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Welcome! In this month's issue, medical device reps and their role in the operating room, clinical challenges of hip replacement, and more.

We're going to AAOS September 1-3. Will you be there? We should catch up.

Unmet Clinical Challenges of Total Hip Replacements

Bone and Joint 360 Podcast

Listen to Prof Ben Oliverre, Prof Fares Haddad, and Prof Ed Davies discuss the evolution and future of total hip replacement. Are the current techniques “good enough,” or is there more that could be explored? What's the role of robotic-arm assisted surgery in total hip replacement on into the future?

THA and Economics in ASCs Highlight

IOT

Will Holding recently presented on “The Economics of Total Joints in the ASC.” How do you maximize value in an ASC? Can an ASC accommodate 8 joint replacements in a day? [Email Will](#) for a mock schedule or to discuss.

Injuries mount as sales reps for device makers cozy up to surgeons, even in operating rooms

OrthoFeed

Device makers train sales reps to offer surgeons technical guidance in the operating room on the use of their products. But [a recent study](#) suggests this practice has contributed to patient harm.

How Sales Reps Become Trusted Advisors with Vinod Dasa

Journey to Private Practice Podcast

Amid the popular push for “rep-less” operating rooms, Dr. Dasa offers a [different view](#). What value do medical device representatives provide in the OR? And what gap might they fill as surgical complexity grows?

A Successful ASC Partnership Might Need Just a Handful of Surgeons

Insights from an ASC Expert

How many surgeon partners do you need to form a new ASC partnership? The short answer is ‘it depends.’ But it might just be a few surgeons. Find out [what factors](#) impact this number.

Compass is Hiring: Business Development Analyst - Manager

Compass News

The Business Development Analyst role is responsible for coordinating support of the Compass business development team. This will include all the following activities:

- pro forma financial analysis of new surgery center opportunities
- legal document coordination
- market analysis
- M&A due diligence
- support of marketing/PR efforts

If you know someone who may be interested, please pass along [these details](#).



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