

Table 1 Top 10 Most Frequently Ordered Products (Orthopaedic Practices)

Product name	eSurg	Competitor			
		A	B	C	D
Kenalog	\$59.57	\$106.90	\$69.45	\$64.51	\$61.22
Depo-Medrol	\$53.24	\$59.54	\$64.99	\$62.19	\$56.75
Methylprednisolone Acetate	\$32.14	\$35.88	\$40.41	\$36.99	\$36.99
Celestone Soluspan	\$40.80	\$67.04	\$46.82	\$41.26	\$43.11
Ethyl Chloride	\$107.43	\$112.48	\$119.56	\$109.48	\$153.05
Exam Shorts	\$61.29	\$111.36	\$79.01	\$74.06	\$62.88
Adhesive Skin Closures	\$71.13	\$94.67	\$93.42	\$81.64	\$78.99
Casting Tape	\$31.73	\$52.31	\$38.95	\$35.70	\$36.80
Suture Removal Kit	\$2.81	\$7.44	\$4.66	\$3.00	\$3.11
Exam Table Paper	\$31.07	\$80.64	\$39.01	\$37.09	\$34.02
Total	\$491.21	\$728.26	\$596.28	\$545.92	\$566.92
	eSurg savings:	33%	18%	10%	13%

Source: eSurg Corp