



Implications for Different Stakeholders of Different Profile Products

A VETERINARY PERSPECTIVE

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Who We Are

- AVMA
 - Not-for-profit, professional association since 1863
 - >84,000 members; > 80% of US veterinarians
- Companion Animal Veterinarians
 - ~65% of membership
 - May be in companion animal exclusive or mixed practices
 - Variety of practice types (more later)
- AVMA members whose practices include other species also have an interest in nonsurgical sterilization products



Why Veterinarians Sterilize Animals

- Prevent unwanted pregnancies
 - Short-term
 - Long-term
 - Permanently
 - In 'owned' and 'unowned' animal populations
- Prevent and/or assist in managing undesirable behavior(s) associated with the actions of reproductive hormones
- Prevent and/or treat diseases or conditions affecting the primary reproductive tract or secondary sex organs



Considerations in Selecting an Approach

- Population type (owned, stray or feral)
- Efficacy = Capacity to produce a desired effect
 - Specificity of approach for need (control of reproduction, treatment of disease, modification of behavior)
 - Reliability
 - Duration of action
 - Reversibility/irreversibility
- Safety
 - Patient (anesthetic risk, therapeutic margin, complications/side effects)
 - Personnel



Considerations in Selecting an Approach

- Regulatory/market issues
 - Approved product?
 - Requirements for administration
 - Who?
 - Veterinary supervision (direct/indirect)?
 - Consistent availability?
- Facilities, equipment, and personnel required and available
- Client expectations/satisfaction
 - Cultural/personal attitudes
 - Result
- Expected client compliance
- Cost



How Practice Type/Needs Might Affect Approach

- Private or corporate-owned brick-and-mortar
 - Probably most flexible
 - Owned animals so can consistently access (hopefully!)
 - Client diversity
 - Equipment and personnel supporting multiple approaches likely available
 - Cost may or may not be a factor



How Practice Type/Needs Might Affect Approach

- Surgical (traditional approach)
 - Average pet owner seeks reliable, permanent solution
 - Tried-and-true solution, few complications
 - Likely preferred solution for disease/pathologies
- But...
- Anesthetic and surgical risks
- Questions about long-term adverse effects
 - Risks generally low (consider actual risk, not just relative risk), some breed-related, multi-factorial
 - Hormone-related risks may or may not be ameliorated by nonsurgical sterilants (depends on risk, type of sterilant, when administered)
- May be "loss leader" for practices




How Practice Type/Needs Might Affect Approach

- Nonsurgical sterilants
 - May better meet needs of owners of breeding/show/working animals or those not sure whether they want to show/breed
 - Pets for which surgery is believed to present unacceptable risk (anesthesia, complications)
- But...
- Veterinarians less familiar with options and details
- Minimal track record
- Efficacy concerns (reliability, client compliance)
- Ethical concerns for show/performance animals
- Personnel safety concerns
- May not address long-term risks posing concern with surgical options



How Practice Type/Needs Might Affect Approach

- Shelters/rescues/animal control
 - Need population-focused solutions
 - No guarantee of owner follow-up/compliance
 - Cost consistently a factor
- Likely preferred solutions
 - High-volume, high-quality surgical sterilization
 - Nonsurgical sterilants
- Mobile practices
 - Mix of privately owned, facility owned, community owned, stray and feral dogs and cats
 - Facility, equipment, and personnel limitations
 - Cost a factor, depends on type of mobile practice
 - Nonsurgical sterilants may present advantages, depending on client base and product



Adoption of Nonsurgical Solutions?

- Those most likely to be adopted will be/have...
 - Permanent
 - Predictable
 - Safe
 - Same long-term benefits as surgery
 - Regulatory approval
 - Training available
 - Cost effective
- May be seen as a favorable option for pro-bono services
- Ability to exercise professional judgment is key to good outcomes



Thank You for Your Time and Attention



One way to get the most out of life is to look at it as an adventure.
 William Feather