

## Impact in 2020

**29,551** Patients Healed in 2020

**335,936** Patients Healed since 1999

## 10 Programs reporting the most SIGN Surgeries in 2020

- 712** **Cambodia:** Kossamak Hospital
- 481** **Pakistan:** Gilani Hospital Complex
- 347** **Pakistan:** Shahab Orthopaedic Hospital
- 345** **Tanzania:** Dodoma Regional Referral Hospital
- 326** **Tanzania:** Muhimbili Orthopaedic Institute
- 245** **Cambodia:** Friendship Khmer Russian Hospital
- 238** **Ethiopia:** St. Paul Hospital
- 236** **Ethiopia:** Soddo Christian Hospital
- 236** **Kenya:** St. Orsola Hospital Matiri
- 210** **Ghana:** Bawku Presby Hospital

*Roselle, a 16-year-old from the Philippines, can walk and smile again thanks to SIGN Surgery.*

### Our Vision

To create equality of fracture care throughout the world.

### Our Mission

To give the injured poor in low- and middle-income countries access to effective orthopaedic care by donating education and implants to surgeons who work in low-resource hospitals.



# SIGN 2020

## *Achievements & Highlights*



## The SIGN Family Expands

We started 25 SIGN Programs in 2020. Four of the new programs are Traveling Sets, where surgeons take the SIGN Sets to other hospitals in order to care for patients in their home community. In doing so, they teach other surgeons the SIGN Technique and evaluate whether these hospitals should become full SIGN Programs.



Surgeons celebrating receiving their SIGN Set at Meru Teaching and Referral Hospital in Kenya.

At the end of 2020 SIGN was partnering with 369 hospitals in 54 low- and middle-income countries.

***“Last week we operated on our 1,000th SIGN Patient! Thank you so much for helping me get started with SIGN. There are lots of people walking in Burundi because of you!”***

*—Dr. Jason Fader,  
Kibuye Hope Hospital,  
Burundi*

## Digital Transformations

Just like many of you, SIGN Staff had to make significant changes in our daily work due to the global pandemic. Because we are a medical device manufacturer, we were able to keep our production lines open, while most office staff worked from home for much of the year.

### Education Pivoted

While we were unable to host our annual SIGN Conference, we pivoted to online learning through SIGN Trauma Sessions. SIGN and IGOT partnered to host five webinars that featured the research of SIGN Surgeons and international experts. These have reached more than 1,500 surgeons around the world, with more sessions scheduled in 2021.

### Virtual Benefit Events

All fundraising events moved online as well, and SIGN Supporters continued to be generous. Your gifts met our fundraising goals, enabling us to continue to provide the surgical instruments and implants needed in operating rooms around the world.



Dr. Bunn, from Cambodia, teaches surgeons from around the world in a SIGN Trauma Session.

# Improving Education Resources

## Surgical Database

The SIGN IT Department upgraded the SIGN Surgical Database website, which is the backbone of reporting and researching surgical cases. The upgrades made it easier for surgeons to upload photos and case data, made it more efficient to review cases, and makes it easier to research the largest database of long bone fractures in the world.

## The Hub

The Hub, SIGN's website for educational resources for surgeons, took on additional importance this year with videos, articles, discussions, and more to provide ongoing learning opportunities for surgeons across the globe. The Program and Education team added interactive elements to training sessions and is preparing on-demand courses to share with surgeons in 2021.

## Development Cell

We have taken the opportunity to improve workflow and facilities at SIGN HQ. This created space for a Development Cell, where engineers can research and create prototypes of instruments without interrupting production of implants and instruments.

*Dr. Elias Ibrahim (front) and Dr. Billy Haonga practice entering cases on the redesigned SIGN Surgical Database.*

# Engineering Advances

## Two New Instruments

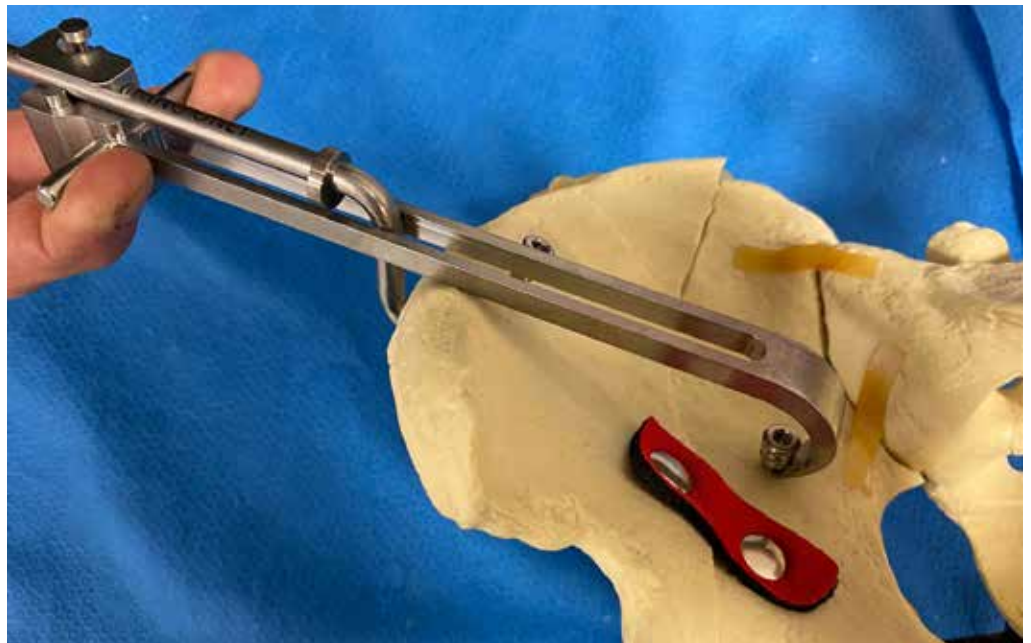
SIGN Engineers have developed two instruments to assist in a variety of orthopaedic surgeries. The Collinear Clamp is intended to help align and hold fractured femurs and pelvises during surgery. The Bone Scoop is a tool used in conjunction with SIGN Reamers to collect bone graft material left in the canal after reaming, which can be packed at the fracture site to speed up the healing process.

## Infection Control Studies

Additionally, SIGN Engineers have been researching multiple ways to control wound infections. We are focusing on doing everything possible to provide surgeons with solutions that can make a positive impact in their unique hospital environments.



**Bone Scoop**



**Collinear Clamp**

# CEO Message

It's been quite a 12 months since the pandemic made its way to our region in March 2020. Within three days of being told to shelter in, our offices and halls were empty. More than half of our staff including engineers, regulatory, quality assurance, IT, finance, and the program office were working from home.

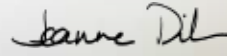
The halls were empty but, thanks to our IT department and their efforts to set up our employee's ability to work from home, SIGN's mission continued.

We are grateful that medical device companies are considered essential. That meant that all the shop staff, quality inspectors and shipping personnel could continue to manufacture, inspect and distribute SIGN Implants to our programs around the world.

Nearly 30,000 patients received the surgery needed to repair their fractures. Using Zoom, we continued to provide relevant education to SIGN Surgeons and to include them as our faculty.

The future of SIGN is promising and will include the development of more products and more educational opportunities for SIGN surgeons. We are excited to begin construction on the Bioskills Lab and plan to produce webinars from that facility by the end of the summer and host hands-on training when it's possible to do so.

We hope to see more of the SIGN Family, including our donors and volunteers, later this year. We miss all of you and thank you all for remaining committed to our vision of Creating Equality of Fracture Care.



Jeanne Dillner  
CEO



Dr. Marenah (left) leads the surgical team at Edward Francis-Small Teaching Hospital in The Gambia.

## SIGN Financial Info

Note: Audited Financial Info

<b>2020 TOTAL REVENUE</b>	<b><u>\$7,294,660</u></b>
<b>Program Services</b>	<b>\$6,853,095</b>
<b>Management &amp; General</b>	<b>481,814</b>
<b>Fundraising</b>	<b>493,399</b>
<b>TOTAL EXPENSES</b>	<b><u>\$7,828,308</u></b>

<b>ENDING NET ASSETS</b>	<b><u>\$12,021,598</u></b>
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**88%** of expenses directly supported SIGN Programs.

## SIGN Officers & Board of Directors

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