



GI Supply
Specialty Endoscopic Products

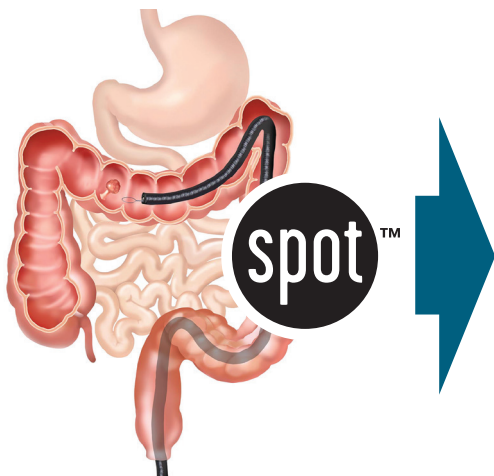
SpotTM Endoscopic Marker

Helping You Win the Fight
Against Colon Cancer



Spot™ Endoscopic Marker

Helping You Win the Fight Against Colon Cancer



- **Supports patient safety & quality goals**
- **Clinically proven and society recommended**
- **Easy to use and cost effective**

Spot™: Supports Patient Safety and Quality Goals

Laparoscopic procedure use and optimal visualization

Care coordination between Endoscopist and Surgeon

Colon cancer incidence rates in adults under the age of 40¹

Risk of 2% CMS payment reduction tied to quality data²



**Clinical Surveillance
Surgical Localization
~\$30 Per Procedure**

¹ Siegel R, et al. *JNCI J Natl Cancer Inst*. 2017.

² ASC Quality Reporting at www.cms.gov Accessed Mar 2017

Spot™: Clinically Proven Through >25 Published Studies

GIE
Gastrointestinal Endoscopy

Tattoo of colonic neoplasms
in 113 patients with a new
sterile carbon compound

Matthew P. Askin, MD, Jerome D. Wayne, MD,
Lawrence Fiedler, MD, Noam Harpaz, MD, PhD
New York, New York

Clinical Surveillance

100% of tattoos
were visible at
follow-up¹

*World Journal
of Surgery*

Tumor Localization for
Laparoscopic Colorectal Surgery

Yong Beom Cho • Woo Yong Lee • Hae Ran Yun •
Won Suk Lee • Seong Hyeon Yun • Ho-Kyung Chun

Surgical Localization

98% of tattooed
tumors found
in surgery²

1 Askin MP, et al., Tattoo of colonic Neoplasms in 113 patients with a new sterile carbon compound. *Gastrointestinal Endoscopy*. 2002. 56 (3): 339-42.

2 Cho YB, et al., Tumor localization for laparoscopic colorectal surgery. *World J Surg*. 2007. (31): 1491-95

Spot™: Society Recommended



“Colonoscopic tattooing is performed to enable future identification, at colonoscopy or surgery, of malignant lesions (proven or suspected), polypectomy, EMR, or ESD sites, difficult-to-detect polyps, or dysplastic areas. **All such lesions**, other than those definitely located in the cecum, adjacent to the ileocecal valve, or in the low rectum, **should be tattooed.**”¹ - ESGE, 2017



“**Lesions...should be marked** with ample submucosal injection of carbon black (Spot™) in 3 to 4 quadrants to ensure resection of the correct segment.”² - ACG, 2014



“**Tattooing is extremely important for intraoperative localization.** Tattooing should be accomplished using suspended carbon black commercially prepared for this purpose [Spot™].”³ - SAGES, 2012



“Spot™ was developed and is marketed specifically for endoscopic tattooing. It is approved by the FDA for this purpose.”⁴ - ASGE, 2010

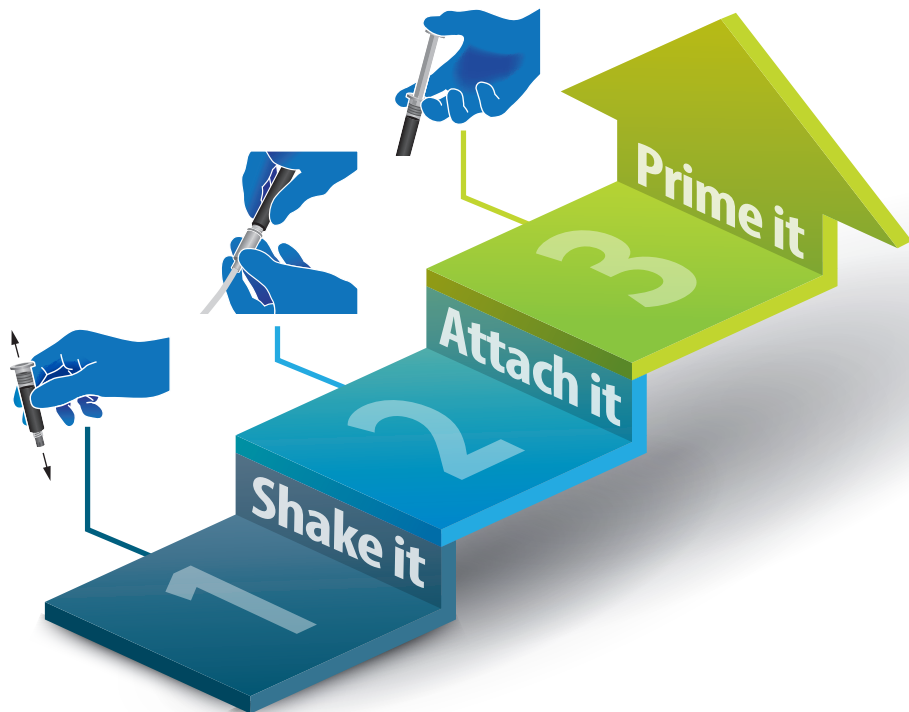
1 Ferlitsch M. et al., Colorectal polypectomy and endoscopic mucosal resection (EMR): European society of gastrointestinal endoscopy (ESGE) clinical guidelines. *Endoscopy*. 2017; 49

2 Rex DK, et al., Quality indicators for colonoscopy. *Am J Gastroenterol*. 2014 Dec. 81(1): 31-53

3 SAGES. Guidelines for Laparoscopic Resection of Curable Colon and Rectal Cancer. 2012 Feb.

4 ASGE Technology Committee. Endoscopic tattooing. *Gastrointest Endosc*. 2010 Oct;72(4):681-5.

Spot™: Easy and Efficient to Use



2017 CMS Tissue Marking National Payment

	Primary Colonoscopy Procedure		If Tissue Marking is Also Performed
Physician	\$212	+	\$17 (Total \$229)
ASC	\$474	+	\$237 (Total \$711)
Hospital	\$877	+	\$439 (Total \$1,316)
Example Procedure	Colonoscopy with Biopsy (CPT 45380)		Colonoscopy with Submucosal Injection (CPT 45381)

Storage

Store upright



Keep at room temperature



2 year shelf life



Preparation

Shake it



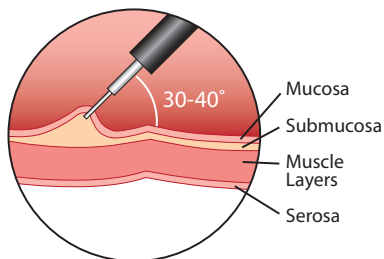
Attach it



Prime it



Submucosal Injection

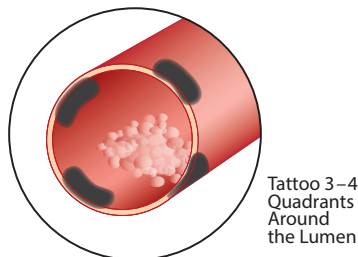
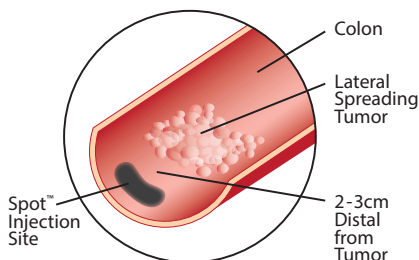


1. Place injection 2-3cm distal (downstream) of the area of interest
2. Inject tangentially, at a 30-40° angle to the mucosa

3. Create a saline bleb to find the submucosal plane prior to injecting Spot™ to reduce risk of intramural injection

4. Place Spot™ tattoos in 3-4 quadrants around the lumen to increase likelihood of visualization

5. Use 0.5-0.75 mL per injection site, and no more than 8 mL per patient



Documentation



- Use text and photo documentation in your reports with unambiguous terminology
- Document both the depth of scope and anatomic location of each tattoo
- Indicate where and how many tattoos were placed at each area of interest

To Place an Order:

Call **800.451.5797**

Email **info@gi-supply.com**

800.451.5797 | info@gi-supply.com | gi-supply.com

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