WEEKLY OWNER REPORT

Hub Report Test

Week of Oct 5 – Oct 11, 2026 · as of Fri, Oct 9, 2026 · prepared 2026-10-13 22:10 UTC

WEEK OF	CASES SCHEDULED	OUR PRODUCTS	ANOTHER VENDOR	NO IMPLANTS	FLAGGED · AT STAKE
Oct 5 – Oct 11	62	32	19	11	2 · $1.1M/yr

Last 12 months: 3,073 cases (+1% vs the 12 months before), our share of implant cases 82% (-10 pts), 450 implant cases with another vendor, 7 surgeons across 2 facilities. Dollar estimates use the average implant revenue per case entered in the Hub ($1,700) × implant cases × the surgeon's normal share.

Surgeons flagged

Rule: our share of a surgeon's implant cases over the last 8 weeks falls more than 15 points below the prior 12-month average, with at least 5 implant cases in the window. Backorder notes are treated as temporary.

SWITCHING **Celia Marsh** Foot & Ankle · Fox Hollow Regional Medical Center · K. Holm

Our share of implant cases is **2%** over the last 8 weeks. Normal for this surgeon was **85%** (12 months before the alert). Case volume has not changed: Arvane on 58 of 59 implant cases.

Flagged since **Mar 27** · Run-rate at stake about **$584K/yr** · Schedule notes: “Arvane – per pref card”, “Arvane set to SPD by 0900 prior day”

SWITCHING **Daniel Brandt** Sports Medicine – Knee · Kettle Ridge Surgery Center · R. Dekker

Our share of implant cases is **20%** over the last 8 weeks. Normal for this surgeon was **86%** (12 months before the alert). Case volume has not changed: Veltrane on 48 of 60 implant cases.

Flagged since **Aug 28** · Run-rate at stake about **$530K/yr** · Schedule notes: “Veltrane per surgeon”, “Veltrane rep in room”, “Pref card updated 9/11: Veltrane”

This week by surgeon

Every case on the schedules for this week, with the vendor the scheduler listed. Our brands: Corsen, Calder Point.

Surgeon	Facility	Rep	Cases	Ours	Other vendor	No implants	Other vendors on the schedule
Celia Marsh	Fox Hollow Regional Medical Center	K. Holm	9	0	9	0	Arvane
Daniel Brandt	Kettle Ridge Surgery Center	R. Dekker	12	0	8	4	Veltrane
Jonah Pell	Fox Hollow Regional Medical Center	K. Holm	9	4	1	4	Veltrane
Priya Raman	Kettle Ridge Surgery Center	R. Dekker	9	7	1	1	Arvane

Surgeon	Facility	Rep	Cases	Ours	Other vendor	No implants	Other vendors on the schedule
Daniel Okafor	Fox Hollow Regional Medical Center	K. Holm	8	7	0	1	—
Owen Fiske	Kettle Ridge Surgery Center	R. Dekker	8	7	0	1	—
Megan Kowalczyk	Kettle Ridge Surgery Center	R. Dekker	7	7	0	0	—

Cases with another vendor this week

Date, procedure and the vendor on the schedule, so a conversation can happen before the case, not after the invoice.

When	Surgeon	Procedure	Vendor	Facility	Schedule note
Oct 6 07:30	**Celia Marsh**	ORIF ankle fracture ± syndesmosis	Arvane	Fox Hollow Regional Medical Center	
Oct 6 09:40	**Celia Marsh**	Lapidus bunionectomy (1st TMT arthrodesis)	Arvane	Fox Hollow Regional Medical Center	Arvane – per pref card
Oct 6 11:40	**Celia Marsh**	1st MTP arthrodesis	Arvane	Fox Hollow Regional Medical Center	
Oct 6 13:10	**Celia Marsh**	ORIF ankle fracture ± syndesmosis	Arvane	Fox Hollow Regional Medical Center	
Oct 6 15:20	**Celia Marsh**	ORIF ankle fracture ± syndesmosis	Arvane	Fox Hollow Regional Medical Center	Arvane set to SPD by 0900 prior day
Oct 9 07:30	**Celia Marsh**	Lapidus bunionectomy (1st TMT arthrodesis)	Arvane	Fox Hollow Regional Medical Center	Arvane – per pref card
Oct 9 09:30	**Celia Marsh**	Bunionectomy, distal chevron osteotomy	Arvane	Fox Hollow Regional Medical Center	Arvane set to SPD by 0900 prior day
Oct 9 10:55	**Celia Marsh**	Hammertoe correction	Arvane	Fox Hollow Regional Medical Center	
Oct 9 12:00	**Celia Marsh**	ORIF ankle fracture ± syndesmosis	Arvane	Fox Hollow Regional Medical Center	
Oct 6 08:30	**Daniel Brandt**	Arthroscopic meniscus repair	Veltrane	Kettle Ridge Surgery Center	Pref card updated 9/11: Veltrane

When	Surgeon	Procedure	Vendor	Facility	Schedule note
Oct 6 13:05	**Daniel Brandt**	Arthroscopic meniscus repair	Veltrane	Kettle Ridge Surgery Center	Veltrane – per pref card
Oct 8 07:30	**Daniel Brandt**	MPFL reconstruction	Veltrane	Kettle Ridge Surgery Center	
Oct 8 09:20	**Daniel Brandt**	ACL reconstruction, all-inside quadriceps autograft	Veltrane	Kettle Ridge Surgery Center	Veltrane – per pref card
Oct 8 11:25	**Daniel Brandt**	ACL reconstruction, all-inside quadriceps autograft	Veltrane	Kettle Ridge Surgery Center	
Oct 8 13:15	**Daniel Brandt**	ACL reconstruction, all-inside quadriceps autograft	Veltrane	Kettle Ridge Surgery Center	Veltrane – per pref card
Oct 8 15:15	**Daniel Brandt**	ACL reconstruction, all-inside quadriceps autograft	Veltrane	Kettle Ridge Surgery Center	Pref card updated 9/11: Veltrane
Oct 8 17:20	**Daniel Brandt**	Arthroscopic meniscus repair	Veltrane	Kettle Ridge Surgery Center	Veltrane – per pref card
Oct 8 08:30	**Jonah Pell**	ACL reconstruction, BTB autograft	Veltrane	Fox Hollow Regional Medical Center	Surgeon request – Veltrane
Oct 9 07:30	**Priya Raman**	Bunionectomy, distal chevron osteotomy	Arvane	Kettle Ridge Surgery Center	Corsen set in use – Arvane used

Surgeon watchlist

Last 8 weeks against the 12 months before, per surgeon. Share = our share of implant cases; Normal = the prior 12-month average.

Surgeon	Signal	Facility · rep	Cases	Implant	Share	Normal	Change	Volume	Other vendors (8 wks)
Celia Marsh Foot & Ankle	Switching	Fox Hollow Regional Medical Center · K. Holm	65	59	2%	55%	+54 pts	-3%	Arvane (58)
Daniel Brandt Sports Medicine – Knee	Switching	Kettle Ridge Surgery Center · R. Dekker	89	60	20%	88%	+68 pts	+9%	Veltrane (48)
Priya Raman Foot & Ankle	Steady	Kettle Ridge Surgery Center · R. Dekker	72	69	94%	94%	0 pts	-1%	Arvane (4)
Owen Fiske Sports Medicine – Shoulder	Steady	Kettle Ridge Surgery Center · R. Dekker	67	55	93%	91%	-1 pts	+1%	Veltrane (4, 1 backorder)

Surgeon	Signal	Facility · rep	Cases	Implant	Share	Normal	Change	Volume	Other vendors (8 wks)
Jonah Pell Sports Medicine – Knee	Steady	Fox Hollow Regional Medical Center · K. Holm	66	48	90%	91%	+2 pts	+2%	Veltrane (5, 1 backorder)
Megan Kowalczyk Hip Preservation	Steady	Kettle Ridge Surgery Center · R. Dekker	60	46	96%	91%	-4 pts	+2%	Veltrane (2)
Daniel Okafor Sports Medicine – Shoulder	Steady	Fox Hollow Regional Medical Center · K. Holm	61	46	93%	91%	-3 pts	+4%	Veltrane (3, 2 backorder)

Other vendors on our schedules

Last 12 months, with 6-month momentum and the reasons schedulers wrote down.

Vendor · surgeons	Cases	Surgeons	6-mo trend	Schedule notes
Arvane Celia Marsh (231) · Priya Raman (26)	257	2	+236%	“Arvane – per pref card” (50) · “Arvane set to SPD by 0900 prior day” (41) · “Facility contract item – Arvane” (14)
Veltrane Daniel Brandt (85) · Owen Fiske (30) · Megan Kowalczyk (27)	193	5	+51%	“Surgeon request – Veltrane” (35) · “Facility contract item” (33) · “Corsen item backordered – Veltrane used” (30)

Monthly cases: ours vs other vendors

Last 12 months; the current month is partial. Share is our share of implant cases; cases without implants are not part of the share.

Month	Cases	Ours	Other vendor	No implants	Our share
Nov 25	218	154	15	49	91%
Dec 25	261	182	16	63	92%
Jan 26	268	203	19	46	91%
Feb 26	244	158	31	55	84%
Mar 26	256	177	29	50	86%
Apr 26	259	162	39	58	81%
May 26	242	160	44	38	78%
Jun 26	264	162	48	54	77%
Jul 26	269	163	47	59	78%
Aug 26	262	161	55	46	75%
Sep 26	249	129	63	57	67%
Oct 26	87	44	30	13	59%

Data covers Oct 14 – Fri, Oct 9, 2026 (6,315 schedule rows, 204 cancelled, excluded). Sources: 0 rows from emailed schedules, 6,315 from uploads. Generated by Sales Sherpa Hub for Hub Report Test; share within your organization.