



ASC STRATEGIES

Drive Operational and
Financial Performance while
Delivering Quality Care



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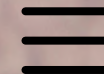
Introduction

Today's Ambulatory Surgery Centers (ASC)s are challenged with handling increased workloads and case complexities, new regulatory requirements, and higher capital and labor costs – all while trying to deliver quality patient outcomes. STERIS allows ASCs to place daily challenges into our hands to help realize growth potential while they focus on what they do best: delivering quality patient care. We also offer a comprehensive portfolio of products and services to support ASCs and help meet their operational, financial, and compliance goals.

This resource explores some of the operational and financial strategies our team of advisors use in partnership with Customers to help overcome today's challenges and scale for the future.

OPERATIONAL STRATEGIES

Boost Efficiency, Compliance, and Procedural Volume Amid Rising Case Complexities

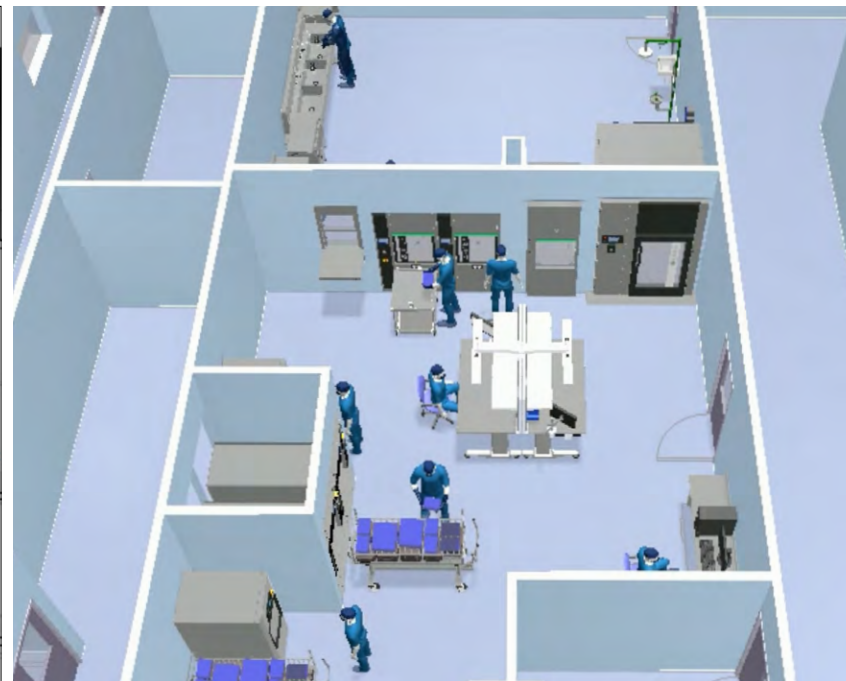




ADDRESS THE CHALLENGES OF TODAY WHILE PLANNING FOR THE FUTURE

As greater caseloads and more complex procedures shift from hospitals to ASCs, staff, space, and resources all come at a higher premium for ASC owners. By properly planning for potential long-term growth for your facility, you can help ensure your ASC reaches its full revenue potential. Whether it's building a new or renovating an existing ASC, the design strategy and subsequent planning process are critical to the project's overall

success. Planning and designing an ASC's Sterile Processing Department (SPD), Operating (OR), or Endoscopy (GI) Suite is complex and requires stakeholder involvement and careful consideration. During this stage, it is crucial to work with a partner specializing in healthcare to help alleviate department inefficiencies, project delays, and additional expenses.



ADDRESS THE CHALLENGES OF TODAY WHILE PLANNING FOR THE FUTURE

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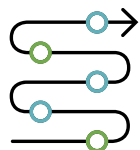
With extensive experience in the design of healthcare spaces, STERIS recognizes the need for a future-ready ASC. That is why we leverage not only our innovative technology and services, but also our team's expertise and relationships with local designers, code officials, and other key personnel. The STERIS Healthcare Design team is also dedicated to continuing education and learning from industry leaders about the latest code requirements and industry best practices, so we can help Customers design an ASC that's built for the future from day one.

To help ensure all your ASC planning needs are covered, we work with you hand-in-hand from initial design ideation to final implementation using in-depth, standardized processes. Our team uses proprietary algorithms developed over decades of working in thousands of SPD and GI Reprocessing environments to simulate, analyze, and unlock reprocessing optimization. These studies yield insights and opportunities to maximize SPD and GI

Reprocessing throughput per square foot, helping Customers optimize space utilization in service of revenue generation. We understand the critical impact reprocessing has in the OR and how to properly design an optimized workflow from the OR into reprocessing. Our OR offerings also allow for the expansion and growth of new service lines and seamlessly connects with ASC's current systems to allow flexibility



BELOW ARE SOME OF THE DESIGN & PLANNING TOOLS THAT GIVE CUSTOMERS A ROADMAP FOR SUCCESS



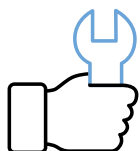
Workflow Analysis

For an ASC with limited space, the goal is to have the highest capacity possible with the lowest footprint. However, actions like reducing the amount of equipment to save space may not abide by industry guidelines. STERIS works with Customers to create a functional plan for their ASC with the proper equipment and capacity to ensure the department runs efficiently and in compliance with regulatory requirements.



Design Development & Space Allocation

More complex procedures in orthopedics, cardiology, and spine are shifting from the inpatient hospital settings to ASCs. With these significant changes coming in the healthcare landscape, it's important to build an ASC that can adapt to new trends and properly support procedural growth. Our team of advisors works with stakeholders and architects to design an ASC space that prioritizes efficiency and has a small footprint while also meeting all code requirements, guidelines, and clinical needs for today, tomorrow, and beyond.



Prefabricated Systems

Speed to market can be a significant advantage for ASC owners trying to succeed in an increasingly competitive landscape. Traditional onsite construction may take weeks to install and possibly face extended timelines due to weather delays, labor shortages, and other challenges. To help get ASCs up and running faster, STERIS offers factory-built, prefabricated wall and ceilings systems for the OR. These prefabricated systems can be installed in a matter of days and eliminate the need for on-site welding and labor for HVAC, medical gases, and utilities.

Design & Planning Tip:

For ASCs limited on space, consider installing a drying cabinet that can double as a pass-thru.

STERIS REPROCESSING ADVISORY SERVICES

Comprehensive Assessments to Safeguard Your ASC's Success

With today's competitive landscape, quality improvements are top of mind for ASC owners looking to attract more patients while improving efficiency and staff satisfaction. Through STERIS's Reprocessing Advisory Services, we help address potential bottlenecks, identify any issues in reprocessing causing issues or delays, and get new staff up to speed as quickly as possible. Our team works with Customers to investigate and evaluate process improvement options and provide practical steps for ensuring healthcare facilities meet or exceed their goals and clinical and regulatory compliance.

Sterile processing is central to your ASC's operational and financial performance. Having regular assessments can help facilities mitigate inefficiencies, ensure compliance, and avoid costly disruptions. From capacity and compliance to people and processes, STERIS takes a holistic and unbiased approach towards evaluating your sterile processing operations. Our thorough assessments help ASCs uncover risks, streamline workflows, and support future growth.





These assessments may include:

Comprehensive Reprocessing Assessments - These assessments help free your ASC from the burden of guessing whether sterile processing is compliant, efficient, or scalable. STERIS delivers a full analysis of your department's sterilization practices, staffing, and leadership—identifying gaps that could lead to delays, errors, or regulatory citations. We provide actionable insights and a clear roadmap to improve quality, optimize workflows, and support growth—so your team can focus on patient care, not process troubleshooting.

Gap Analysis - Each ASC has unique needs. As a partner, we assess the facility's current state, challenges, and future goals. Once a project plan is established, we conduct a GAP Analysis and baseline competency review. Staff engagement helps identify opportunities in regulatory compliance, quality, and process improvement. We develop standard operating procedures (SOPs) to standardize tasks, reduce errors, and enhance quality. Operational changes are tested, refined, and integrated into training. Leadership routines support long-term sustainability.

Competency Assessments - ASCs must meet strict regulatory standards, including verified staff competencies and qualified oversight for instrument processing. Noncompliance can result in citations or facility shutdowns. To support ASCs, STERIS provides virtual and in-person assessments led by qualified educators. The MySPD™ digital platform offers training and competency tracking to help staff succeed—anytime, anywhere.

Strategic studies for single or multiple SPD locations - assessment to determine strategic direction for sterile processing.

Clinical & regulatory compliance audits - evaluate an SPD's performance to clinical guidelines, identify gaps, and help develop an action plan.

Mock Survey - identify a healthcare facility's preparedness and opportunities for improvement.

Assessments Tip: If you're experiencing a constant backlog on trays and difficulty keeping up with cases, staffing constraints may not be the only issue. Consider an evaluation of your entire reprocessing workflow to streamline the process.



EDUCATION & COMPETENCY PROGRAM - MYSPD



For Training

Sustains Learning

Extends onsite training with ongoing education.

Ensures Consistency

Reinforces SOPs and best practices.

Supports Compliance

Maintains regulatory alignment.

As a Foundation

Flexible Framework

Builds or enhances internal training programs.

Tracks Competency

Documents staff skills and progress.

Improves Onboarding

Standardizes new hire education with SOPs.

EDUCATION



Achieve Operational and Clinical Success through Tailored Education

Continuous education and effective training programs are powerful tools for maintaining compliance standards and ensuring team members are confident in their roles. In addition to boosting staff proficiency, implementing a strong education and training program can help boost patient and staff safety and satisfaction and improve operational workflows. STERIS provides comprehensive in-person and online resources to help ensure staff is up to date on the latest technologies, treatments, and standards.

The benefits of STERIS education and training programs for ASCs include:

- Increased efficiency and productivity
- Enhanced quality control and regulatory compliance
- Improved communication and collaboration within the department
- Standardized onboarding and training plan

Education Tip: Implementing education programs not only help improve associate confidence and team morale, but receiving the proper training and following the standardized protocols minimize potential for variances that can lead to disruption in the ASC.



EDUCATION

STERIS supports strong departments and helps develop future leaders through our education portal - [STERIS University](#). With more than 200 clinically curated educational resources, ranging from surgical patient safety and infection prevention to workflow efficiency and leadership skills, there is educational content for everyone.

ASC professionals can earn free continuing education (CE) credits through a variety of CE-accredited eLearning modules, webinars, and study guides - all designed to enhance compliance, onboarding, and day-to-day excellence. Many of these CE offerings support ASC-specific certifications such as the Certified Administrator Surgery Center (CASC) and Certified Ambulatory Infection Preventionist (CAIP) through the Board of Ambulatory Surgery Certification (BASC), helping staff advance their careers while strengthening departmental performance.

STERIS
UNIVERSITY



For ASC staff, STERIS University offers FREE courses on the following:

- Cleaning & Decontamination
- Endoscope Processing
- Equipment & Product In-Service Training
- Infection Prevention
- Leadership & Management
- Low Temperature Sterilization
- Safety & Basic Principles
- Steam Sterilization
- Sterility Assurance
- Surgical Patient Safety



Comprehensive Training Programs to Build a More Confident and Compliant Team

Many ASCs face challenges related to high turnover rates and labor shortages, which can make it difficult for leadership to ensure their staff is competent, certified, and performing tasks in accordance with the latest standards and Instructions for Use (IFU). With a focus on the latest industry guidelines and IFU for medical devices, STERIS provides education and certification readiness through several platforms to ensure our program fits an ASC's specific needs.

To ensure your staff is trained, certified, and performing tasks in accordance with governing bodies, STERIS has developed numerous training offerings and programs, including:



Virtual Certification Readiness

STERIS-led classes enable staff to prepare for the HSPA or CBSPD certification exams at their own pace. We offer accelerated courses to fit the needs of our Customers, with live instructors and recorded webinar sessions for reference.



Clinical Education for Current Staff

Improve employee competencies and staff satisfaction while reducing turnover with educational offerings designed for existing team members. Our team of Clinical Instructors and Educators provide education and training covering the SPD and high-level disinfection (HLD) areas of a healthcare facility.



Clinical Education for New Hires

Staff retention and satisfaction initiatives can ensure long-term department sustainability. To help instill confidence in new hires, our team offers hands-on learning to ensure new staff become competent in basic reprocessing activities and can productively work after the 12-week course. This training can be delivered to employees with or without sterile processing experience.

OPERATIONAL CONTINUITY



Connectivity for Greater Operational Continuity and Clinical Success

Reducing downtime, optimizing reprocessing, and aligning SPD output with OR demand are essential to enabling procedural growth for an ASC. To help Customers achieve this, STERIS offers connectivity tools that can be combined to create a connected ecosystem that provides real-time insights and enables delivery of quality outcomes, standardization and optimization, and more.



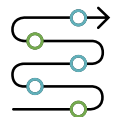
Remote Monitoring

Keep your reprocessing department productive and prepared by using real-time equipment performance data to eliminate unplanned downtime by proactively addressing any potential issues, resulting in fewer disruptions to critical workflows.



Data Export Software

Be audit-ready, streamline compliance activities, and reduce paperwork and administrative burden by automating equipment cycle data.



Workflow Solution and Surgical Asset Tracking Software

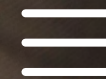
Manage and identify the sterility status and location of your surgical instruments, electronically and with precision.

Operational Continuity Tip:
Coverage matters... With the largest dedicated team of more than 1,500 Service and Repair Technicians across the country, STERIS helps ensure your ASC facility is maximizing uptime and delivering uninterrupted patient care.



FINANCIAL STRATEGIES

Flexible Options to Meet
Your Financial Needs





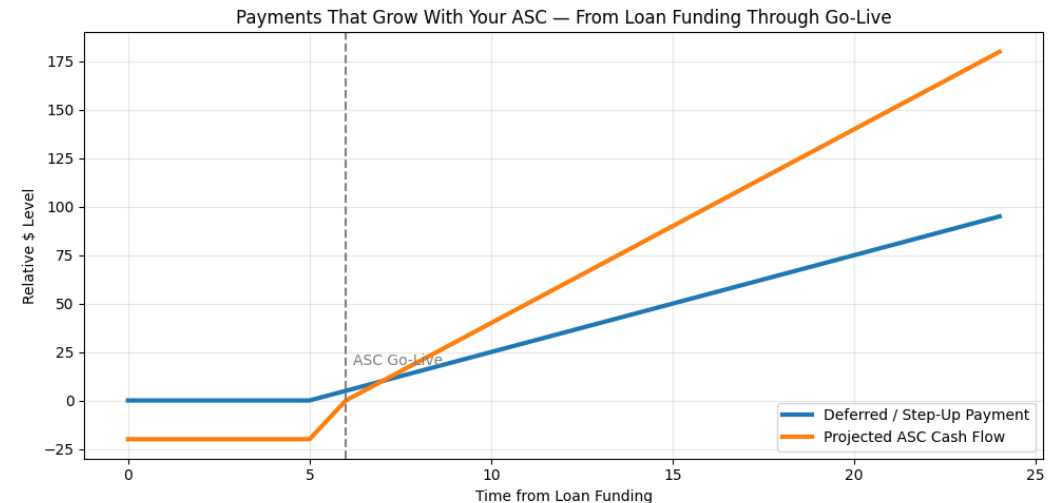
Financial Strategies to Support Quality Care and Surgical Growth

ASCs may face fluctuating cash flows and need to adapt quickly to changes in reimbursement and increased patient and procedure complexities. The upfront capital required to expand and add new service lines can also place a financial burden on ASCs. Learn how STERIS and its financial partners offer flexible financing options to alleviate these burdens and supports ASCs to maintain financial stability and predictability while pursuing growth opportunities.

Asset Liens versus Blanket Liens

To help ASCs mitigate risk while securing loans, STERIS's financial partners offer asset liens, where a Uniform Commercial Code (UCC) is only filed on the equipment leased by STERIS. This provides an ASC with more financial flexibility by allowing them to use other assets to secure additional lines of credit. Asset liens also typically come with a lower interest rate since the loan is secured by an asset, which presents less risk to the lender.

Asset liens provide a safer alternative to a "blanket lien," in which the bank will likely take security interest in all the practice's assets. In the event of a loan default, a blanket lien allows the bank to seize all assets, not just the leased equipment. Additionally, because there is a lien on all assets, it limits an ASC's ability to obtain additional loans.





Cost Control Through Lifecycle Management

To help Customers control costs and better plan for future service stages of equipment, we offer the STERIS Lifecycle Management process that supports our equipment from product install to the eventual repair through replacement of equipment. As equipment ages, our team will work with you to identify service needs and recommended replacements to ensure you get the most out of your investment. Our Service Lifecycle Management process is designed to help you plan for future service needs and transition into new, innovative technologies so your equipment provides maximum service life.

Operating Leases

An operating lease allows ASCs to fund equipment through their operating budget. These operating leases provide the ultimate flexibility, as ASCs can purchase the equipment or upgrade to new STERIS technology at any time.

Deferred Payments

When a new ASC is constructed, equipment will arrive before the facility is operational. This means ASC owners are often challenged with needing to make payments on the equipment before the ASC is capable of generating revenue. To help bridge that gap and support growth during these times, STERIS offers deferred or skipped payments to improve cash flow and allow ASCs to get the equipment they need to enhance patient care without making a significant, upfront capital investment. **See illustration on page 16.**

To help support your ASC's unique needs and protect their borrowing power, STERIS (through our financing partners) offers a number of flexible financing options, including:

- A 'step-up' schedule, which starts with smaller loan payments that gradually increases to the full loan amount over time to align higher payments with growing revenue once the Customer is operational
- Longer payment terms to minimize monthly loan payments
- Competitive interest rates

TO LEARN HOW STERIS HELPS ASC CUSTOMERS
meet their operational, financial, and compliance goals
while delivering quality care, [click here](#).

healthcare.steris.com

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