



RESULTS FROM AVA 2017, AVA 2018, AND INS 2018 CATHETER SECUREMENT SURVEY

INTRODUCTION

The AVA conference is one of the largest gatherings of vascular access professionals. In 2017, nearly 1000 vascular access professionals attended the annual scientific meeting. In 2018 the AVA Conference attracted a record breaking 1064 clinicians. The 2018 INS Conference served as a main gathering for infusion nurses.


Starboard Medical has had the opportunity to attend and exhibit at all three of these scientific meetings. At each conference, we conducted a survey of the nurses and clinicians in attendance. Although the results of the survey are strictly anecdotal, it highlights a growing trend and potential shift among the catheter securement and infusion market. The attendees at all three conferences were asked the following questions:

1. How many years has your existing PICC securement device been in use at your facility? _____
2. If a new securement device is available that provides better securement of the catheter, ease of use and removal, and a significant cost savings – would you like to see it and evaluate it? YES/NO

Actual survey given to conference attendees


Superior Securement... Significant Savings...

CLIK-FIX™ is a new innovative catheter securement device engineered to secure better and provide noticeable cost savings. Visit Booth # 713 to enter our raffle and learn more.



- 650% better at micro-pistoning motion prevention
- 73% more durable in product function testing
- 46% stronger in pull force testing
- 20% typical cost savings
- Easy to use, easy to introduce
- Comfortable, stable, secure

Please complete below to enter our drawing for a Tiffany® Bracelet.
Booth # 713



Name: _____
 Facility: _____
 City: _____ State: _____ Zip: _____

1. How many years has your existing PICC securement device been in use at your facility? _____ Years

2. If a new securement device is available that provides better securement of the catheter, ease of use and removal, and a significant cost savings– would you like to see it and evaluate it? ☐ YES ☐ NO

3. At your facility, who is in charge of reviewing new products? _____

4. How can we reach them: _____ Email or phone _____

5. Your phone number, in case you win the raffle. _____

Visit www.starboardmedical.com to learn more.

*TIFFANY is a trademark of Tiffany (NJ) LLC, Clik-FIX is a trademark of Starboard Medical Inc.

BACKGROUND

In 2000 the Needlestick Safety and Prevention Act drove manufacturers of medical devices to develop engineered devices to reduce needlestick injuries. Today's most commonly used securement device, StatLock®, originally patented in 2000, was released in response to this legislation and clinical need. As the clinical awareness towards the prevention of needlestick injuries grew, so did the use of sutureless securement devices. Soon guidelines and practice recommendations were developed that encouraged their use. The 2016 Infusion Therapy Standards of Practice recommend the use of an Engineered Stabilization Device (ESD) to actively secure PICC/Central catheters as inadequate stabilization can cause inadvertent dislodgement and complications requiring premature removal of the catheter. The standard also recommends to avoid the use of tape or sutures as they are not an effective alternative to an ESD.¹

The Center of Disease Control (CDC) states "Catheter stabilization is recognized as an intervention to decrease the risk of phlebitis, catheter migration and dislodgement, and maybe advantageous in preventing CRBSIs. Pathogenesis of CRBSI occurs via migration of skin flora through the percutaneous entry site. Sutureless securement devices avoid disruption around the catheter entry site and may decrease the degree of bacterial colonization. Using a sutureless securement device also mitigates the risk of sharps injury to the healthcare provider from an inadvertent needlestick injury."²

Movement of the catheter can occur inadvertently during standard line maintenance such as: disinfection, flushing, access of the port and routine dressing changes. It can also occur by movement of an IV pole, unintentional drop of an IV fluid bag or snag of the IV line and/or catheter. Whether

the movement of the catheter is minimal as in micropistoning or large enough to cause the catheter tip to migrate; both can potentially be problematic for the patient resulting in complications, infection or premature removal.³

Technically, the current most commonly used securement device falls into the Engineered Stabilization Device category, yet it was engineered for the needs of 20 years ago. Since then clinicians practicing vascular access device insertion and maintenance learned the more movement free a catheter is the better and using a device that secures as well as sutures simply isn't enough.

Unlike tape, Velcro and other passive securement systems, Starboard Medical's Klik-FIX™ Catheter Securement Device features active mechanical securement of the catheter wings to hold the catheter in place and help prevent catheter movement better than most market leading securement devices.³

The purpose of this survey was to gauge the how long clinicians have been using the same catheter securement device, and gather opinions from the clinicians on openness to try new products.

1. 2016 Infusion Therapy Standards of Practice

2. CDC Guidelines for the Prevention of Intravascular Catheter-Related Infections

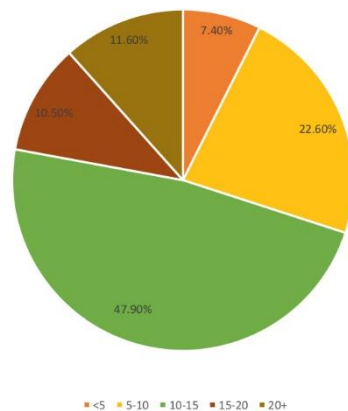
3. Lange, V. Securement Strength and Motion Reduction Properties of a New Novel Engineered Stabilization Device
<https://doi.org/10.1016/j.java.2016.10.050>

CATHETER SECUREMENT DEVICE SURVEY RESULTS

Results on Years Current Devices Have Been in Use

Years clinicians have been using the current device at their facility	Percentage
<5	7.40%
5-10	22.60%
10-15	47.90%
15-20	10.50%
20+	11.60%

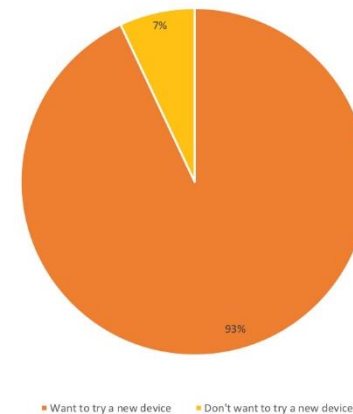
Years using existing PICC securement device has been in use at your facility?



Results on Who Wants to Try a New Device

Clinicians who want to try a new device	93%
Clinicians who do not want to try a new device	7%

Percent of who wants to try a new device



RESULTS

The results tell us that 70% of surveyed clinicians have been using the same catheter securement device for 10-20+ years. Only 7.4% have been using the same device for less than 5 years, and 11.6% have been using the same device for over 20 years.

The survey also shows that 93% of clinicians surveyed would try a new catheter securement product. Only 7% were so content with their current device that they would not be interested in an alternative.



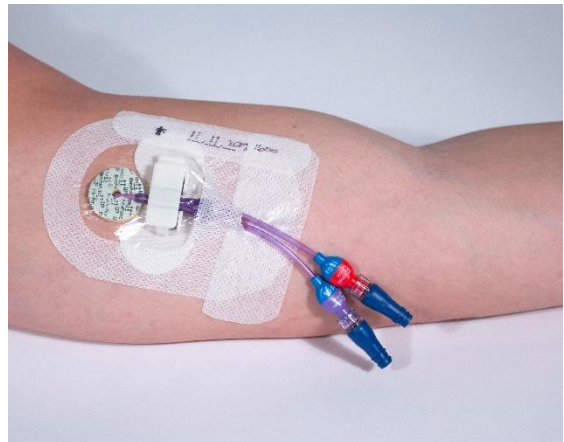
“70% of nurses surveyed have been using the same exact securement device for 10-20+ years”

CONCLUSION

The survey results indicate that there is a significant desire to try an alternative catheter securement product among clinicians. Further, the survey indicates that far too many nurses and clinicians are using outdated devices, some for over 20 years.

This points to a dire need for nurses to be made aware of new product developments in the catheter securement device industry.

“93% of nurses surveyed would like to try a new catheter securement device”



BE THE SPARK TO IGNITE CHANGE

Switch to Klik-FIX Catheter Securement Devices Today



Starboard Medical's Klik-FIX securement device is simple, stable and secure.

- Helps prevent catheter movement and migration
- Engineered to withstand an 8lb pull force
- Patient and clinician friendly placement and removal
- Works well with existing catheter dressing protocols
- Comfortable, stable, secure

ABOUT STARBOARD MEDICAL

Starboard Medical Inc. is a manufacturer of advanced, clinically differentiated IV catheter securement and temperature monitoring products for the acute and alternate care markets.

Providing solutions for healthcare providers that enhance patient care, improve patient outcomes, and reduce overall costs is our focus. Our products provide innovative design features that significantly improve performance, safety, and outcomes. The Starboard Medical product line features the patent-protected Klik-FIX™ Catheter Securement System and the Clarisonus™ Plus Esophageal Stethoscope with listening device.

In February 2017, we received national certification as a Women's Business Enterprise (WBE) by the Women's Business Enterprise Council – West. By including women-owned businesses among their vendors, health systems, group purchasing organizations, corporations and government agencies demonstrate their commitment to fostering diversity and the continued development of their supplier/vendor diversity programs.

Our vision is to innovate, exceed customer expectations and grow to attain market leadership and operational excellence in our respective product segments.

Learn more about Starboard Medical at <https://www.starboardmedical.com/>

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