

LaproSponge – What is it and what does it do?

LaproSponge, made from PVA (polyvinyl alcohol) is a highly absorbent material which helps support hemostasis while improving visualization for the surgeon. LS is non-abrasive and can be used for dissection or as a barrier between suction cannula and delicate tissue to protect from accidental damage.

Cost effective: saves time by reducing instrument exchanges between suction cannula and coag device - can be used the entire case. Once LS becomes saturated it can quickly be suctioned for continued use.

What are surgeons saying about LaproSponge?

“Absorbed significant amount of fluid, soft, easy to use on bowel. I liked using it”

“Where has this been!”

“Excellent reusable sponge. Great for retraction and hemostasis. Big improvement over 4x4 sponges”

“I like using around vascular bundle where I prefer not to use electrocautery”

LaproSponge Targets & Strategy:

Connect with your Intuitive Surgical rep and discuss F&B's of LaproSponge and how it will enable their robotic surgeons to manage bleeders and reduce instrument exchanges making the case go smoother.

Following cases worked with your other products, (where you observed a need for LS) demo the product and talk about how it could have helped them in last case.

- Cases in vascular areas, i.e., prostate
- Cases where Floseal is used
 - o Apply a gauze sponge moistened with sterile saline to hold FLOSEAL Matrix in place against bleeding surface.....(taken from FLOSEAL IFU)
- Where rolled 4x4's are being used to attempt what LS is designed to do
- Complex thoracic procedures

Reasons why LaproSponge is superior in absorption technology:

- LS supports hemostasis by wicking fluid quickly allowing for better coagulation to take place
- LS can be suctioned when saturated for continued use vs. having to continually exchange 4x4 rolls
- LS is non-abrasive and can be safely used for delicate tissue dissection
- LS is easy to locate due to attached recovery buoy and virtually eliminate a sponge being left in patient