



The Spirit

Issue 25 | Spring 2017

Celebrating successes and sharing news from across the AmerisourceBergen family of animal health businesses.

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Feature Story

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The History of Securos - From Start to Future

By Steven M. Fox, MS, DVM, MBA, PhD, Securos Surgical President



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Securos Surgical
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Securos Inc. was established in April of 1997 by Dr. Karl H. Kraus, MS, DACVS, at his residence, 20 Blackstone Street in Sutton, Massachusetts. Dr. Kraus is also the one who coined the name "Securos." In Latin it means "security in

bones" or in an active sense, "secure bone," a clever way to communicate something related to orthopedics.

Securos actually developed years before its establishment 20 years ago as a collection of concepts and ideas for improving veterinary surgery. Ideas included problem solving, improving outcomes through innovation, and the education of postgraduate veterinarians. Instrumentation

was recognized as needing improvement with advanced engineering, contemporary materials and innovative manufacturing. Surgical techniques could be refined and new procedures begged for development.

It was apparent that surgeons at all levels of clinical practice would benefit from high-quality, hands-on surgical training. A company was needed that focused specifically on the

veterinary surgical community in all these areas. Those concepts were the foundation of Securos then, as they are today.



Dr. Karl H. Kraus, MS DACVS

Dr. Kraus was a professor at Tufts University, but also an adjunct professor at Worcester Polytechnic Institute (engineering)



Securos Booth

20th Anniversary

and Harvard Medical School (human medicine). From his network of professional colleagues, Dr. Kraus assembled a team of engineers, veterinary surgeons and human surgeons. The initial team tasks were to design, engineer and manufacture a better external fixator system.

The only system available at the time was the Kirschner-Ehmer (KE) fixator. Complications with the KE system were unacceptably high. The system lacked compatibility to use positive profile threaded pins, predrill and direct pin holes, simplicity for adding pins and clamps, and adaptability to modulate stiffness during bone healing. The system generally lacked stiffness and strength, as well as user-friendly efficiencies.



2016 ACVS Surgery Summit



Securos-Ethos Reception, 2016 ACVS Surgery Summit



Securos solved these problems and documented the patented Securos External Fixation System clinical success with peer-reviewed published clinical studies. Training conferences were held throughout the country to instruct surgeons, not only on the instrumentation and technique, but also the triage and treatment of trauma patients: from presentation to post-operative care. Though others were to follow, Securos led the second generation of external fixator systems.

The next innovative undertaking by the Securos team focused on the extracapsular technique used for treatment of cranial cruciate insufficient stifles in dogs. At the time, existing problems were infection from large gauge braided suture material, lack of proper anchoring point suture placements, imprecise crimps and crimping technique, and inconsistent control of ligature tightness. These issues were solved with the patented Securos Crimp System and again, as before, training sessions with cadavers were held throughout the United States and abroad. Surgeons were trained, not only with the innovative instrumentation and implants, but also care of the patient from presentation through return to normal activity.

Attentive focus to the veterinary surgical community has resulted in a loyal following of surgeons from general practitioners to internationally renowned specialists. It was not long before Securos became recognized as a global leader, and a succession of innovations followed. These included: (1) the bone anchor, (2) improved implants for both the Tibial Plateau Leveling Operation, and (3) implants for the Tibial Tuberosity Advancement. The scope of products broadened to general surgical instrumentation, specialty instruments, suture material, the modular Tridenta Dental Instrument kits and a host of other products focused on improving the care of veterinary patients and supporting veterinary professionals.

Securos had grown to the point where corporate partnerships were needed to maintain its growth as well as facilitate more comprehensive patient care within the veterinary surgical community. Hence, the union with MWI, an established leader in product distribution throughout the veterinary industry.

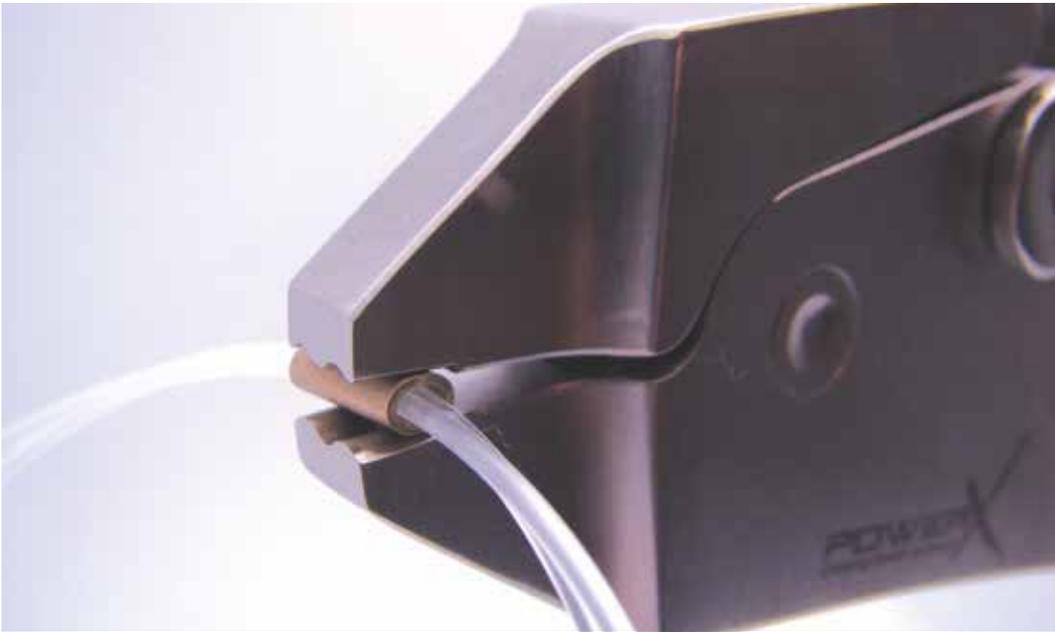
Securos continues to be a leader in innovation and education for veterinarians. The establishment of Securos University is a unique concept that facilitates veterinarians' continued



External Skeletal Fixation System,
Original U Clamp



Crimping Device, Patented System



PowerX Crimper with 80# Nylon

development of their knowledge and skills. No matter what the skill level of registered attendees, expert specialists train surgeons in contemporary clinical procedures through a progression of hands-on skills. The Securos goal, following a course, is that attendees will perform procedures they did not previously perform, or they will improve upon their previous performance.

In 20 short years Securos has grown from a startup corporation to a world leader. Working together with inquiring practitioners, there is much more to be done—more problems to be solved, more patients to be helped, more veterinarians to be supported. Securos looks forward to leading the future of change.

Congratulations, Securos, on 20 years of exceptional innovation and an unwavering commitment to excellence and quality.

Securos News

Support for Customers and You

The Securos Sales Support Team focuses daily on providing excellent customer service as well as support to the MWI Sales Team. We are dedicated to providing the highest quality implants and instruments to your customers, while simultaneously assisting you to increase your business.



Customer consultation. The Securos Sales Support Team is often called upon to provide in-depth technical support to customers. We are happy to assist surgeons and their staff in selecting the proper implants or instruments needed for upcoming surgeries. We act as a liaison between the customer and our OrthoHelp Team, as well as provide surgical technique tips and suggestions.

Quoting. Sales Support will provide financial quotes for orthopedic and surgical kits, power equipment and customized quotes as well. We provide quotes of all sizes in an efficient, timely manner, making you and your customer our priority.

Product expertise. The Sales Support Team has been provided with in-depth training on the Securos products and supported techniques. We are ready to assist you or your customer with product-related or technical questions.

Sales training and promotions. Sales Support plays an integral role in coordinating ISR trainings, as well as creating reference materials and promotions, all of which make selling Securos products easier and more fun.

Trade shows. The Securos Sales Support Team attends many of the large veterinary conferences each year where we are able to meet with our existing customers, recruit new customers and provide sales assistance and technical support.



Instrument repair coordination. The Support Team is equipped to answer repair and warranty questions quickly and efficiently. We are also able to assist you or your customer in setting up an instrument repair work order.

Demo instrument coordination. Securos is happy to provide demo instrument kits to Territory Managers (TM) or their clinics in order to allow surgeons and technicians a trial experience before committing to a purchase. We provide a demo instrument kit, upon request, for each TM to bring into their clinics as a "show-and-tell" piece. Demo kits are often in high demand and a demo schedule is maintained by the Sales Support Team to ensure that TMs are given ample opportunity to detail the desired kit to their customers.

Help us help you! You can always contact the Securos Sales team at securossales@mwiah.com or 877.266.3349, option 2, for more information.