



Infinix[™]-i Hybrid Solutions

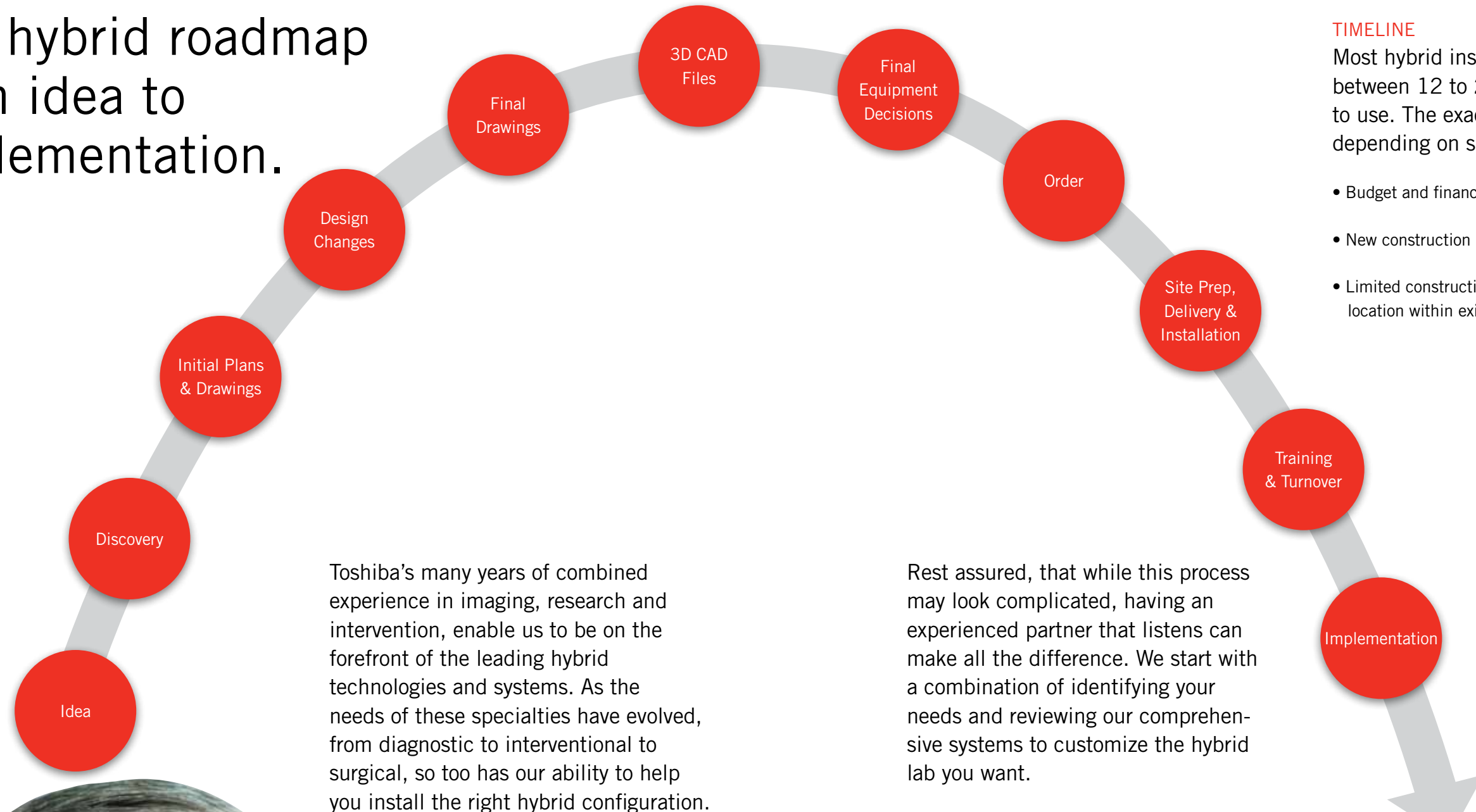
HOW TO CUSTOMIZE HYBRID CATH SUITES AND OPERATING ROOMS

Customizing a hybrid isn't difficult with the right advisors.

There's a lot more to creating a hybrid lab than installing a vascular lab into an operating room. In most cases, implementing a hybrid suite or operating room is the most complicated build a hospital will undertake. Doing so requires the involvement of multiple specialties, their particular unique needs, the equipment and room requirements and all of these variables coming together. We draw on our innovation and leadership in the systems that make hybrids possible, to guide you in implementing the very best hybrid solution to improve patient care.



The hybrid roadmap from idea to implementation.



Toshiba's many years of combined experience in imaging, research and intervention, enable us to be on the forefront of the leading hybrid technologies and systems. As the needs of these specialties have evolved, from diagnostic to interventional to surgical, so too has our ability to help you install the right hybrid configuration.

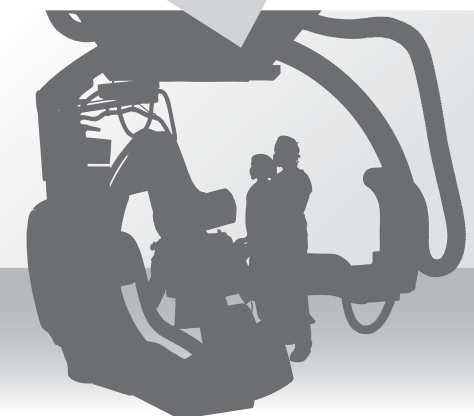
Rest assured, that while this process may look complicated, having an experienced partner that listens can make all the difference. We start with a combination of identifying your needs and reviewing our comprehensive systems to customize the hybrid lab you want.

TIMELINE

Most hybrid installation timelines range between 12 to 24 months from concept to use. The exact timeline can differ depending on several variables, such as:

- Budget and financing options
- New construction or remodeling involved
- Limited construction and/or work hours due to location within existing department

Hybrid Solution





Issues to consider, questions to ask.

- Adequate space to fit desired configuration
- Identifying required parties
- Percentages of endovascular, open vascular and open general surgeries
- Ceiling-mounted imaging equipment, and the inherent lighting and ventilation issues that can arise
- Ceiling-mounted surgical equipments and collision possibilities with imaging system
- Number and location(s) of imaging displays
- Positioning of ancillary equipment around imaging system
- Pediatric or adult use, single plane or biplane
- Diagnostic and interventional use, or interventional use only, conventional angio table, advanced angio table, conventional OR table

Engage the right people in your organization.

Speaking with the right colleagues at the right times will help you avoid costly oversights and can help you gain support for the Hybrid build.

MD SPECIALTIES

Many specialties may be involved in determining your hybrid solution. The Cardio-Thoracic Surgeon, Vascular Surgeon, Endovascular Specialist (Interventional Cardiologist and/or Interventional Radiologist), or General Surgeon could all have an interest in this suite, depending on intended clinical applications. Each may have different needs and an ideal configuration in mind. It's when those ideas differ, that experience is necessary to find the best solution possible.

VENDORS

Equipment procured from multiple vendors must be planned to work together to ensure a smooth process. With the widest choice of hybrid configurations, we can deliver a customized solution.

ANESTHESIA

It is recommended to consider multiple anesthesia set-ups for a hybrid suite to reduce the conflicts with the constantly changing positions of the imaging system.

FACILITIES / OPERATIONS

All parties should maintain open communications with this team, from start to finish, to keep the project on schedule.

NURSING / OR / IR TECHNICAL STAFF

These groups will have the broad view of all combined procedures being considered, and should be solicited for the details for each type of procedure. Input from these groups can ensure optimum workflow during various procedures, minimizing conflicts with equipment, procedures and MD staff competing for time in the suite.

ARCHITECTS

OR experienced firms are crucial to the process of fitting all the varied equipments together to create the most elegant solution for your institution.

OR ADMINISTRATION / BUSINESS MANAGER

These groups often play the role of "facilitators" within the institution. They must bring all the parties together, and assess individual and mutual needs for the suite. They base their decisions on the mix of intended applications, including those predicted for the future.



We help you discover the right hybrid equipment.

An important gating item is identifying what the procedure mix will be in your suite or OR. It will improve the chances that your hybrid cath suite or hybrid OR, will satisfy your needs now and into the future.

PROCEDURE MIX IS THE PRIMARY CONSIDERATION FOR EQUIPMENT SELECTION

- Majority endovascular — angio table/advanced angio table
- Majority open surgical — conventional OR table with breaking
- Primary pediatric endovascular procedures — biplane imaging
- Primary neuro endovascular procedures — biplane imaging
- Primary adult endovascular procedures greater than 70% — angio table/advanced angio table/single plane ceiling system preferred
- Wide mix of endovascular, open vascular, general surgeries — conventional OR table with vascular and universal tabletops



“ The interest of Toshiba making specialized equipment for the end user, whether it’s for the care of children or the care of an adult with a special problem, demonstrates they really take the time to understand what it is that the doctor or the provider needs to deliver better care. ”

Mark Galantowicz, MD
Nationwide Children’s Hospital

At the heart of our hybrids is unprecedented access other labs cannot match.

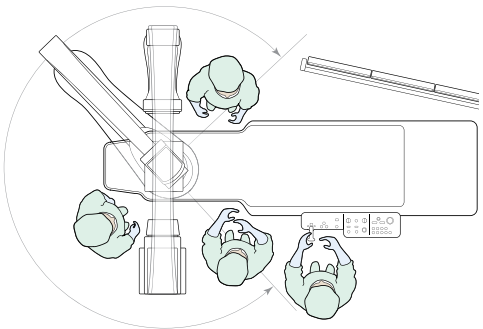
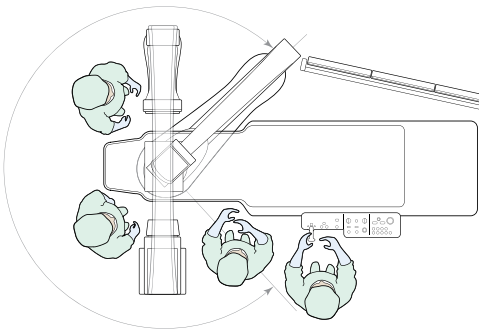
Unique multi-axis floor and ceiling-mounted C-arm positioners are the result of careful study and interaction with leading clinicians. These observations illuminated where positioners needed to be so clinicians would have the most access to provide optimal patient care.



FIVE-AXIS C-ARM
The exclusive five-axis C-arm allows clinicians the flexibility to position the detector out of the way, but right where it's needed.

INDUSTRY RECOGNITION
Exclusive five-axis floor mounted C-arm design has received industry awards for innovation, and unprecedented patient access and coverage for clinicians.

- **2008 Frost & Sullivan Award**
North American Cardiovascular Imaging Healthcare Innovation
- **2007 Frost & Sullivan Award**
Technology Innovation for the Infinix CF-i/BP



EXCLUSIVE 180 DEGREE ACCESS
The five-axis design incorporated into the biplane system provides flexible positioning of the C-arm to create the Infinix-i exclusive 180 degree head-end access or alternative positioning to best accommodate the physician, ancillary equipment and clinical staff.



The right components to be a hybrid champion.

We believe our combination of procedure tables, detector sizes and positioners provide the widest range of imaging equipment solutions for the Hybrid OR environment.

A WORLD-CLASS SURGICAL TABLE

We have a strategic partnership with Maquet, a leader in surgical table design and flexibility, supporting both open and endovascular procedures.*



*Maquet table available only on single plane ceiling-mounted system.

HYBRID CATHETERIZATION TABLE

From conventional angiography to complex surgery, the Toshiba Hybrid Catheterization Table moves where you need it to enhance patient care and operator comfort.*



*Hybrid Catheterization Table currently available only on five-axis single plane and biplane systems.

MANY OPTIONS TO FIT YOUR NEEDS

In addition to floor and ceiling-mounted systems, the Infinix-i family of systems has three detector size options so you can find the right fit for your procedure mix.



8" x 8"



12" X 12"



12" X 16"



UNIQUE TRANSVERSE MOVEMENT

Toshiba's ceiling-mounted C-arm has the unique capability to move along a transverse axis, which is advantageous during imaging procedures. It gives you the option to park it far out of the way when it's not needed.





The services you expect to make hybrid a reality.

Other support services may be required to help you achieve your hybrid solution. We offer customized and scalable teams to help you manage the entire process.

SITE PLANNING

Our Site Planning Department is responsible for generating room drawings with imaging equipment layouts to optimize the use of space and ensure safe, satisfactory performance of the finished suite. This planning includes preliminary drawings, recommendations for equipment, dealing with architectural obstacles and final drawings for team approval.



PROJECT MANAGEMENT

Each Toshiba Service Zone employs project management personnel to oversee installations within the zone. Our Installation Project Manager (IPM) will act as a member of your team throughout the planning, construction and installation phases of your project to ensure that all parties are informed and aware of project timing, needs and changes that may occur. The IPM will join project meetings onsite and coordinate Toshiba information and services with the facility team, architect and other vendors that may be involved.

TRAINING

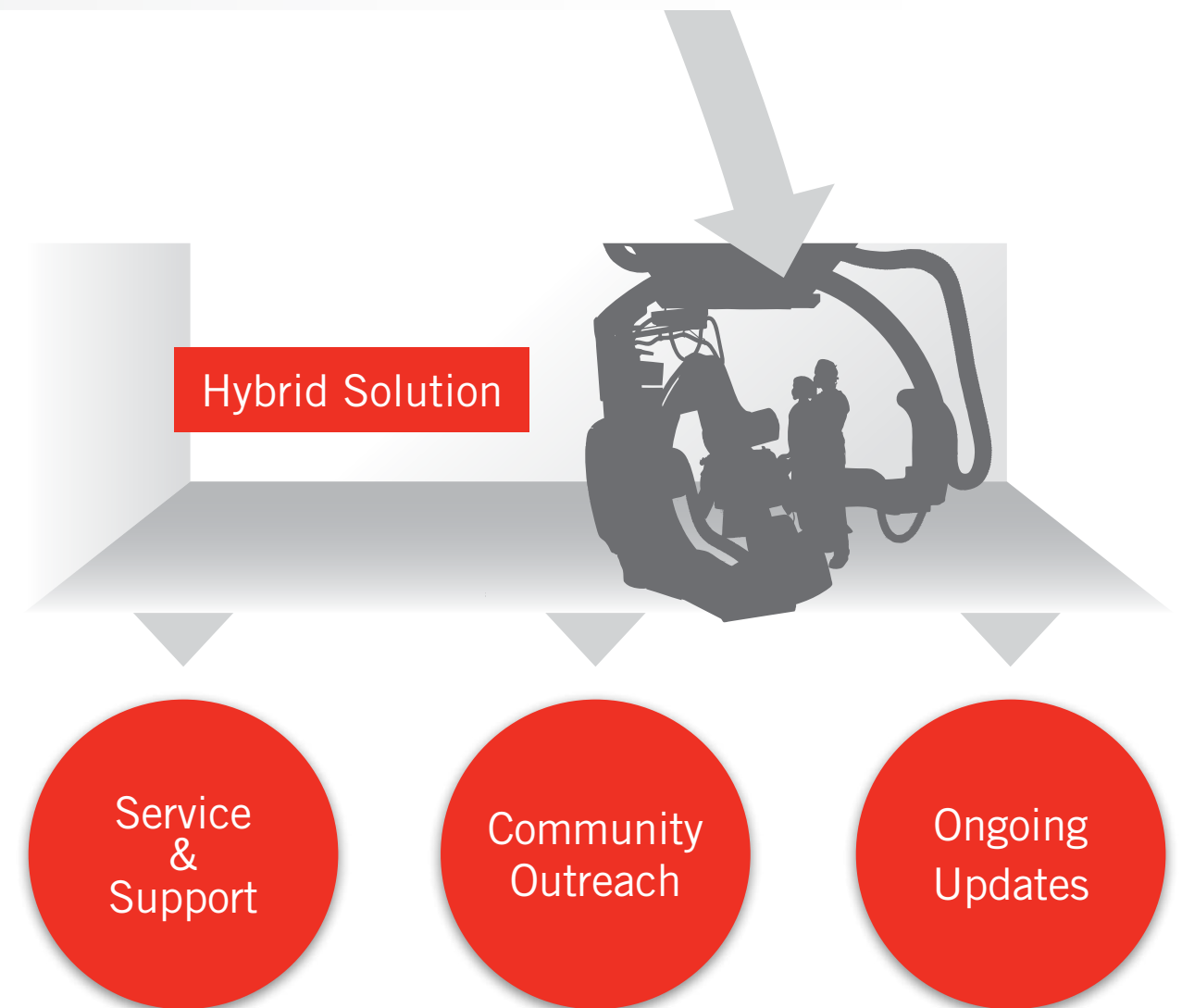
Our blend of offsite, onsite and online training options are as convenient as they are comprehensive. Intensive, hands-on sessions move your staff rapidly along the learning curve making your imaging system investment work efficiently from the moment it arrives at your facility.

FINANCING AND LEASING

Toshiba America Medical Credit (TAMC) helps healthcare organizations gain access to the capital they need to address their patient care priorities. TAMC provides Toshiba customers with a range of financing and leasing solutions, including extensive financial product offerings, competitive interest rates, upgrade programs and quick credit decisions.

We're with you beyond installation.

After installation is complete, our relationship with customers only gets stronger as we continue to stay engaged well beyond installation. Whether through contact with our service engineers or our community outreach marketing team, our goal is to develop long-term relationships built on open communication with our customers.



SERVICE & SUPPORT

We've taken many steps to ensure that our customers have the service and support they need to maintain their uptime goals. Customers can choose the level of service that fits their organization and budget. Our 24-hour InTouch Center based in the US, provides access to a highly trained group of engineers who can diagnose and resolve your issues with expediency and to your satisfaction. Our service organization is consistently recognized by third party auditors for industry-leading customer satisfaction.

COMMUNITY OUTREACH

Our customers know that the purchase of a Toshiba diagnostic imaging system is the first step in the development of a long-term customer and patient-focused commitment. Through our Image Maker program, we help our customers market these systems to their patient community.

ONGOING UPDATES

Our goal is to do what it takes to develop long-term relationships with our customers. As updates of equipment are required in the future, we are there to make sure everything goes smoothly. In addition, we regularly communicate with our customers so they are updated on the latest application or workflow enhancements available.



With our expertise, the right hybrid solution is within your reach.

The complexity of the hybrid process demonstrates the need for a partner that is qualified to guide your project through to a successful completion. Toshiba is the right partner to help you on this hybrid journey with our unique blend of hybrid implementation experience and industry recognized Infinix-i imaging systems.

For more information or to begin your hybrid customization, contact your local Toshiba account representative or call [1-800-421-1968](tel:1-800-421-1968).

“ There wasn’t a blueprint to design this facility. There wasn’t a suite like this in existence anywhere in the world. We’ve been very, very pleased with all of the process that occurred as well as the end result. ”

John Cheatham, MD
Nationwide Children’s Hospital

LEADING INNOVATION

For more than 130 years, Toshiba has been a world leader in developing technology to improve the quality of life. Some 50,000 global patents demonstrate that rich history of leading innovation. But it's not just the desire to invent that matters. Our family of leading edge imaging systems for MRI, CT, ultrasound, cath labs and X-ray proves something else as well. By listening to our customers and gaining a deep understanding of their needs, we can develop leading innovation that improves patient care and the business of healthcare at the same time.

1875 Founding of Toshiba	1990 First tissue Doppler imaging system	2003 First 64-slice CT scanner
1915 First X-ray tube	1993 First real-time CT fluoro	2005 First compact dual plane cath lab
1973 First real-time ultrasound scanner	1998 First quiet MRI	2006 First 5-axis c-arm cath lab
1989 First helical CT scanner	2000 First all-digital multipurpose X-ray	2007 First dynamic volume CT scanner

AWARD-WINNING SERVICE AND SUPPORT

Developed with customer input, Toshiba's innovative support programs have resulted in greater satisfaction when using Infinix-i products as reflected in customer surveys time after time.

InTouch Center™

A centralized service facility that provides applications and service support expertise for Infinix-i customers 24 hours a day, seven days a week.

InnerVision® Plus

Monitored around the clock, remote system diagnostics help identify problems and provide potential solutions before care is interrupted or an engineer can arrive.

InTouch Agreements

Tailored to meet specific customer requirements, these range from an a la carte approach that helps manage risk to full security agreements that provide complete system protection.

Technical Assistance

Customer support specialists are available 24/7 to identify and resolve technical issues in real time. Application specialists are also available to assist staff with protocol and image quality issues.

Local Customer Teams

A single call mobilizes a local team of Toshiba Customer Engineers. Averaging 10 years of experience with Toshiba and 105 hours of specialized training per year, they can quickly resolve almost any performance issue.

Parts Support

A complete inventory of Infinix-i product parts is ready for shipment when and where they're needed, any time day or night.



TOSHIBA AMERICA MEDICAL SYSTEMS, INC.

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