

FARAWATCH™
Concomitant PFA + LAAC



Concomitant Program – Keys to Success

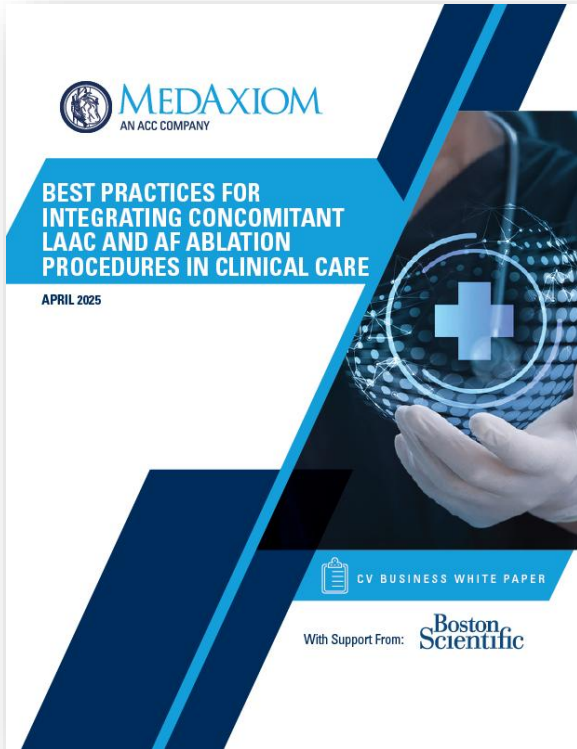
Keys to Building a High-Performing Concomitant Program





Keys to Program Success

Guidance modeled after high-performing accounts



Built from the playbooks of **top-performing concomitant programs** across the country, this guide delivers the **proven strategies, workflows, and best practices** your team needs to launch or elevate a concomitant FARAPULSE and WATCHMAN program. Whether you're just getting started or looking to optimize, you'll find **actionable guidance** designed to fit your institution's unique needs and drive measurable results.



Keys to Concomitant Program Success

Boston
Scientific

Protect what's working. Build what's next.

Protect Pathway for Stand-alone Patients

Maintain dedicated WATCHMAN days to avoid access delays for stand-alone patients

- ❑ Optimize efficiency with 6+ cases per lab per day

Create Dedicated Pathway for Concomitant Patients

Establish dedicated FARAWATCH days to optimize workflows and resources

- ❑ Align Referrers and Care teams on clear patient selection criteria
- ❑ Prepare AFib clinic with concomitant screening forms and patient education resources
- ❑ Develop process for routing patients to concomitant vs Stand-Alone days
- ❑ Establish a dedicated Coordinator to manage concomitant program
- ❑ Align on Prior Authorization process for dual procedures
- ❑ Identify Shared Decision-Making process & ownership for WATCHMAN
- ❑ Establish Imaging & Anesthesia resource strategy

The most successful centers **maintain high-efficiency WATCHMAN days** and **incorporate concomitant in a structured way** — which allows them to grow total procedures without increasing lab time.

~3-4X Higher Growth

Accounts that protect standalone stacking while adding concomitant

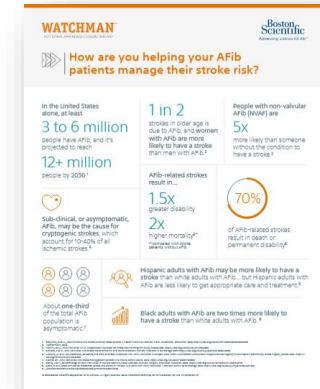


Drive consistency upstream to enable success downstream

- Screen for concomitant eligibility during **AF ablation consults**
- Align referrers and care teams on **clear patient selection criteria**
 - Patient Selection Workflow resource
- Use EMR to identify patients from the past 3–4 months who may be eligible for concomitant treatment
- Route patients intentionally into:
 - Stand-alone WATCHMAN
 - Stand-alone FARAPULSE PFA Ablation
 - FARAWATCH™ concomitant procedure days

Key Resources

WATCHMAN
Afib
Awareness
One-Pager
for Referring
HCPs



WATCHMAN Patient Screening Form

[illegible]

Establish dedicated Coordinator resources to support concomitant patients



Accounts with dedicated coordinators benefit from higher total program growth*

Develop & maintain **structured patient tracking, task coordination, and data visibility** across the care pathway

EDUCARE Module: The APP Role Managing Afib Patients & Considerations for Concomitant Procedures



HAWKEYE Patient Workflow App

HAWKEYE™

Align on **prior authorization** for dual procedures early

Reimbursement Guide (pg. 24)



WATCHMAN Prior Authorization Checklist



Standardize **shared decision-making (SDM)** workflows

Shared Decision-Making Brochure



Equip teams with **patient education** resources

Concomitant Office Poster



Concomitant Patient Brochure



Learn more about HAWKEYE: <https://www.watchman.com/en-us-implanter/solutions/hawkeye.html>



Build Reliable Procedural Days

Optimizing Case Scheduling

Establish **dedicated scheduling pathways** for each procedure type by reserving **concomitant slots within ablation days** and incorporating **case stacking and structured scheduling approaches** to optimize workflow.

Weekly Schedule Example

Monday	Tuesday	Wednesday	Thursday	Friday
Stand-alone FARAPULSE Day	Stand-alone FARAPULSE Day	FARAWATCH Concomitant Day	Stand-alone WATCHMAN Day	Mixed FARAPULSE Day
4-5 stand-alone FARAPULSE ablation cases	4-5 stand-alone FARAPULSE ablation cases	3-4 FARAWATCH concomitant cases +1 <i>optional</i> stand-alone WATCHMAN or FARAPULSE add-on	5-6 standalone WATCHMAN cases	2-3 stand-alone FARAPULSE ablation cases + 1 FARAWATCH concomitant case

Weekly Output

- **WATCHMAN:** 5-7 cases
- **FARAPULSE:** 10-13 cases
- **FARAWATCH Concomitant:** 4-5 cases
- **Total:** 19-25 cases



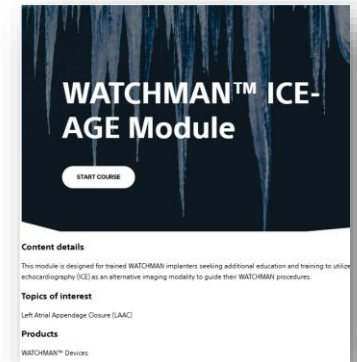
Build Reliable Procedural Days

Optimizing Case Scheduling

- Establish **dedicated scheduling pathways** for each procedure type by reserving **concomitant slots within ablation days**
- **Align imaging strategy early:** Standardize your imaging approach (e.g., ICE-based or hybrid), clarify ownership among EP, imaging, and anesthesia teams, and coordinate all imaging resources in advance to avoid common delays
- **Establish a consistent anesthesia model** that provides dedicated coverage for procedural days and is aligned with imaging and case flow needs to unlock throughput and minimize day-of delays
- **Develop standardization** with procedure packs, dedicated resources and consistent workflows

Key Resource

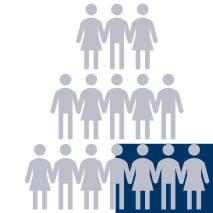
WATCHMAN
ICE-AGE
Webinar
Series





Benefits of an Optimized Schedule

Drive efficiency, treat more patients, maintain performance



Patient Pipeline

- Maximized volume opportunity
- Dedicated stand-alone days enables meeting both WATCHMAN and FARAPULSE demand
- Extended wait times can result in fall outs – patients will go elsewhere or could experience adverse events

Efficiencies

- More efficient case days
- Less variability from case to case with consistent case types – consistency is easier on staff
- Standard equipment and supplies – less movement and shorter turnaround times

Coordination

- Reduction in coordination burden
- Standardized schedules for stand-alone and concomitant days streamlines coordination efforts
- Enables focused resource allocation: anesthesia, imaging, and clinical staff



Separate
concomitant
from stand-alone
operationally

Concomitant is not randomly inserted

It is blocked, planned, and resource-supported

Maintain
minimum stand-
alone density

Even with more concomitant, stand-alone never drops below ~4-5 cases/day

Use hybrid days
intentionally

Hybrid days consist of 1 concomitant + 2-3 stand-alone cases

This is how to scale concomitant without impacting throughput

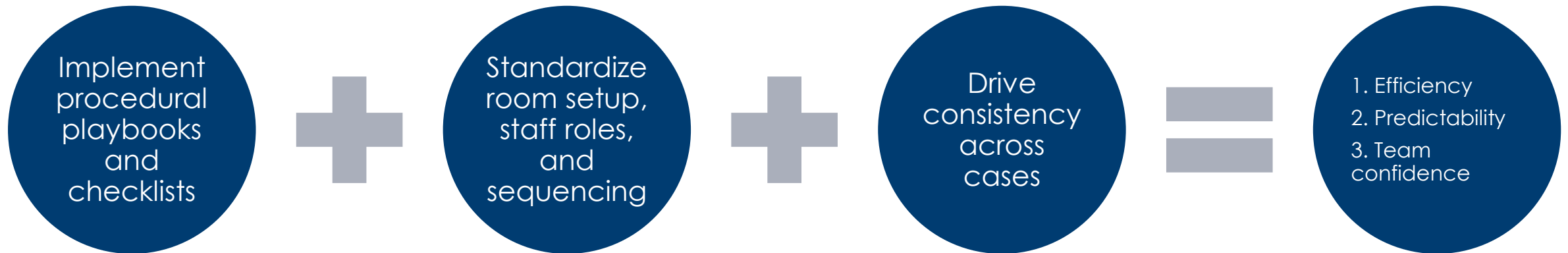
Strong
Infrastructure

Adequate EP labs, anesthesia access, strong coordinator ownership, predictable scheduling templates



Standardize & Repeat

High-performing programs rely on repeatable workflows





The FARAWATCH™ Opportunity

Expand access. Improve efficiency. Unlock growth.

FARAWATCH enables programs to:

Deliver **two therapies in a single, streamlined procedure**

- Leveraging the most widely adopted and clinically studied PFA & LAAC therapies

Build a **scalable, repeatable concomitant program**

- Driven by the predictability and simplicity of FARAPULSE
- Standardized workflows and coordinated care delivery through HAWKEYE

Optimize **lab utilization and capacity**

- One clinical team delivering complete support across the full FARAWATCH procedure
- Integrated ecosystem with OPAL™ HDx Mapping System, TruSteer™ Access System, and VersaCross™ Connect
- Backed by dedicated support programs, including FARAWATCH Ignite

For additional concomitant program support, please reach out to your BSC rep to learn more about FARAWATCH Ignite

What is an Ignite Consultation?

A customized, consultative working session between BSC and your customers designed to help customers activate, optimize, and scale concomitant FARAWATCH programs.

FARAWATCH Ignite is a **low-pressure, high-value consultation focused on your customers unique goals & needs**

Customized conversations depending on customer needs:

- Economics & Reimbursement
- Operational Calibration
- Procedural Considerations



FARAWATCH
IGNITE