



Value Analysis Packet



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Product Description

The best surgeons demand the best equipment. Reach for the only 5mm laparoscope with an industry-first 1080p HD single-use camera. It's not only designed to light the way into the future of surgical imaging, it's better than what you're using today. Ready to turn on the most brilliant light in the room?

See the unimaginable with Saberscope™, the first of its kind single use Saberscope is pulling laparoscopy into the future by addressing the hassles, costs, risks and waste that 35 year-old laparoscope technology carried with it for too long.





Key Stakeholder Benefits

SURGICAL TEAM

- 100% fog-free imaging + enhanced visualization through smoke and steam
- 90-degree articulation – see more than ever
- Consistent image quality – no more troubleshooting
- Ease of use and no complicated set-up or prep required

ADMINISTRATORS

- Completely eliminate maintenance and repair costs
- Reduce stress on sterile processing department
- Improve scheduling and budget predictability

PATIENTS

- Point of care flexibility
- Lower risk of complications over traditional scopes
- Potential to reduce time under anesthesia

PAYERS

- Increase clarity of procedure costs
- Improve network reach by offering minimally invasive surgery in more places
- Reduce risk of major complications tied to burns, arc injuries and cross-contamination



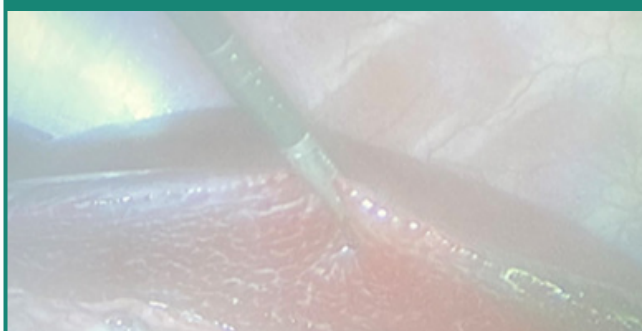
Value Proposition

UNCOMPROMISING VISUALIZATION

SABERSCOPE



Current Technology



CLINICAL

- Fog-free – no set-up required and never stop to re-treat
- 90 degree articulation – see more than ever
- Enhanced visualization through smoke and steam
- Eliminate cross contamination, fire or arc injury risks

OPERATIONAL

- Eliminate scope-related turnover delay
- Never have to stop for fogging
- Less frequent need to evacuate smoke
- No warming or white-balancing needed
- No longer need to troubleshoot multiple variables that impact image quality

ECONOMIC

- 15-20% savings over the useful life of traditional hardware
- 95% lower start-up costs on average
- Free up capital for other initiatives
- Completely eliminate maintenance, repair and cleaning costs



Competitive Comparison

COMPETITOR'S TECHNOLOGY VS. OUR VALUE PROPOSITION:

Exceptional image quality at lower cost of care.

	REUSABLE COMPETITORS	SABERSCOPE
Capital cost	~\$180K per tower	\$0
Annual service contract cost	~\$20K/system/year	\$0
Variable costs per case	~\$400/case	\$0
Articulation	no	yes
Fog-free	no	yes
Single-use	no	yes
Image clarity in smoke	no	yes
Arc injury proof	no	yes
Cross-contamination proof	no	yes
Burn injury resistant	no	yes



Save **\$180k+** per or over current capital intensive models. Current Scopes cost an average of over \$1000 per use according to a study by Eminence Clinical Research.

White paper link here:

http://j scholaronline.org/full-text/JASC/3_104/Novel-Laparoscopic-System-for-Quality.php



Detailed Product Overview

SABERSCOPE – Downright Brilliant

- Fog Free
- Articulates 90°
- Enhanced visualization in smoke
- Limits burn risk
- Reduce delays and cancellations
- Reduce cross-contamination risk
- Recycling program offered at no-charge





Detailed Product Overview

SABERSCOPE IMAGE OPTIMIZER – See the Unimaginable



SABERSCOPE IMAGE OPTIMIZER
CAN REPLACE:

- 1) Camera Box
- 2) Light Source
- 3) Recording Device
- 4) Camera Heads & Light Cords

- Small profile & portable
- Plugs into existing infrastructure
- True 1080P - Clinically equivalent
- Digital platform is software upgradable



Why Saberscope

NEED #1

Surgeons experience challenges with visualization in 67% of procedures

SOLUTION #1

Augment current systems with the benefits of Saberscope

- Articulation in challenging anatomy – see what you could not with any other scope
- Fog-free – maintain visualization of critical anatomy
- Image optimization through smoke and steam
- Avoid cancellations and delays due to equipment breakage, variability and set-up

NEED #2

Hospital or ASC wants to expand service line capability without buying more capital

SOLUTION #2

Any room can become a laparoscopic room

- Little to no capital outlay
- Leverage unused ORs with a flexible, portable solution
- Only pay for what you actually use
- No commitment or contract required
- Save critical and expensive floorspace

NEED #3

Surgical teams need to operate in challenging environments such as missions, military and rural settings

SOLUTION #3

Flexible, digital platform

- Small footprint and easily transported
- Plug and play with any HD monitor and laptop with USB-C
- No maintenance, sterile processing or repairs ever required



Product Specifications and Indications

DESCRIPTION

The Saberscope is a single-use laparoscope with a 5mm shaft that is deflectable 90 degrees in any direction. It provides illumination and High Definition visualization during surgical procedures and diagnostic evaluations.

INDICATIONS

Saberscope™ is intended to be used in diagnostic and therapeutic procedures for endoscopy and endoscopic surgery within the thoracic and peritoneal cavities including the female reproductive organs.

The intended patient population is any individual undergoing a surgical examination or procedure, as prescribed by a licensed and trained practitioner.

HOW SUPPLIED

Sterile and Non-Pyrogenic in an unopened and undamaged package. Do not use if the Saberscope shows signs of damage or if package is damaged or open. Do not resterilize.

Ordering Information

5mm single-use articulating Saberscope	SAS-A-536L	5/box
Saberscope Image Optimizer	VPUX-1	1/box



Contact Information



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