

## MARKET-LED PROPOSAL EVALUATION SUMMARY – AUGUST 2021

**PROPOSAL NAME:** MLP19017 Mako Surgical Robot in Western Australia

**PROPOSER:** Stryker Australia Pty Ltd

**PROPOSAL STATUS:** Completed – successfully met criteria and terms accepted

**PROJECT VALUE:** \$10,364,610 (estimated cost over the five-year term)

### PROPOSAL DESCRIPTION

The Western Australian (WA) Government has accepted an unsolicited proposal received from Stryker Australia Pty Ltd (Stryker) for the introduction of Mako SmartRobotics (Mako system). The Mako system will deliver robotic arm assisted surgery to the South Metropolitan Health Service at Fremantle Hospital, through a five-year purchase and service agreement.

On-site training for relevant medical, nursing and operation staff will be provided by the Proponent. After initial in-service training, a dedicated Stryker technician will provide ongoing staff training and education is provided, ensuring efficient and safe use of the Mako system.

The proposal includes:

- Alignment with Strategy 8 of the Sustainable Health Review ‘innovate for Sustainability’ by providing an opportunity to explore innovations in robot assistance in relation to hip and knee replacements surgeries.
- Certified support engineers, experts in the installation, operation, and maintenance of the Mako system.
- Pre-operative segmentation and 3D planning coordination with imaging sites.
- A Field Service Engineer to setup and complete in-servicing at the nominated radiology site.
- Ongoing training for surgeons, hospital and theatre staff.
- On-site clinical support for robotic-arm assisted surgery procedures.
- Proactive planned maintenance.

Mako robotic-arm assisted surgery will be the first publicly funded system in WA’s public hospital system, helping achieve equality of access to world-leading surgical technology.

### BENEFITS

- Greater value for money through negotiating outright ownership of the Mako system for the South Metropolitan Health Service.
- Improved surgical experiences and outcomes for WA joint replacement patients. This is a key element of a successful value-based healthcare program delivered by healthcare professionals and providers in WA.
- Greater consistency in joint replacement procedures by enabling surgeons to make more accurate bone cuts.
- Savings through reduced bedtime for patients’ post-surgery.
- A number of other health benefits and cost savings, including:
  - less patient pain post-procedure
  - reduced use of opiates

- better physical outcomes
- earlier discharge from hospital
- reduced need for rehabilitation
- reduced post-operative complications.

#### **GOVERNMENT CONTRIBUTION AND COMMERCIAL PROPOSITION**

- \$2.05 million purchase price is offset by a minimum order of Stryker implants over a five-year term.
- The cost to South Metropolitan Health Service is estimated to be \$10,364,610 over the five-year term of the agreement, including outright ownership of the Mako system, supply of Stryker implants, servicing and support.
- At the close of the five-year term, South Metropolitan Health Service will exclusively own the Mako system.
- There is no obligation to the State for further investment beyond the five-year term.