



Case Study



Learn how LINK partnered with
PatientIQ for post-market surveillance

LINK and the LinkSymphoKnee

Waldemar Link (LINK) is a global orthopaedic company headquartered in Hamburg, Germany, with heritage of engineering and producing high-quality medical devices for over seven decades. The LinkSymphoKnee is a complete system for total knee replacement. In order to prove the efficacy and safety of the LinkSymphoKnee to prospective customers, LINK partnered with PatientIQ to conduct post-market surveillance on the product's performance.

The Challenge

After early market release in Europe and the United States, LINK began to generate significant interest for this device in the US market. This strategic market expansion represented significant revenue potential. In order to unlock this revenue, LINK needed to overcome repeated requests for additional data on the device's performance from surgeons and value analysis committees within the healthcare ecosystem. The LinkSymphoKnee implant received FDA 510K clearance in 2021, and the LINK team became eager to drive more usage of their product in the US.

The Solution

LINK leveraged PatientIQ's ResearchPRO solution to capture post-market surveillance on the LinkSymphoKnee. ResearchPRO was designed by a team of in-house researchers and is supported by a large network of outcomes-focused healthcare providers. The PatientIQ network was a significant factor in LINK's decision to utilize ResearchPRO for their post-market surveillance. PatientIQ works with more than 10,000 healthcare providers at more than 700 healthcare organizations.



ePRO



Remote monitoring



eCRF



Reporting & analytics



eConsent



Professional services

The Method

LINK partnered with PatientIQ to conduct post-market surveillance on their LinkSymphoKnee product. They were particularly interested in the patient-reported outcomes for patients who received the LinkSymphoKnee as a part of their primary total knee arthroplasty. The goal was to prove their product's efficacy across different sites.

Create the data model

PatientIQ guided LINK on the necessary data to collect, focusing on the information required for the Value Analysis Committee's analysis to effectively quantify LinkSymphoKnee's outcomes. PatientIQ's team of experts provided best practices based on real-world experience working with numerous healthcare organizations and thorough literature reviews.

Identify sites

PatientIQ collaborated with LINK to identify mutual clients for participation in the data collection process.

Data collection

Using its extensive network of orthopedic surgeons, PatientIQ collaborated with two US-based orthopedic clinics to establish a multi-center LinkSymphoKnee registry. Data collection was conducted in two ways:

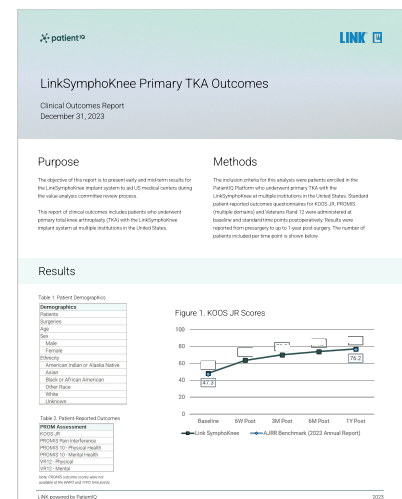
- Historical LinkSymphoKnee cases were identified and imported into the registry, ensuring high compliance at post-operative time points.
- New LinkSymphoKnee cases were automatically identified and enrolled prospectively using existing Electronic Health Record (EHR) connections.

Data analysis

Using PatientIQ's proprietary Analytics Autopilot, statistical analysis of LinkSymphoKnee's longitudinal outcomes data was conducted. These outcomes were benchmarked against both the American Joint Replacement Registry (AJRR) national benchmarks and PatientIQ benchmarks for primary total knee arthroplasty (TKA) surgery.

Clinical outcomes report

A comprehensive clinical outcomes report was created, targeted at health systems to present to their value analysis committees. This report illustrated that the LinkSymphoKnee outperformed national averages.



Excerpt from a LinkSymphoKnee report, a component of our final delivery

The Results

Within 8 weeks, surveillance data captured and analyzed by PatientIQ helped LINK to prove that patient-reported outcomes surrounding the LinkSymphoKnee **exceeded national averages**. The clinical outcomes reported generated by PatientIQ has been leveraged by the LINK team to drive product adoption in new markets. The report was directly responsible for a new health system contract for LINK. Within six weeks, \$5 million in new revenue was unlocked.

8 weeks

from contract to
project delivery

\$5 million

in new revenue
unlocked in first
60 days

About the LinkSymphoKnee

The LinkSymphoKnee is a comprehensive system supporting primary and revision knee arthroplasty. Elegant and intuitive instrumentation that accompanies LinkSymphoKnee, along with precise engineering, aims to achieve reproducibility in surgical outcomes. Likewise, the system was designed to reduce the number of trays required for procedures to assist in decreasing the costs of procurement and processing in any site of service. Lastly, the LinkSymphoKnee is available with multiple bearings and implant surfaces for primary and revision including LINK's proprietary PorEx coating.



The PatientIQ advantage

EHR-Integrated workflows

Leverage our existing EHR integrations to streamline enrollment, reduce manual data entry, and improve data integrity

Automated patient engagement

Fully automate patient-reported data collection, including reminders, to reduce the burden of patient follow-up and increase compliance

Multi-center collaboration

Effortlessly collaborate with sites and remotely monitor their activity with de-identified data sharing

Automated biostatistics

Utilize our automated biostats engine, *Analytics Autopilot*, to easily analyze data and identify significant findings for publication