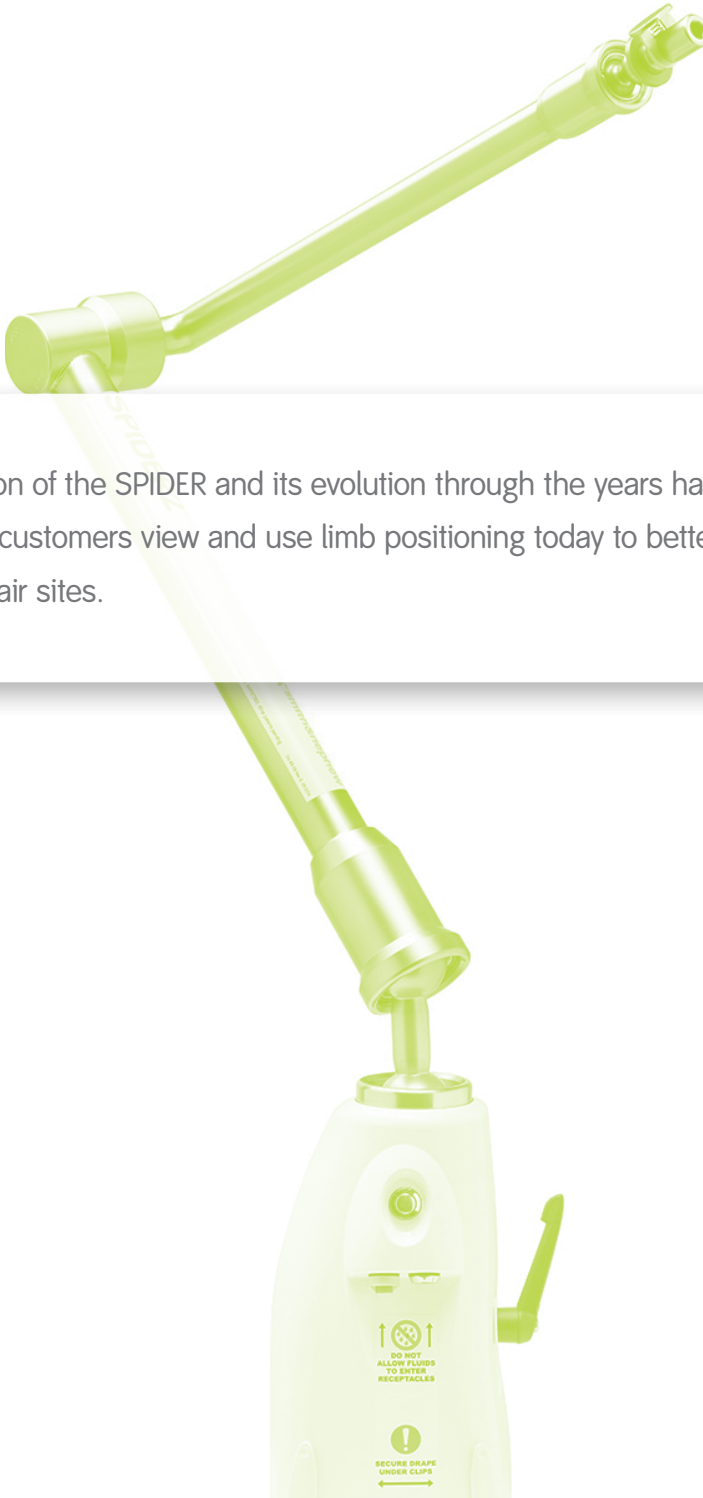


The Smith & Nephew patient positioning team is dedicated to providing easy and innovative positioning solutions for customers worldwide. With a strong product offering for shoulder, hip, knee and extremity solutions, we have the necessary products your customers are looking for to simply and effectively position patients.

What can patient positioning do for you?

Patient positioning provides you with access into the operating room for all major joint space procedures. Your presence in supporting patient positioning during operative procedures, particularly in accounts where you have no Smith & Nephew business, affords you the opportunity to enter the operating room and leverage this time to pull through additional implant, disposable and capital equipment business.

Product Overview



The introduction of the SPIDER and its evolution through the years has dynamically changed how customers view and use limb positioning today to better gain access to surgical repair sites.

SPIDER2 Limb Positioner

Launched in 2001, the original SPIDER Limb Positioner was developed by a dedicated R&D team and input from leading shoulder surgeons. Originally intended for use within beach chair shoulder procedures, it was the first of its kind for a powered assisted system designed to position, lock and hold an arm during shoulder surgery from within the sterile field. The SPIDER Limb Positioner's innovative design, ability to advance surgical techniques and originality resulted in receiving a Manning Innovation Award.

Following the launch of the SPIDER in 2001, multiple accessories were designed and released providing surgeons and facilities with exceptional versatility. Dedicated accessories, connectors, traction devices and stabilization kits were introduced to expand the SPIDER Limb Positioner's use beyond beach chair shoulder procedures and into lateral shoulder, wrist, elbow, ankle and knee procedures.

In 2011 the SPIDER2, a second generation limb positioner, was introduced into the market. Improvements to the SPIDER2 were designed from years of customer feedback and clinical use taking limb positioning to the next level.



2001

Beach Chair Shoulder:

SPIDER Limb Positioner & Shoulder Bar Accessory



2003

Lateral Shoulder Positioning:

Lateral Shoulder Bar & Traction Accessory



2004

Supine Elbow Positioning:

Elbow Bar and 90 Degree Connector



2005

Lateral & Prone Elbow Positioning:

Western Elbow Positioner



2006

Wrist Positioning:

Wrist Arthroscopy Accessory

SPIDER2 Limb Positioner

The SPIDER2 Limb Positioner allows surgeons the versatility to easily position and re-position all major extremities with the touch of a button from within the sterile field. Offering a full range of specially designed accessories to position limbs during shoulder, elbow, wrist, knee and ankle procedures, the SPIDER2 provides surgical staff with multiple procedure applications and unimpeded access to repair sites.

ACCESS

- Optimize access to the repair site with full control of the SPIDER and limb positioning from within the sterile field.
- The SPIDER2 Limb Positioner attaches to the T-MAX, SPIDER Attachment Rail or O.R. table for unimpeded access to the repair site no matter what joint space you are operating on.
- Providing 2 modes for activation, the Foot Petal or Switch Drape Distal Activation Button, a surgeon has more activation choices for positioning the limb in the sterile field.

VERSATILITY

- Indications for use includes position limbs for surgical procedures.
- Specially designed accessories, connectors and stabilization kits allow the SPIDER2 to be utilized in virtually every major joint space with ease and consistency.
- Universal Clamp fits all O.R. table rails reducing the added hassle of having to specially order or adapt the SPIDER2 for unique O.R. table rail dimensions.

STABILITY

- Battery operated; the SPIDER2 offers a self-contained power source and no longer requires hoses or air supply eliminating the inconsistencies in air pressure commonly encountered with the SPIDER.
- The unique design of the SPIDER2 supports up to 50 lbs. of weight at full extension and offers secure and consistent limb positioning when the joints are locked.



2010
Lateral Shoulder Positioning:
Lateral JACK



2010
Ankle Positioning:
Ankle Arthroscopy Accessory



2011
SPIDER2 Limb Positioner



2012
Knee Positioning:
Leg Accessory and 3D Connector



2015
Knee Positioning:
Distal Thigh Holder & Meniscal Post

SPIDER2 Limb Positioner

Rigidity

System maintains a steady position from start to finish.

Set Up Button

Depress to reposition the SPIDER2 arm before the Switch Drape or Foot Petal is connected.

Drape tabs

Secure drape in place over SPIDER2 and protect the joints from fluid exposure.

Battery Powered

Surgery is no longer dependent on supplied air pressure; this chargeable battery provides power suited for use in domestic or international facilities.

No hoses or additional cords to attach to the SPIDER2.

A fully charged battery can accommodate up to 300 activations.

Switch Drape

Specially designed Switch Drape contains an integrated activation switch located on the distal end of the sterile drape for easy access. The distal activation switch eliminates the need for a foot pedal.

Universal Clamp

Attaches to any O.R. table rail, T-MAX Beach Chair SPIDER Rail and SPIDER Attachment Rail eliminating the need for multiple adaptors. Simply turn the Clamp Actuating Knob to secure the SPIDER2 to the rail.

360 Degree Rotation

The Clamp Indexing Handle allows the SPIDER2 to rotate a full 360 degrees on the O.R. table rail for simple and optimal orientation.

Allows for vertical, horizontal and 45 degree angle orientation on the O.R. table.

Optional Foot Pedal Activation



For SPIDER activation and repositioning, the distal activation switch can be detached from the sterile drape and easily relocated directly to the patient or sterile accessory.

SPIDER2 Limb Positioner Procedure Offerings

Indicated for use to position limbs during surgical procedures

- Not limited to shoulder procedures.
- Indications and accessories allow use of the system for beach chair shoulder, lateral shoulder, elbow, wrist, knee and ankle procedures.
- Accommodates multiple joint and procedure types providing more utilization and value for the surgeon/facility as compared to joint specific limb positioners.

Beach Chair & Lateral Decubitus Shoulder



Deliver exceptional control of abduction, rotation and forward flexion in both beach chair and lateral decubitus positions as well as forward and downward traction.

- **Beach Chair (paired with the T-MAX Beach Chair Positioner):**
 - Excellent head positioning for anesthetist
 - Improved access to surgical site
 - Amendable to both arthroscopy and arthroplasty
- **Lateral Decubitus:**
 - Control of internal/external rotation
 - Measured traction without weights
 - Secondary humeral distraction with the Lateral JACK, to gain improved access to the glenohumeral joint space for instability repairs



SPIDER2 Limb Positioner Procedure Offerings (continued)

Elbow



- **Supine:** Facilitates easy supine positioning of elbow in extension or flexion ideal for arthroscopy and open procedures
 - Full control of supination or pronation position with 90° Connector
 - Allows unimpeded access to the elbow joint
- **Lateral and Prone:** The Western Elbow Positioner fits into a Clark Clamp and provides positioning options for lateral and prone elbow procedures.
 - Low profile device provides exposure to the operative elbow.
 - The slim design of the pad allows for easy draping.
 - Support Bar can be positioned close to the patient's chest which provides more room around the elbow to work.



Wrist



- Offers unimpeded access for surgical wrist procedures
- Delivers measured traction without weights
- Provides exceptional control of both supination and pronation positioning
- Facilitates ideal positioning for pinning and fracture work
- Offers three sizes of finger traps
- Allows for ulnar and radial deviation and full rotation of patient's arm
- Includes removable hand plate and c-arm access

Knee



Versatile and controlled, the SPIDER2 Limb Positioner allows for a full range of motion in arthroscopic and total knee procedures.

- **Leg Accessory:** Provides a full range of motion with easy manipulation to attain neutral, hyperflexed, or extended positions for knee procedures
 - Easy disconnection and reconnection of boot during surgery
 - Ability to make subtle changes to internal/external rotation
 - Stable positioning for meniscal repairs, including modified figure four positioning.
- **The Distal Thigh Holder:** Attaches to the patient's operative thigh allowing the lower leg to hang freely from the knee.
 - Offers control of the thigh while allowing for easy manipulation of the lower leg.
 - Stable positioning for multiple knee procedures that do not require traction
 - Easily disconnects and reconnects from the SPIDER Positioner intra-operatively for dynamic assessment
- **Meniscal Post:** Provides a pivot point for levering the operative leg increasing access to the medial joint space during arthroscopic knee procedures.
 - Attaches to the OR table rail for simple set up
 - Uniquely designed to be raised, locked and lowered within the sterile field for versatile positioning
 - Allows for both varus and valgus force to be applied
 - Can be used independently from the SPIDER2 Limb Positioner



SPIDER2 Limb Positioner Procedure Offerings (continued)

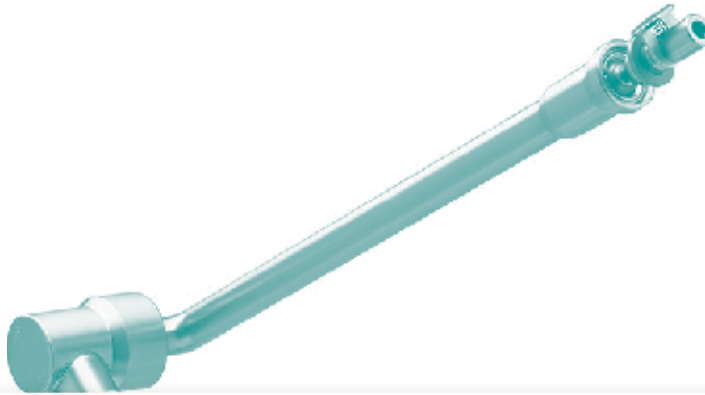
Ankle



Designed for 360° access to the foot and ankle with easy intraoperative positioning changes from within sterile field.

- Positioning for any angle of knee flexion, including horizontal.
- Quick and simple setup
- Measurable traction without weights using the Traction Accessory
- Unobstructed support from underneath operative foot
- Requires counter traction support: FERKEL™ Thigh Holder

Procedure Set-Up

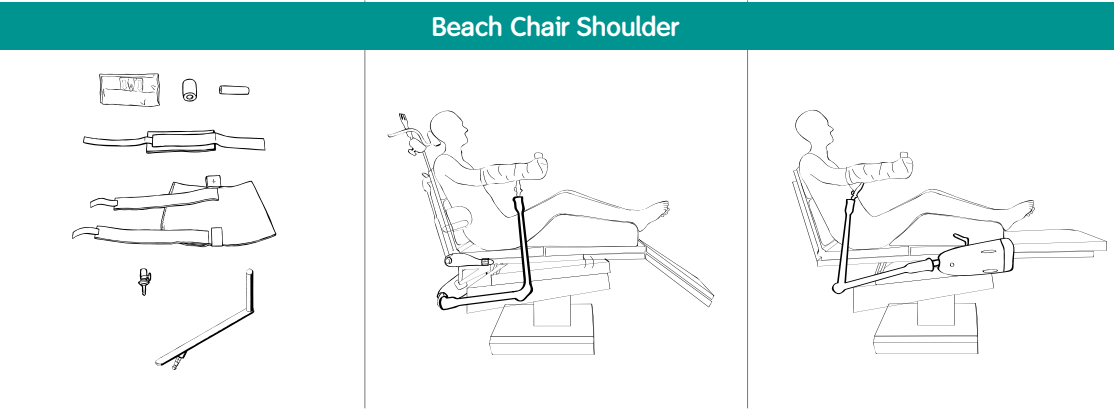


When supporting a demonstration, trial or procedure using the SPIDER2 Limb Positioner it is important to be prepared. Having the necessary accessories and stabilization kits are your first key to success. Knowing how to properly set-up the SPIDER2 with ease can make the difference when winning over an account by selling the full benefits of ease of use and versatility to the operative team.



Beach Chair Shoulder

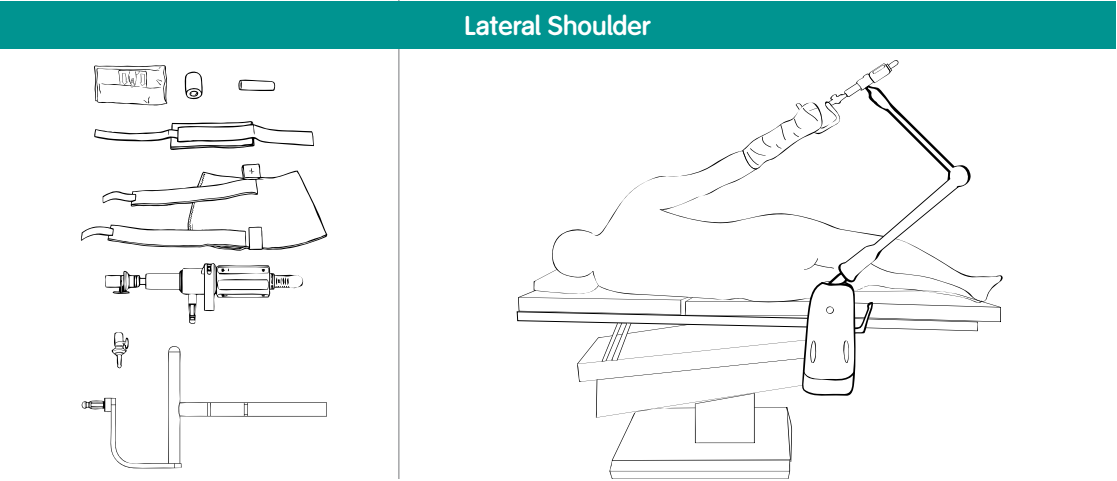
Within this section we will provide you with an overview of how to set-up the SPIDER2 for each procedure and what products will be required to position patients for shoulder, elbow, wrist, knee and ankle procedures using the SPIDER2 Limb Positioner.



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Acccssories	Optional Accessories
Beach Chair Shoulder	Operative Side or Attachment Rail/T-MAX frame	If operative side at knee level	Horizontal on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape Shoulder Connection Bar Shoulder Stabilization Kit ^P	T-MAX Beach Chair T-MAX Face Mask SPIDER2 Attachment Rail

S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Beach Chair Shoulder		
7210571	Shoulder Connection Bar (2/box)	1
7210573	Shoulder Stabilization Kit (12/box)	1

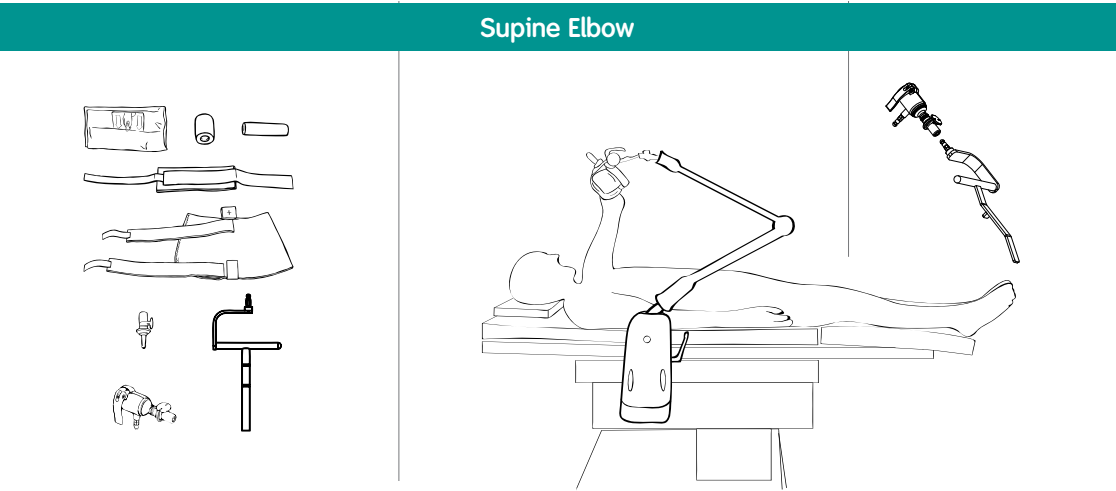
Lateral Shoulder



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Accssories	Optional Accessories
Lateral Shoulder	Operative Side	Thigh level	Vertical on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape Lateral Shoulder Connection Bar Traction Accessory Shoulder Stabilization Kit ^D	Lateral JACK (non - operative side, secure to table rail) Lateral JACK Sterile Cover

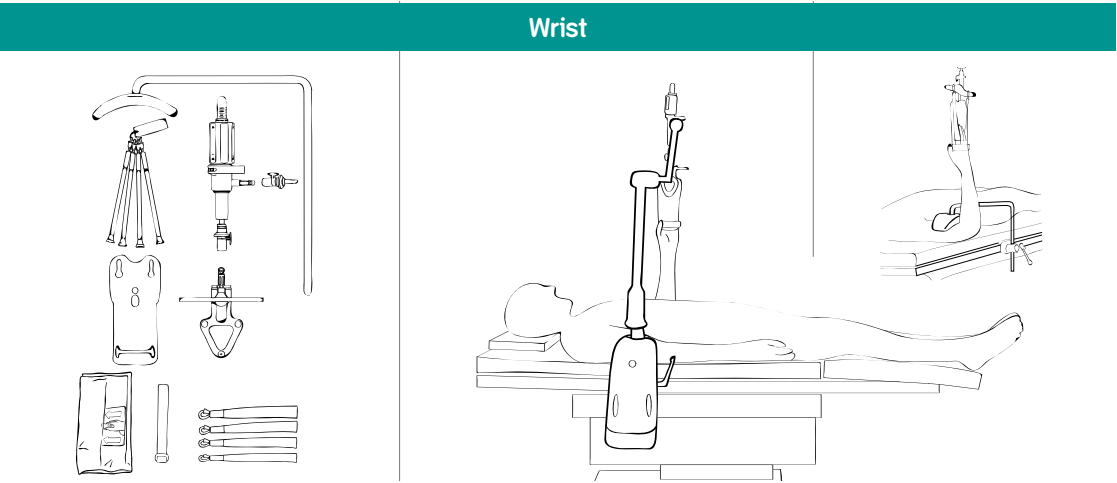
S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Lateral Shoulder		
7210576	Lateral Shoulder Connection Bar (2/box)	1
7210577	Traction Accessory	1
7210573	Shoulder Stabilization Kit (12/box)	1

Supine Elbow



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Acccssories	Optional Accessories
Supine Elbow	Non-operative Side	Hip level	Vertical on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape Elbow Connection Bar 90 Degree Connector Elbow Stabilization Kit [®]	Western Elbow Positioner (if facility does a lot of elbow procedures but does not want to purchase SPIDER2)

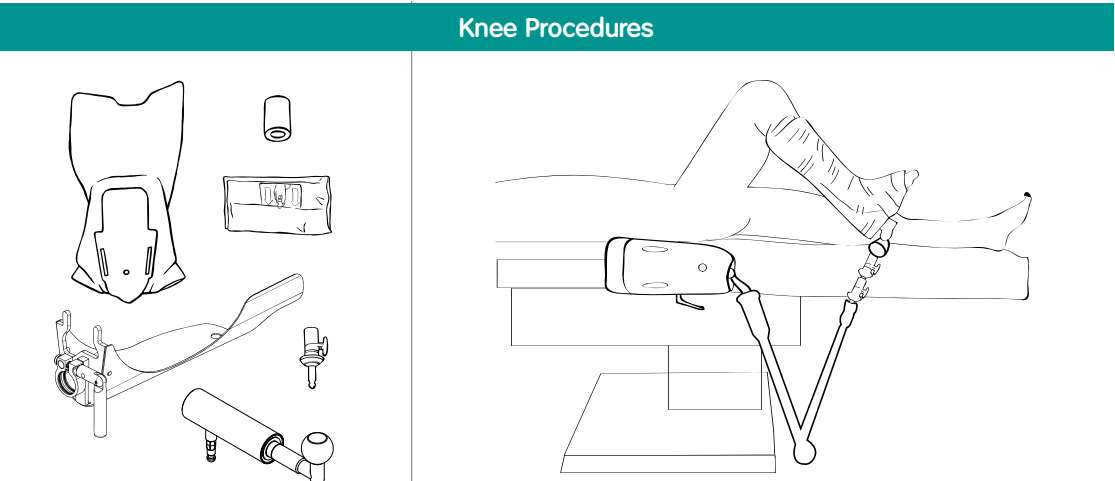
S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Supine Elbow		
7210572	Elbow Connection Bar (2/box)	1
7210749	90 Degree Connector	1
7210574	Elbow Stabilization Kit (12/box)	1



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Accssories	Optional Accessories
Wrist	Non-Operative Side (Counter Traction attached on Operative Side via Clark Socket)	Chest level	Vertical on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape Wrist Arthroscopy Accessory Wrist Counter Traction Post Traction Accessory Wrist Stabilization Kit (S, M, L) ^P	Wrist Tower (if facility does a lot of wrist procedures but does not want to purchase SPIDER2)

S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Wrist Arthroscopy		
72200660	Wrist Arthroscopy Accessory	1
7210577	Traction Accessory	1
72200664	Wrist Counter Traction Post	1
72201550	Wrist Stabilization Kits (5/box) - small	1
72201551	Wrist Stabilization Kits (5/box) - medium	1
72201552	Wrist Stabilization Kits (5/box) - large	1

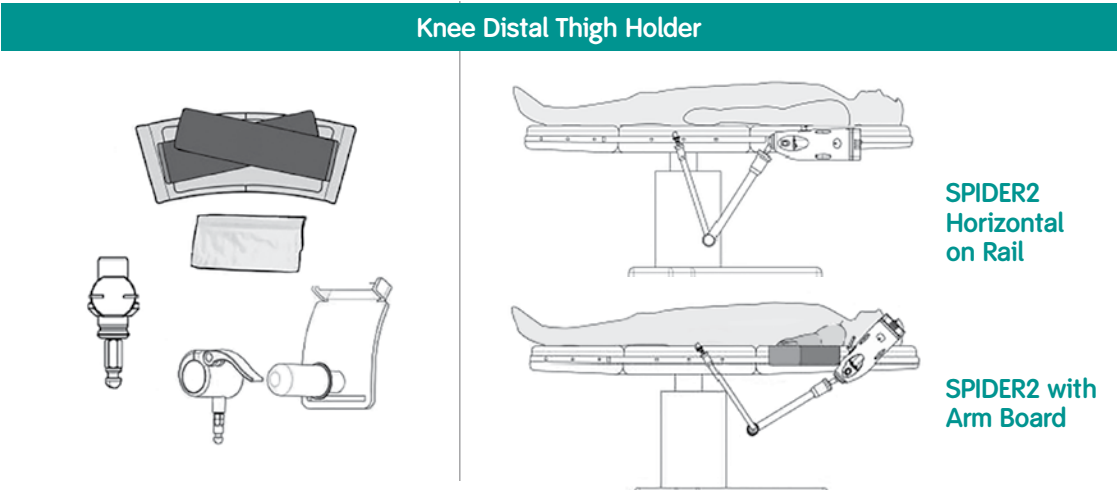
Knee Leg Accessory



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Accssories
Knee Leg Accessory	Operative Side	Hip level	Horizontal on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape 3D Connector Leg Accessory (L or R) Leg Stabilization Kit ^P

S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Knee Arthroscopy (Leg Accessory)		
72203236	Leg Accessory (Right)	1
72203235	Leg Accessory (Left)	1
72203239	3D Connector	1
72203238	Leg Stabilization Kit (10/box)	1

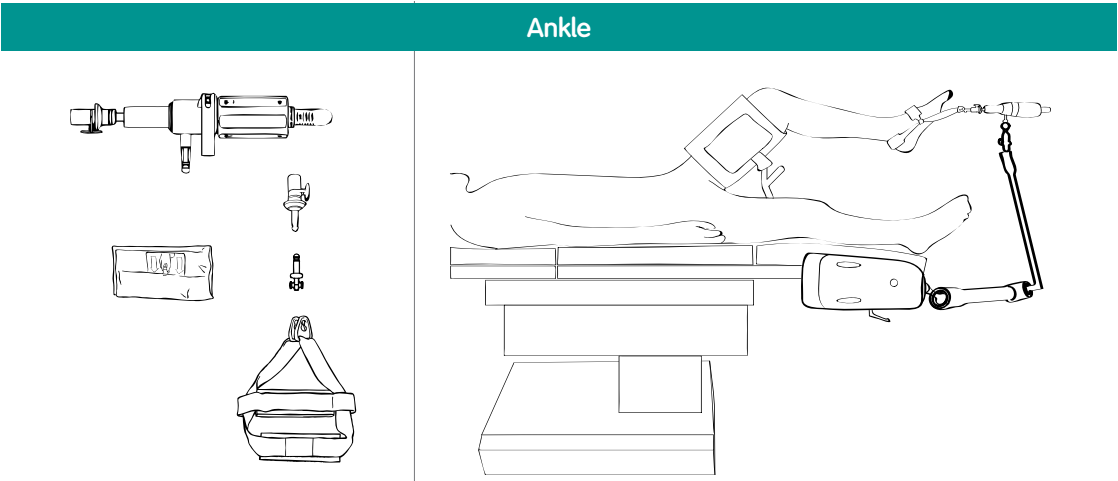
Knee Distal Thigh Holder



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Acccsoories
Knee Distal Thigh Holder	Operative Side	Shoulder level	Horizontal on Rail with the elbow joint of the SPIDER2 under the patient's hip When used with arm board: 45° Angle on Rail with the elbow joint of the SPIDER2 under the patient's hip	SPIDER2 SPIDER Cart Piggy Back Switch Drape Distal Thigh Holder Plate Distal Thigh Holder Rotational Collar Thigh Stabilization Kit [®]

S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Knee Arthroscopy (Leg Accessory)		
72204133	Distal Thigh Holder, 1 each, non-sterile	1
72204134	Thigh Stabilization Kit, sterile, single use, 10/box	1

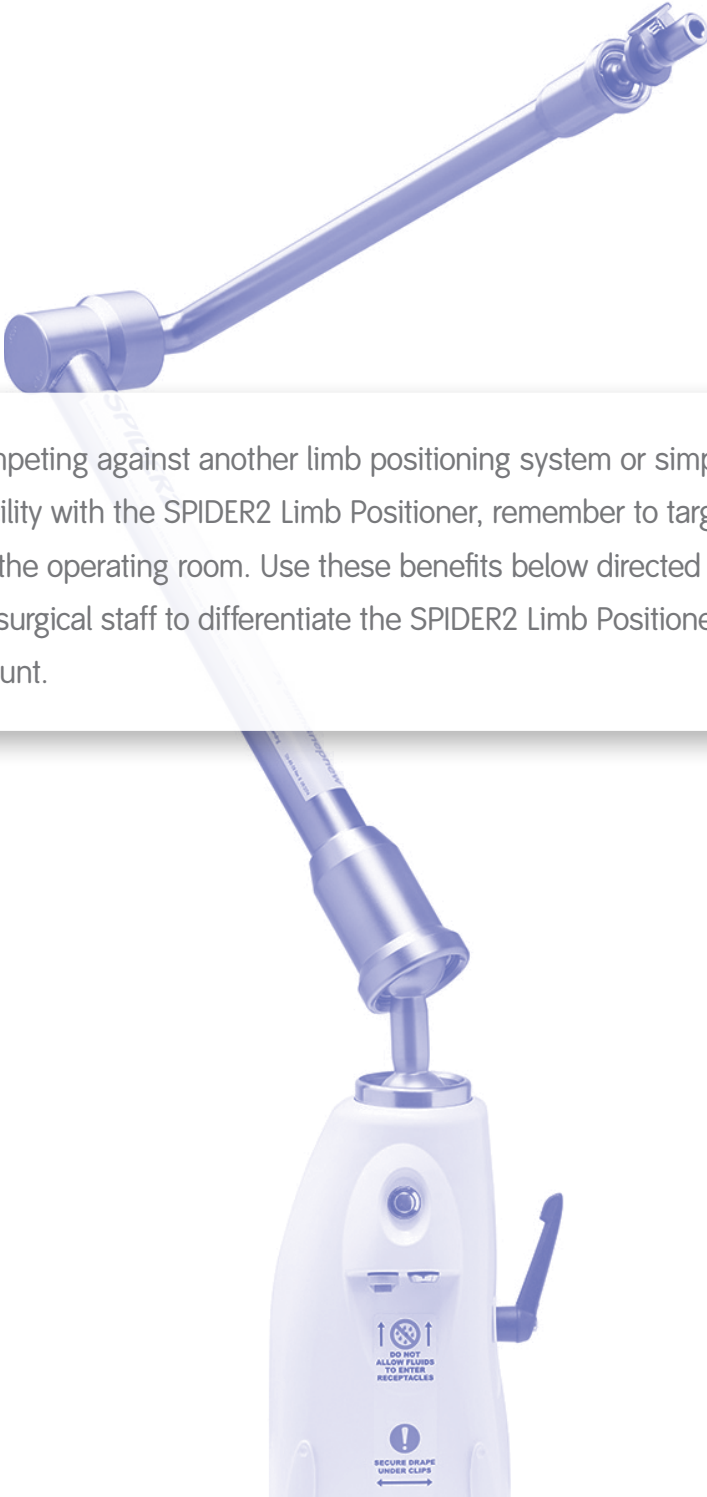
Ankle



Procedure	Spider Table Attachment Site	Spider Location to Patient	Spider Orientation	Required Acccssories	Optional Accessories
Ankle	Non-Operative Side	Calf level	Horizontal on Rail	SPIDER2 SPIDER Cart Piggy Back Switch Drape Ankle Arthroscopy Accessory Traction Accessory Ankle Stabilization Kit ^D	FERKEL™ Thigh Holder

S&N Part #	Product Name	Quantity
All Procedures Require		
72203299	SPIDER2 Limb Positioner	1
7210570	Piggy Back (2/box)	1
72203300	Switch Drape (20/box)	1
72200918	SPIDER Cart	1
Ankle Arthroscopy		
72202932	Ankle Arthroscopy Accessory (2/box)	1
7210577	Traction Accessory	1
72202931	Ankle Stabilization Kit (6/box)	1
72201812	FERKEL™ Thigh Holder	1

Operating Room Staff Benefits

A blue, articulated limb positioning device, the SPIDER2 Limb Positioner, is shown in a semi-transparent style. It features a base with control buttons and a long, flexible arm with multiple joints, ending in a cylindrical connector. The device is positioned diagonally across the page.

If you are competing against another limb positioning system or simply beginning a trial at a facility with the SPIDER2 Limb Positioner, remember to target each key player within the operating room. Use these benefits below directed towards the surgeon and surgical staff to differentiate the SPIDER2 Limb Positioner and win over the account.

With a vast array of accessories and procedure versatility, the SPIDER2 Limb Positioner is designed to position patients to meet surgeon's needs in shoulder, elbow, wrist, knee and ankle procedures.

The SPIDER2 is designed to position any limb with ease from within the sterile field while optimizing access and stability for virtually every major joint space technique requirement. Using the SPIDER2, the surgeon is in full control of positioning the limb in nearly limitless ways to get the best access possible to the repair site.

Commonly referred to by customers as the "resident" or "second set of hands", the SPIDER2 Limb Positioner provides surgeons with full control of limb positioning for adduction, abduction, internal and external rotation, forward flexion, extension, supination, pronation and traction all from within the sterile field. No longer are the days when a surgeon requires additional personnel to hold and reposition a patient's limb throughout a surgical procedure, which can add cost, time and inconsistencies in limb stability. With the SPIDER2 the surgeon can simply reposition and lock the SPIDER2 securely and easily with the press of a button on the Switch Drape or Foot Petal.

The SPIDER2 Limb Positioner affords the surgeon the ability to position and reposition upper and lower limbs with stability and rigidity. The unique design of the SPIDER2 can support up to 50 lbs. of weight while the limb is in full extension. This diversifies the SPIDER2 from other limb positioners where larger limbs, in instances of lower extremities procedures, may not be supported with competitive devices.

Access is a common concern for surgeons performing open and arthroscopic orthopedic surgery. Utilizing the SPIDER2 Limb Positioner and its accessories reduces the challenges commonly associated with access. The SPIDER2 Clamp is specifically designed to attach to any O.R. table rail, T-MAX Beach Chair rail and the SPIDER Attachment Rail. In addition the Clamp Indexing Handle allows the SPIDER2 to rotate a full 360 degrees on the O.R. table rail for optimal placement and orientation to the table and patient. Both the universal Clamp and Clamp Indexing Handle provide an easy to use solution for providing direct access to the surgical site without obstruction from the limb positioner and added versatility when positioning the system for all procedures.

A unique benefit offered with the SPIDER2 Limb Positioner and T-MAX Beach Chair Positioner is the built-in T-MAX SPIDER Rail and the standalone SPIDER Attachment Rail. These 2 rails provide the opportunity for the SPIDER2 to be placed at the base of the T-MAX or centralized on the back of an O.R. table offering an ideal location to put the SPIDER for Beach Chair cases so that it is completely out of the surgeon's way.

For procedures requiring traction, the SPIDER2 can be simply activated, repositioned and locked within the sterile field by the surgeon to apply their desired amount of gross traction. If fine traction is needed, the Traction Accessory can be attached to the SPIDER2 within the sterile field for surgeons to operate and simply dial to the amount of fine traction needed. What does this mean for your surgeons? It means no weights that require time to for additional non-sterile personnel to add and remove from the system until just the right amount of traction is applied.

Anesthesiologist

For beach chair procedures a unique benefit only offered with the SPIDER2 Limb Positioner and T-MAX Beach Chair Positioner is the built-in T-MAX SPIDER Rail. The rail provides the opportunity for the SPIDER2 to be placed at the base of the T-MAX offering an ideal location to put the SPIDER for Beach Chair cases so that it is completely out of the surgeon's way. While the anesthesiologist is not directly impacted by the SPIDER2, the ability to use the T-MAX Beach Chair with the SPIDER2 opens up a unique set of benefits explained below.

Exclusive to the T-MAX Beach Chair Positioner, our unique double ball and socket joint head rest allows the anesthesiologist to maintain the patient in a neutral head position throughout the procedure. With nearly limitless tilt and rotation possibilities, the anesthesiologist can choose their desired head position to optimize open airways.

Adjustable head rest height and forward extension features provide the anesthesiologist with additional options to accommodate patients of varying height. Whether the patient is tall, short or kyphotic, the anesthesiologist can customize the position of the head rest to best suit the patient during the operative procedure.

If intubation is a concern, we also offer as an accessory an intubation pad that easily attaches to the T-MAX prior to placing the patient on the operative table. The T-MAX intubation pad is wider and flat when compared to the operative head rest and is designed to mimic the flat surface of an O.R. table. When the procedure starts the T-MAX face mask allows room for anesthesia to access airways and an intubation tree can be used to hold intubation tubing.



In an effort to make set-up easy for the surgical staff, the SPIDER2 Clamp is specifically designed to attach to any O.R. table rail, the T-MAX Beach Chair rail and the SPIDER Attachment Rail. This feature reduces the need for staff to exchange or fiddle with additional attachments to secure the SPIDER2 to O.R. tables with varying rail dimensions. By simply turning the Clamp Actuating Knob, the jaw of the clamp can be enlarged or reduced to securely attach to any rail.

With the SPIDER2 Positioner is attached to the O.R. table rail, the Clamp Indexing Handle allows the SPIDER2 Positioner to rotate a full 360 degrees on the O.R. table rail for simple and optimal orientation. By turning the Clamp Indexing Handle with one hand, staff can use their other free hand to turn the SPIDER2 so that it is oriented vertical, horizontal or at a 45 degree angle to the O.R. table.

Once the SPIDER2 Positioner is secured to the O.R. table or rail, the surgical staff can depress the Set Up Button to temporarily reposition the arm of the SPIDER2 before the Switch Drape or Foot Petal is connected. This feature allows the surgical staff to position the SPIDER2 arm for draping without having to retrieve and connect the Foot Petal reducing the overall time needed for set up.

The SPIDER2 Limb Positioner offers full control of traction, positioning and re-positioning within the sterile field. All SPIDER2 activations can be performed by the surgeon via the Foot Petal or Distal Activation Button located on the Switch Drape. For the circulating nurse this eliminates the need to add weights to a system for traction or readjust a limb or positioning device located under drapes so they can focus on his or her role in the O.R. without interruption. For a surgical assistant this eliminates the need to hold the limb within the sterile field to provide surgeons with optimal access to repair sites so the assistant can focus on passing instruments and managing the back table. For the surgeon this eliminates the additional time and potential disruption to the procedure that can occur when key staff is required to adjust and or hold the patient's position and defocus on the activities they are performing.

Lastly, the SPIDER2 Positioner provides all O.R. staff with versatility and consistency. With the accessories to position patients for shoulder, elbow, wrist, knee and ankle procedures the staff only needs to learn one system set up and function.

Given the majority of surgical staff support multi-disciplinary surgeries, offering an easy to use system for limb positioning for most every joint space gives surgical staff the confidence, comfort and consistency they need to efficiently set-up and support procedures requiring limb positioning.



Competitive Cross Reference



Competitive Cross Reference

Company / Product	Includes	Accessories	Maximum Weight	Disposables
Smith & Nephew				
SPIDER2 Limb Positioner	<ul style="list-style-type: none"> • SPIDER2 Limb Positioner • International charger • Foot Pedal • Battery 	<ul style="list-style-type: none"> • SPIDER Cart • SPIDER Attachment Rail • Piggy Back (2/box) • Traction Accessory • 90 Degree Connector • Shoulder Connection Bar (2/box) • Lateral Shoulder Connection Bar (2/box) • Elbow Connection Bar (2/box) • Wrist Arthroscopy Accessory • Wrist Counter Traction Post • Leg Accessory (Right) • Leg Accessory (Left) • 3D Connector • Distal Thigh Holder • Meniscal Post • Ankle Arthroscopy Accessory • FERKEL™ Thigh Holder 	50lbs (22.68kg) in full extension	<ul style="list-style-type: none"> • Swith Drape (case of 20) • Shoulder Stabilization Kit (case of 12) • Elbow Stabilization Kit (case if 12) • Small, Medium and large Wrist Stabilization Kit (case of 5) • Thigh Stabilization Kit (case of 10) • Leg Stabilization Kit (case of 10) • Ankle Stabilization Kit (case of 6)
MAQUET / Arthrex				
TRIMANO	<ul style="list-style-type: none"> • TRIMANO (3D) Support Arm • Quick Change Coupling 	<ul style="list-style-type: none"> • Adapter • Arm Rest Lateral Shoulder • Arm Rest Beach Chair Shoulder • Arm Board • Weinberger finger fixation • Countertraction Post • Endoscope Support • TRIMANO wound retractor support 	The maximum load for this product is its share of the load imposed by a patient weighing 180 kg.	<ul style="list-style-type: none"> • TRIMANO Beach Chair Kit Includes a sterile cover, arm holder and self adherent wrap. • TRIMANO Elbow Kit Includes a sterile cover, arm holder and self adherent wrap. • TRIMANO Drape, Sterile (10/box)
McConnell				
ASIP™ (Articulated Sterile Intraoperative Positioning®) System	<ul style="list-style-type: none"> • Support Frame • Control Tube • UEP Accessory • Equipment Cart 	<ul style="list-style-type: none"> • Hooked Shaped Forearm • Locking Elbow 		<ul style="list-style-type: none"> • Large Arm Support Wrap • Small Arm Support Wrap
Allen®				
Allen Arm Positioner	<ul style="list-style-type: none"> • Allen Arm Positioner 	<ul style="list-style-type: none"> • Autoclavable Clamp (required, sold separately from the Allen Arm Positioner) 	Patient Weight Capacity: 500 lbs (227 kg)	Allen Arm Positioner Sterile Disposables (case of 10)

Rail Compatibility	Range of Motion/ Movement	Procedure Indications	Activation Method
Smith & Nephew			
Universal Clamp fits any O.R. table rail dimension	<ul style="list-style-type: none"> • Three articulating joints provide complete control of a limb with infinite positioning options. • Adduction • Abduction • Supination • Pronation • Internal rotation • External rotation • Forward flexion Extension • Supination • Pronation • Traction 	<p>SPIDER2 Limb Positioner</p> <p>Indications For Use: Positioning limbs for surgical procedures.</p> <p>Accessories For:</p> <ul style="list-style-type: none"> • Beach Chair Shoulder • Lateral Decubitus Shoulder • Supine Elbow • Wrist • Knee • Ankle 	<p>Battery Powered with 2 Activation Options:</p> <ul style="list-style-type: none"> • Hand Activation from within sterile field using the Distal Activation Switch on the Switch Drape • Foot Activation using the Foot Petal
MAQUET / Arthrex			
Any O.R. table Clark Rail	<ul style="list-style-type: none"> • Three joints can be moved via manual hand control and can be fixed freely in various positions. 	<p>Arm support and holding surgical instruments.</p> <p>Accessories For:</p> <ul style="list-style-type: none"> • Beach Chair Shoulder • Lateral Shoulder • Elbow • Wrist • Endoscope support • Retractor support 	<p>Manual Hand Activation from within sterile field by pressing the handle located on the retaining arm under the sterile cover.</p>
McConnell			
The foot actuated support frame mounts to the side rail of most standard operating tables	<ul style="list-style-type: none"> • Up to two knobs can be turned and locked from within the sterile field to adjust upper limb positioning. 	<ul style="list-style-type: none"> • The McConnell ASIP System can be used in shoulder and elbow procedures 	<p>Manual:</p> <p>Foot actuated support frame.</p> <p>To activate system depress the foot petal and turn and lock 2 knobs.</p>
Allen®			
Autoclavable Clamp attaches to O.R. table rail (US/EU/Swiss/Japan)	<ul style="list-style-type: none"> • By indexing at the elbow, the device is able to gain complete positioning control of the shoulder joint. • The device also has the capability of achieving a semi-locked state allowing the surgeon to simply move the arm where he wants it without having to adjust the tension. 	<p>The Allen Arm Positioner delivers positioning for:</p> <ul style="list-style-type: none"> • Shoulder arthroscopy and arthroplasty surgery in the beach chair position • Elbow • Clavicle 	<p>Manual:</p> <p>Single knob releases all joints.</p>

MAQUET Distributed By Arthrex: TRIMANO 3D Assist Support Arm

The following data is from MAQUET Brochure 0000910; Arthrex TRIMANO Support Arm AR-1640 LM0205; Arthrex TRIMANO Synergy Camera Holder User Manual 950-0042-00; <http://www.maquet.com/us/product/TRIMANO-3D-support-arm>; <http://www.arthrex.com/shoulder/trimano-arm-holder>

What They Say	Counter	How We Win
<p>The compact and lightweight device is easily attached to any O.R. table Clark Rail and is ready for immediate use. No additional power or air connections are required.</p>	<p>The TRIMANO is light weight and does not require a power source to activate.</p> <p>Ask customers who have used or trialed the TRIMANO:</p> <ul style="list-style-type: none">• How easy is it to release the joints, move and lock the TRIMANO?	<p>The SPIDER2 Limb Positioner is designed for easy set-up requiring 1 person. The device can be placed onto the rail of an O.R. table in a vertical, horizontal or 45 degree angle position. It is equipped with a built in Universal Clamp allowing the SPIDER2 to attach to any O.R. table with the turn of a knob.</p> <p>While the SPIDER2 requires cordless battery power to operate, it offers the ability to quickly go from an unlocked to locked state in less than a second. (The SPIDER2 takes less than 0.5 seconds to go from 0 to 1800 psi*)</p>
<p>The patient's arm can be moved in any direction by simply pressing the TRIMANO's handle. Releasing the handle locks it into the desired position.</p>	<p>The TRIMANO's handle is located on the Arm Support under the sterile cover. To move a patient's arm, the surgeon is required to utilize one hand to press the handle located on the Arm Support which is located below the Adapter and patient's arm.</p> <p>Ask customers who have used or trialed the TRIMANO:</p> <ul style="list-style-type: none">• How easy is it to release the joints, move and lock the TRIMANO?• Can you move the patient's arm using one hand or does it require two hands?• If the TRIMANO is draped and the joints are not positioned within the right orientation to the patient's limb, does the customer need to undrape the TRIMANO, reorient system and re-drape?	<p>The SPIDER2 offers both foot and hand control options providing surgeons with more activation options based on their procedural needs and preference. A surgeon can activate the SPIDER2 via foot using the Foot Petal or via hand using the Distal Activation Switch located on the Switch Drape.</p> <p>The Distal Activation Switch can be placed directly on the patient's limb, slender arm of the SPIDER2 or one of the many accessories allowing more options for one-handed operation.</p> <p>Once the Foot Petal or Distal Activation Switch is released, the SPIDER2 takes less than 0.5 seconds to go from 0 to 1800 psi*.</p>

*SPIDER2 Design Verification Report

What They Say	Counter	How We Win
<p>Multidisciplinary applications for arm support and surgical instrument stabilization and positioning increase the functional range of the TRIMANO 3D Support Arm.</p> <p>MAQUET Applications Listed:</p> <ul style="list-style-type: none"> • TRIMANO Arm Board For patient positioning in lateral or park bench positioning • TRIMANO Arm Rest For secure positioning during shoulder surgery; the patient's arm can be moved in any direction, without restrictions • TRIMANO Weinberger Finger Fixation Flexible positioning for wrist arthroscopy; acts as a "third hand" during radius fracture fixation • TRIMANO Countertraction Post Promotes patient comfort and optimal positioning during elbow surgery, also in the sterile field • TRIMANO Wound Retractor Support Existing wound retractors can be attached to the arm for optimal exposure of the surgical site • Endoscope Support and Positioning Shaky video is a thing of the past in laparoscopic surgery; latex-free straps ensure secure fixation, yet flexible rotation of the endoscope. 	<p>The TRIMANO Positioner's use is limited to applications for arm positioning and some instrument support.</p> <p>The TRIMANO Positioner's positioning accessories are limited to shoulder, elbow and wrist procedures and they do not provide the added accessories for traction and rotation that is commonly used with the SPIDER and a key benefit for surgeons.</p> <p>Ask customers who have used or trialed the TRIMANO:</p> <ul style="list-style-type: none"> • How easy is it to obtain fine and gross traction? Are you able to fully rotate and lock the arm at any position? • The TRIMANO Camera Mount, a component of the camera holder accessory, has a maximum service life of 100 uses. 	<p>The SPIDER2 Limb Positioner is intended for use with limb positioning. We have the accessories; design and support needed to position both upper and lower limbs securely and easily.</p> <p>The SPIDER2 is compatible with the following offered accessories allowing surgeons to position both upper and lower limbs during shoulder, elbow, wrist, knee and ankle procedures:</p> <ul style="list-style-type: none"> • Shoulder Connection Bar • Lateral Shoulder Connection Bar • Elbow Connection Bar • Wrist Accessory • Knee Leg Accessory • Distal Thigh Holder • Ankle Accessory <p>In addition the SPIDER2 offers both a Traction Accessory and a 90 Degree Connector.</p> <p>The Traction Accessory is key for shoulder instability procedures with patients in the lateral decubitus position to gain the right amount of working space needed to complete the repair.</p> <p>The 90 Degree Connector allows for controlled rotation of a limb from within the sterile field.</p> <ul style="list-style-type: none"> • Traction Accessory: Designed to measure and adjust the tension on an arm or leg during a surgical procedure requiring traction. The Traction Accessory allows for fine traction adjustments from within the sterile field and has an added function that allows for an intra-operative adjustment of the rotational alignment of the limb unique only to the SPIDER. During surgery the surgeon can release the Rotation Cam on the Traction Accessory and rotate the patient's limb allowing for controlled pronation and supination that many competitive systems do not offer. • 90 Degree Connector: Can be used in place of the Traction Accessory for any procedure where the measurement and adjustment of fine traction are NOT required. The 90 Degree Connector allows for the same rotational control within the sterile field as the Traction Accessory.

How to Compete Against

When competing against the TRIMANO highlight to customers the versatility and stability the SPIDER2 Limb Positioner can offer. Remember these talking points that address ease of use, versatility, stability and control unique to SPIDER2 Limb Positioner.

- The SPIDER2 is a versatile limb positioner equipped with the right accessories to position both upper and lower limbs in beach chair shoulder, lateral decubitus shoulder, elbow, wrist, knee and ankle procedures.
- The SPIDER2 offers surgeons the control and stability they need for limb positioning. With the SPIDER2 and accessories fully accessible from within the sterile field, limbs can be positioned, re-positioned, rotated and placed into fine and gross traction with ease. Once the desired limb position is achieved, the surgeon releases the Foot Petal or Distal Activation Switch and the SPIDER2 quickly go from an unlocked to locked state in less than a second.
- Using the Distal Activation Switch, the surgeon can perform single hand activation and repositioning. This feature frees up additional hands needed to hold instruments and other devices required to perform their repairs.
- Because the SPIDER2 can position limbs for almost every joint space, our system offers customers the ability to lower their potential capital costs by utilizing one easy to use positioning system for shoulder, elbow, wrist, knee and ankle procedures.
- In addition to the SPIDER2 Limb Positioner and Accessories, the Smith & Nephew positioning portfolio provides customers with a wrist counter traction post and the Lateral JACK intended to compliment the SPIDER2 during wrist and lateral decubitus shoulder positioning. Independently placed on the rail of an O.R. table, the wrist counter traction post and Lateral JACK provide the following benefits:
 - Wrist counter traction post: stabilizes the patients arm during wrist arthroscopy procedures allowing for the right amount of traction and support to access the joint space.
 - Lateral JACK: Designed for use with the SPIDER, offers secondary humeral head distraction when in the lateral decubitus position. The Lateral JACK lifts the head of the humerus to create more working space in the shoulder joint during instability repairs.
- Ask customers what type of service is offered for the TRIMANO and at what cost? Do they have repair kit options and regional service centers for product repairs?

At S&N we work hard to provide customers with world class service. With a dedicated service team and customer support, we can offer customers service programs such as service exchange allowing the customer minimal to no down time with a SPIDER Positioner when needing a repair. In addition, we have a large variety of replacement kits customers can order to perform simple repairs to a SPIDER Positioner on-site eliminating the need to package and ship the product to a designated service center location.

Arthrex TRIMANO Reference List

Reference Number	Description
AR-1640	TRIMANO Arm Support
AR-1641	TRIMANO Adapter (recommended 2)
AR-1644	TRIMANO Beach Chair Kit
AR-1646	TRIMANO Elbow Kit
AR-1647	TRIMANO Wrist Positioner
AR-1648	TRIMANO Drape (10/box)
AR-3210-0010	TRIMANO Synergy Camera Holder

MAQUET TRIMANO Reference List

Reference Number	Description
1002.41A0	TRIMANO 3D support arm
1002.42A0	Adapter
1002.43A0	Arm rest, lateral position
1002.43B0	Arm rest, beach chair
1002.44A0	Sterile set (towel, sheath, pad) for 1002.43X0
1002.52A0	Arm rest, disposable, sterile
1002.43C0	Arm board, SFC padded
1002.43D0	Arm board, PUR padded
1002.45A0	Countertraction post
1002.44C0	Sterile sheath for 1002.45A0
1002.48A0	Weinberger finger fixation
1002.44D0	TRIMANO sterile sheath for 1002.48A0
1002.46A	Endoscope support, 10 mm
1002.46B0	Endoscope support, 5 mm
1002.47A0	TRIMANO wound retractor support

Allen® Intraoperative Arm Positioner

The following data is from <http://www.allenmedical.com/shop/orthopaedic/orthopaedic-products/item/allen-arm-positioner>

What They Say	Counter	How We Win
<ul style="list-style-type: none">• No Foot Pedal• No Hoses• No Hydraulics• No Power Cords	<p>The Allen Intraoperative Arm Positioner does not utilize cords, hoses or power to operate the system.</p> <p>Ask customers who have used or trialed the positioner:</p> <ul style="list-style-type: none">• How easy is it to release the joints, move and lock the system?	<p>While the SPIDER2 requires cordless battery power to operate, it offers the ability to quickly go from an unlocked to locked state in less than a second. (The SPIDER2 takes less than 0.5 seconds to go from 0 to 1800 psi).</p> <p>When fully charged the SPIDER2 cordless battery can last up to 300 activations reducing requirements to recharge the battery between cases.</p> <p>The SPIDER2 provides foot and hand activation options.</p> <p>By utilizing the Foot Petal, the SPIDER2 eliminates the need for a surgeon to take his hands off the patient's limb or instruments to activate and move the positioner so he can focus on the repair uninterrupted.</p> <p>The Distal Activation Switch can be placed directly on the patient's limb, slender arm of the SPIDER2 or one of the many accessories allowing more options for one-handed operation with the push of a button reducing any requirements for the surgeon to manually adjust knobs.</p>
<p>The only fully autoclavable arm positioner on the market.</p>	<p>The Allen Intraoperative Arm Positioner is completely cleaned and sterilized between cases.</p> <p>Ask customers who have used or trialed the positioner:</p> <ul style="list-style-type: none">• Can the full system be processed in time for back to back cases?	<p>The SPIDER2 Limb Positioner does not require sterilization between procedures. The sterile drape fully covers the SPIDER arms and joints allowing it to be used within the sterile field and reduces any additional unnecessary turn-over time that would be required when using the Allen Intraoperative Arm Positioner.</p> <p>The following SPIDER Accessories are sold in boxes of 2 allowing for adequate processing time between procedures.</p> <ul style="list-style-type: none">• Shoulder Connection Bar• Lateral Shoulder Connection Bar• Elbow Connection Bar• Piggy Back Connector

What They Say	Counter	How We Win
<p>The Allen Arm Positioner delivers easy arm positioning for shoulder surgery in the Beach Chair position, as well as elbow and clavicle procedures.</p> <p>Ideal for use with all open and arthroscopic upper limb procedures.</p> <ul style="list-style-type: none"> • Rotator Cuff Repair • SLAP Lesion Repair • Total Shoulder Arthroplasty • Sternoclavicular Reconstruction • Bankart Repair • Capsular Release • Subacromial Decompression 	<p>The Allen Arm Holder is used for Beach Chair shoulder and supine elbow applications only.</p> <p>Ask customers who have used or trialed the positioner:</p> <ul style="list-style-type: none"> • Are you interested in using the SPIDER2 for knee, wrist, ankle, beach chair shoulder, lateral shoulder or elbow procedures? 	<p>The SPIDER2 Limb Positioner is intended for use with limb positioning. We have the accessories; design and support needed to position both upper and lower limbs securely and easily.</p> <p>The SPIDER2 is compatible with the following offered accessories allowing surgeons to position both upper and lower limbs during Beach Chair shoulder, lateral shoulder, elbow, wrist, knee and ankle procedures:</p> <ul style="list-style-type: none"> • Shoulder Connection Bar • Lateral Shoulder Connection Bar • Elbow Connection Bar • Wrist Accessory • Knee Leg Accessory • Lateral Shoulder Connection Bar • Distal Thigh Holder
<p>Single knob releases all joints. The device also has the capability of achieving a semi-locked state allowing the surgeon to simply move the arm where he wants it without having to adjust the tension.</p>	<p>The locking and unlocking of the main joints requires the use of two hands. The SPIDER2 can be activated and locked via one hand operation using the Distal Activation Switch or holding the limb with one hand while depressing the Foot Petal.</p> <p>Ask customers who have used or trialed the Allen Intraoperative Positioner:</p> <ul style="list-style-type: none"> • Do you get the full range of motion that you want for your shoulder procedures? 	<p>The SPIDER2 provides foot and hand activation options.</p> <p>By utilizing the Foot Petal, the SPIDER2 eliminates the need for a surgeon to take his hands off the patient's limb or instruments to activate and move the positioner so he can focus on the repair uninterrupted.</p> <p>The Distal Activation Switch can be placed directly on the patient's limb, slender arm of the SPIDER2 or one of the many accessories allowing more options for one-handed operation with the push of a button reducing any requirements for the surgeon to manually adjust knobs.</p> <p>With the SPIDER2 Limb Positioner and Accessories surgeons can perform adduction, abduction, internal and external rotation, supination, pronation and apply measure traction without weights all from within the sterile field.</p>
<p>Unobstructed access to the surgical site (no bars or foot pedal obstructions)</p>	<p>The Allen Intraoperative Positioner is attached to the O.R. table rail by the patient's thigh. This positions the system between the surgeon and patient when the arm is abducted if the surgeon is attempting to work anteriorly in the shoulder.</p>	<p>The SPIDER2 Limb Positioner can be attached to the SPIDER Attachment Rail located on the back of the T-MAX Beach Chair. This unique option designed specifically for the SPIDER and T-MAX, offers true unobstructed access to the surgical site and a low profile solution when working in the shoulder during Beach Chair positioning.</p>

How to Compete Against

When competing against the Allen Intraoperative Arm Positioner highlight to customers the versatility and stability the SPIDER2 Limb Positioner can offer. Remember these talking points that address ease of use, versatility, stability and control unique to SPIDER2 Limb Positioner.

- Not designed just for Beach Chair shoulder and elbow procedures, the SPIDER2 can position limbs for almost every joint space. Our system offers customers the ability to lower their potential capital costs by utilizing one easy to use positioning system for Beach Chair shoulder, lateral shoulder, elbow, wrist, knee and ankle procedures.
- The SPIDER2 Limb Positioner can be attached to the SPIDER Attachment Rail located on the back of the T-MAX Beach Chair. This unique option designed specifically for the SPIDER and T-MAX, offers true unobstructed access to the surgical site and a low profile solution when working in the shoulder during Beach Chair positioning.
- The SPIDER2 Limb Positioner does not require sterilization between procedures. The sterile drape fully covers the SPIDER arms and joints allowing it to be used within the sterile field and reduces any additional unnecessary turn-over time that would be required when using the Allen Intraoperative Arm Positioner. Several of our accessories are sold 2 per box allowing for adequate processing time between procedures.
- The SPIDER2 offers surgeons the control and stability they need for limb positioning. With the SPIDER2 and Accessories fully accessible from within the sterile field, limbs can be positioned, re-positioned, rotated and placed into fine and gross traction with ease. Once the desired limb position is achieved, the surgeon releases the Foot Petal or Distal Activation Switch and the SPIDER2 quickly go from an unlocked to locked state in less than a second.
- Using the Distal Activation Switch or Foot Petal, the surgeon can perform single hand activation and repositioning. Unlike the Allen Intraoperative Arm Positioner that requires the turning of a knob, the Distal Activation Switch and Foot Petal options free up additional hands needed to hold instruments and other devices required to perform their repairs.

Allen Reference List	
Reference Number	Description
#A-92000	Allen Arm Positioner
#A-92001	Allen Arm Positioner Sterile Disposables, case of 10
#A-92002	Autoclavable Clamp

The following data is from <https://www.sites.google.com/a/mcomc.com/mcomc/>

What They Say	Counter	How We Win
<p>The Articulated Sterile Intraoperative Positioning™ System, or ASIP System, mounts to the side rail of most standard operating tables.</p>	<p>The system's Support Frame/ Universal Positioner is designed with a built in table clamp that mounts to most O.R. tables. The design allows for vertical only positioning on the O.R. table rail.</p>	<p>The SPIDER2 Limb Positioner is designed for easy set-up requiring 1 person. The device can be placed onto the rail of an O.R. table in a vertical, horizontal or 45 degree angle position. It is equipped with a built in Universal Clamp allowing the SPIDER2 to attach to any O.R. table with the turn of a knob.</p>
<p>The heart of the McConnell ASIP System is the foot actuated Support Frame/Universal Positioner.</p>	<p>The built in foot actuation to the frame of the system limits the positioning of the system relative to patient and also the surgeon relative to the system. There are no options to move the foot petal to accommodate access to repair sites or portals.</p>	<p>The SPIDER2 provides foot and hand activation options.</p> <p>By utilizing the SPIDER2 Foot Petal, the surgeon can move the location of the Foot Petal to optimize access to both the surgical repair site and SPIDER2 activation so he can focus on the repair uninterrupted.</p> <p>The Distal Activation Switch can be placed directly on the patient's limb, slender arm of the SPIDER2 or one of the many accessories allowing more options for access and one-handed operation with the push of a button.</p>
<p>The Control Tube inserts into the offset arm of the Support Frame. This allows the insertion of other products such as the UEP, and the Hooked Shaped Forearm, and the Locking Elbow into the Control Tube.</p>	<p>The full ASIP System is required to be disassembled, sterilized and reassembled in-between each procedure.</p> <p>Ask customers who have used or trialed the positioner: Can the full system be processed in time for back to back cases? What types of procedures can the McConnell ASIP System support?</p>	<p>The SPIDER2 Limb Positioner does not require sterilization between procedures. The sterile drape fully covers the SPIDER arms and joints allowing it to be used within the sterile field and reduces any additional unnecessary turn-over time that would be required when using the McConnell ASIP System.</p> <p>The following SPIDER Accessories are sold in boxes of 2 allowing for adequate processing time between procedures.</p> <ul style="list-style-type: none">• Shoulder Connection Bar• Lateral Shoulder Connection Bar• Elbow Connection Bar <p>In addition the SPIDER2 Limb Positioner is intended for use with limb positioning. We have the accessories; design and support needed to position both upper am lower limbs securely and easily. Can the McConnell ASIP System provide positioning solutions for Beach Chair shoulder, lateral shoulder, elbow, wrist, knee and ankle procedures?</p>

How to Compete Against

When competing against the McConnell ASIP System highlight to customers the versatility and stability the SPIDER2 Limb Positioner can offer. Remember these talking points that address ease of use, versatility, stability and control unique to SPIDER2 Limb Positioner.

- Not designed just for shoulder and elbow procedures, the SPIDER2 Positioner can position limbs for almost every joint space. Our system offers customers the ability to lower their potential capital costs by utilizing one easy to use positioning system for Beach Chair shoulder, lateral shoulder, elbow, wrist, knee and ankle procedures.
- The SPIDER2 Limb Positioner can be attached to the SPIDER Attachment Rail located on the back of the T-MAX Beach Chair. This unique option designed specifically for the SPIDER and T-MAX, offers true unobstructed access to the surgical site and a low profile solution when working in the shoulder during Beach Chair positioning.
- Once attached to the O.R. table, the SPIDER2 can be rotated horizontally, vertically or at 45 degrees on the table rail to accommodate all limb positioning needs with ease.
- The SPIDER2 Limb Positioner does not require sterilization between procedures. The sterile drape fully covers the SPIDER arms and joints allowing it to be used within the sterile field and reduces any additional unnecessary turn-over time that would be required when using the McConnell ASIP System. Several of our accessories are sold 2 per box allowing for adequate processing time between procedures.
- The SPIDER2 offers surgeons the control and stability they need for limb positioning. With the SPIDER2 and Accessories fully accessible from within the sterile field, limbs can be positioned, re-positioned, rotated and placed into fine and gross traction with ease. Once the desired limb position is achieved, the surgeon releases the Foot Petal or Distal Activation Switch and the SPIDER2 quickly go from an unlocked to locked state in less than a second.
- Using the Distal Activation Switch or Foot Petal, the surgeon can perform single hand activation and repositioning. Unlike the McConnell ASIP System that requires the turning of a knob, the Distal Activation Switch and Foot Petal options free up additional hands needed to hold instruments and other devices required to perform their repairs.
- At Smith & Nephew we have a dedicated sales force and service options to support the SPIDER2 Limb Positioner. Customers can interact with our sales team directly in the field or call customer service to assist with ordering, repair and service requests with ease.

McConnell ASIP System Reference List			
Reference Number	Description	Reference Number	Description
2-400	Support Frame	EC-302	Equipment Cart
3-200	Control Tube	12-401	Large Arm Support Wrap
7-200	UEP Accessory	12-411	Small Arm Support Wrap

Frequently Asked Questions



Frequently Asked Questions

? Who do I contact if I have questions about the SPIDER2 Limb Positioner?

- A** If you or your customer have questions about the SPIDER2 Limb Positioner please contact customer support. Customer support will be able to assist you with questions related to product details, indications for use, service and support. If needed customer service will place you in contact with a member of marketing if you have questions specific to this area. You can contact customer service via the following options:

Endo-DL_AND_Technical_Support@smith-nephew.com
 +1 978 749 2412
 1 800 343 5717

? What makes the SPIDER2 easier to use than the SPIDER?

- A**
- The clamp is universal for table rails, intuitively designed and simple to use.
 - The SPIDER2 has several options for locking and unlocking to suit your surgical needs, including a stationary proximal set up button, a detachable foot pedal and a moveable, hand activated switch.
 - The SPIDER2 is self-contained, eliminating hoses and the need for an air source.

? What does the SPIDER2 come with when purchased?

- A** The SPIDER2 is sold with one battery, one charger and one foot pedal. Additional batteries are recommended and available for separate purchase.

? Does the SPIDER2 have a warranty?

- A** The SPIDER2 has a 12-month parts and labor warranty against manufacturing defects.

? How long will service be available for the SPIDER?

- A** The original SPIDER Limb Positioner was obsoleted in 2014 which means you are no longer able to order new SPIDER Limb Positioners. Refurbished SPIDER Limb Positioners, service and repairs will continue to be available until 2024.

? How many people are required for SPIDER2 setup?

- A** The weight is manageable for a single person, and the SPIDER2 features a clamp interface that will require only one person for setup.

? Which O.R. tables does the SPIDER2 work with?

- A** The SPIDER2 can fit all OR tables without modification or adaptors.

? Is the SPIDER2 compatible with other SPIDER products?

- A** The SPIDER2 is compatible with all SPIDER products, kits and accessories.

? What is the weight limit for the SPIDER2?

- A** The SPIDER2 can support up to 50 lb. at full extension. Specific SPIDER2 orientations can accommodate higher loads.

? Is the battery charged when I receive the SPIDER2?

A No. The battery must be charged before first use.

? What type of battery does the SPIDER2 use?

A The SPIDER2 positioner uses a 24-volt nickel-cadmium (NiCd/NiCad) battery.

? Why does the SPIDER2 use a NiCd battery?

A NiCd batteries are more readily available and there are fewer issues with transportation, storage and use.

? What is the lifetime of the battery after it is charged?

A The battery will last approximately 300 activations.

? How do I know when the battery is low?

A The SPIDER2 features a low-battery indicator light that will flash when the battery's output voltage has dropped below a certain point. When performance is affected by a low battery, it will manifest as a noticeable increase in the amount of required time to reach a locked and pressurized state.

? What happens to the SPIDER2 when the battery power is low?

A As the battery reaches an extreme state of depletion, the SPIDER2 will take longer to reach the internal pressure required to lock the joint. You will be able to hear and feel the motor running longer and slower. Exhausted or depleted batteries can be safely changed during a procedure.

? What do I do if the battery fully depletes in a procedure and there is no spare battery available?

A Disconnect the patient's limb from the SPIDER2 at the Piggy Back and continue the procedure with an assistant supporting the limb. Remove the battery and charge for 10 minutes. This will establish enough energy to reinstall the battery, reconnect the patient's limb and complete most cases.

? Can I store the battery on the charger?

A Yes. Once the battery is fully charged, the charger enters trickle mode and keeps the battery fully charged for later use. Before placing a battery on the charger, ensure the battery charger light has turned orange.

? What are the recommended cleaning and sterilization instructions for the SPIDER2 Limb Positioner and Accessories?

A Refer to document 79-99-04 for the recommended cleaning and sterilization instructions for SPIDER2 and Accessories. If you have additional questions about cleaning and sterilization please contact customer service.

Frequently Asked Questions (continued)

Document 79-99-04 ▼

English

⚠ Warnings

Detergents	<ul style="list-style-type: none">• Use neutral pH enzymatic detergents (pH 6-9).• Follow detergent manufacturers instruction for concentration requirements.• Enzol™ (neutral pH enzymatic detergent by Advanced Sterilization Products®) and Renu-Klenz™ (neutral pH detergent by STERIS®) were used in the validation of this cleaning process. Enzol was used for manual cleaning and enzyme wash of automatic cleaning cycle. Renu-Klenz was used for detergent wash of automatic cleaning cycle.
Water	Use distilled water when possible.
Ultrasonic Cleaner	Do not use an ultrasonic cleaning process.
Washing	It is important to ensure that the cleaning solution reaches all surfaces including internal surfaces of lumened or cannulated devices.
Chemicals to avoid	Do not submerge in saline or bleach (sodium hypochlorite) solutions.

Limitations on reprocessing	No limitations
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Instructions

Point of Use	<ul style="list-style-type: none">• Wipe device of gross blood and debris following surgical procedure.• To prevent soil from drying, soak in basin of water or water and enzymatic detergent.
Disassembly for Manual or Automatic Cleaning and Sterilization	Refer to the products Instructions for Use for special disassembly instructions.
Preparation for automatic decontamination	<ul style="list-style-type: none">• Immerse in warm water and enzymatic detergent for a minimum of 5 minutes.• Rinse item thoroughly with warm water or with a warm water jet gun.
Cleaning: Automated	<ul style="list-style-type: none">• Load device appropriately to ensure maximum exposure and optimum circulation of water/chemical throughout load.• Run the automatic wash cycle:<ul style="list-style-type: none">– 5 minute cold pre-wash– Minimum 20 second enzymatic wash using hot tap water, 4 minute enzymatic soak, minimum 30 second cold rinse– 5 minute detergent wash using hot water (140°F, 60°C minimum)– 1 minute rinse using hot water (110°F, 43.3°C minimum)
Cleaning: Manual	<ul style="list-style-type: none">• Rinse with warm water for a minimum of 1 minute.• Immerse in warm water and enzymatic detergent for a minimum of 5 minutes.• Brush, wipe, agitate, irrigate, jet wash or hand spray the item to dislodge and remove all visible soiling. Be sure to irrigate challenging design features.• Rinse item thoroughly with warm water.• Drain the device.
Cleaning Verification	After cleaning, under normal light, check instruments for visible soil. Repeat cleaning if soil is visible.
Disinfection	Not Required – Device will be sterilized.
Post Cleaning Drying	<ul style="list-style-type: none">• Hand-dry using absorbent, non-shedding cloth or industrial hot air dryer, or place into drying cabinet.• Tmax = 150°C (300°F)
Maintenance, Inspection and Testing	Ensure that moving parts operate freely following cleaning and sterilization.
Packaging / Sterilization / Post Sterilization Dry Time	<p>Device:</p> <ul style="list-style-type: none">• Lateral Shoulder Bar, Shoulder Bar, Elbow Bar, Piggy Back, 90° Connector, Wrist Accessory², Ankle Arthroscopy Accessory, Distal Thigh Holder• Wrist Tower¹, SPIDER Leg Accessory, 3-D Connector, Traction Accessory <p>Packaging:</p> <ul style="list-style-type: none">• Wrap the device in suitable packaging for sterilization process, i.e., central supply wrap (CSR), polypropylene wrap.• Same as above except a single absorbent towel (i.e. a huck towel) must be used to achieve dryness in a 30 minute drying cycle. <p>Sterilization:</p> <p>Pre-Vac – 3 minutes, 132°C (270°F)</p> <p>Gravity – 15 minutes, 132°C (270°F)</p> <p>Post Sterilization Dry Time: 30 minutes</p>
	<p>¹ Fully disassemble the Wrist Tower. Separate the T-Screws from the Post Clamps</p> <p>² Disassemble the Wrist Plate from the Wrist Accessory</p>
Storage	The components should be re-packed in a sterile manner for the next procedure. If components are to be used immediately, ensure that all components have sufficiently cooled. Be aware that thicker sections take longer to cool.

The validated instructions provided above, filed at Smith & Nephew, have been validated as being capable of preparing a medical device for reuse. It remains the responsibility of the processor to ensure that the reprocessing as actually performed using equipment, materials and personnel in the reprocessing facility achieve the desired result. This normally requires validation and routine monitoring of the process.

For Further Information

If further information on this product is needed, contact Smith & Nephew Customer Service at +1 800 343 5717 in the U.S., or an authorized representative.

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Ordering Information



SPIDER2 Limb Positioner

SHOULDER

KNEE

Reference	Description
SPIDER2	
72203299	SPIDER2 Limb Positioner
72203301	SPIDER2 Battery Pack
7210570	Piggy Back Connector (2 per box, required for all sterile procedures)
SPIDER Drape, Disposable	
72203300	Switch Drape, sterile (case of 20)
Beach Chair Shoulder	
7210571	Shoulder Connection Bar (2 units)
Lateral Decubitus Shoulder	
7210576	Lateral Shoulder Connection Bar (2 units)
7210577	Traction Accessory
Shoulder Stabilization Kits, Disposable	
7210573	Shoulder Stabilization Kit, sterile (case of 12)
Leg Accessory	
72203235	SPIDER Leg Accessory (left)
72203236	SPIDER Leg Accessory (right)
72203239	3D SPIDER Connector (one required for each Leg Accessory)
Leg Stabilization Kit, Disposable	
72203238	Leg Stabilization Kit, sterile (case of 10)
Meniscal Post	
72204353	Meniscal Post
Distal Thigh Holder	
72204133	Distal Thigh Holder
Thigh Stabilization Kit, Disposable	
72204134	Thigh Stabilization Kit, sterile (case of 10)

ELBOW	Reference	Description
	Elbow	
	7210572	Elbow Connection Bar (2 units)
	7210749	90° Connector
	Elbow Stabilization Kit, Disposable	
	7210574	Elbow Stabilization Kit, sterile (case of 12)
WRIST	Wrist	
	72200660	Wrist Arthroscopy Accessory
	7210577	Traction Accessory
	72200664	Wrist Counter Traction Post
	Wrist Stabilization Kit, Disposable	
	72201550	Small Wrist Stabilization Kit, sterile (case of 5)
	72201551	Medium Wrist Stabilization Kit, sterile (case of 5)
	72201552	Large Wrist Stabilization Kit, sterile (case of 5)
ANKLE	Ankle	
	72202932	Ankle Arthroscopy Accessory (2 units)
	7210577	Traction Accessory
	72201812	FERKEL™ Thigh Holder (includes 1 foam pad, the thigh holder and support bar)
	Ankle Stabilization Kit, Disposable	
	72202931	Ankle Stabilization Kit, sterile (case of 6)
	72201813	Foam pad (Box of 1)
	72201814	Foam pads (Box of 5)
	Miscellaneous	
	72200918	SPIDER Cart
	72201428	Lateral Jack
	72202466	Lateral JACK Sterile Cover (case of 25)
	7210575	Western Elbow Positioner
	72200659	SPIDER Attachment Rail

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