

# aScope<sup>®</sup> Value Program<sup>™</sup>

Supporting Hospital Partners with  
A Comprehensive Value Program  
and A Clear Vision for the Future  
of Endoscopy



**Ambu**

# TRIED & TESTED

100% of the 20 top medical centers in the U.S. use aScope\*

More than  
**20**  
Published  
Clinical Studies



We launched the single-use Ambu aScope in 2010, with a mission to transform endoscopy.

The aScope is now in its fourth generation and we are developing innovative single-use devices across all flexible endoscopy areas.

## Extensive Clinical Evidence

There is mounting proof that even the most rigorous reprocessing of a reusable endoscope won't remove all contaminants.

By comparison, the single-use aScope is sterile straight from the pack. It offers a higher level of patient safety and requires no reprocessing.

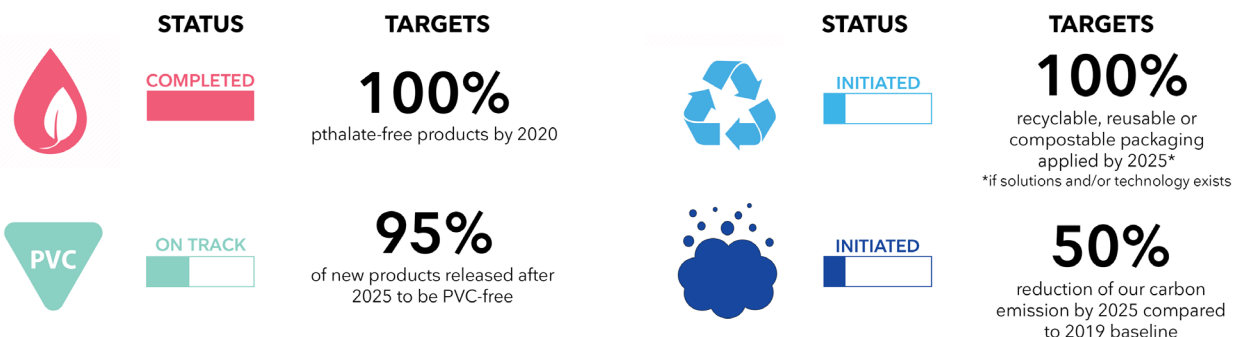
Ambu aScope has been proven in more than 20 published clinical studies.

\*Top 20 medical centers as reported by US News & World Report.

Explore the research: [ambuUSA.com/clinical-evidence](https://ambuUSA.com/clinical-evidence)

# MINIMIZING ENVIRONMENTAL FOOTPRINT

Here are our sustainability targets:



Learn More



# CLINICAL TRAINING & SUPPORT

## Comprehensive Training Program

During the first year of implementation, Ambu's clinical training team will partner with your staff delivering expert coaching and training valued at \$10,000.

Our on-site training ensures that everyone on your clinical team is trained to use the aScope.

## We Provide:

- Hands-on Training
- CE Credit Courses
- Educational Videos
- Training Manual
- Competency & Much More

All our trainers are experienced clinicians, so they understand the workflow and other challenges healthcare professionals face.

## Ongoing Staff Support

Ambu's clinical training team is your continuous resource. We will provide additional classes to refresh skills, train new hires, provide specialized training and offer continuing education credits.



## Ambu Clinical Trainers:

- Average 20 years of clinical experience
- Include: nurses, RT's, surgical assistants, endoscopy assistants, and sterile processing

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You get to know us during the initial training. After that, you can call anytime you have questions. Whatever your clinicians need, we're here to help.

Carla Kleinbeck BA, RRT - Clinical Training Team Lead



# BUDGET IMPACT TRANSPARENCY



What drives your endoscopy costs? Our health economics team can help you answer that question and bring transparency to the financial impact of adopting single-use devices.

## Budget Impact Analysis Report

Valued at up to \$20,000, our analysis will show you the financial impact of staying with reusable endoscopes as well as the benefits of switching to Ambu's single-use platform.



Capital  
Investment



Reprocessing  
Expenses



Cross-Contamination  
Risk Assessment



Frequency  
of Use



Repair & Service  
Agreements



Cost of Adverse  
Outcomes

Contact your sales representative to get your budget impact analysis from our health economics team.

# PARTNER WITH THE MARKET LEADER IN SINGLE-USE ENDOSCOPY



The aScope Value Program™ gives you access to:



Clinical  
Performance



Clinical  
Training



Budget  
Analysis



Innovative  
Products

Hospitals are under increasing pressure to become more efficient and reduce costs. Investments must be scrutinized and proven to provide value while achieving desired patient outcomes.

That is why we offer hospital partners a comprehensive suite of valuable support services at no extra cost.

More than  
**2,500**  
US hospitals rely on  
the Ambu aScope for  
pulmonary endoscopies.

# VISION FOR THE FUTURE

In 2010, we launched the world's first single-use flexible endoscope. In the future we will offer hospitals single-use devices across all areas.



Read the Studies

## INNOVATIVE SOLUTIONS BY AMBU

- 2010**  
aScope World's 1st disposable airway endoscope
- 2011**  
aScope 2 Optimized for intubating
- 2013**  
aScope 3 Designed for bedside bronchoscopy  
VivaSight-SL 1st single lumen endotracheal tube with an integrated camera
- 2016**  
VivaSight-DL 1st double lumen tube with an integrated camera
- 2018**  
aScope 4 Broncho Optimized for bedside bronchoscopy
- 2019**  
aScope 4 Rhinolaryngo Disposable rhinolaryngoscope
- 2020**  
aScope 4 Cysto Urology  
aScope Duodeno ERCP procedure solution  
aView 2 Advance 12.8" full HD monitor for Ambu visualization devices  
aScope 4 BronchoSampler Sampling solution for ICU
- 2021**  
aScope 4 Broncho Sampler Set Integrated Sampling for ICU  
VivaSight 2 DLT Continuous visualization during OLV  
aScope Duodeno 1.5 For endoscopy of the duodenum



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