

Cost-Saving Repairs Now Available for Video Bronchoscopes

In the past, because of their small size and intricate design, only full factory refurbishments had been available for video bronchoscopes when a channel or insertion tube replacement was required. Now, after extensive R&D efforts, Olympus has released new repairs for bronchoscopes to assist customers in their cost containment efforts:

- ① **Channel Replacement (80A):** This repair includes replacement of the channel and the bending section covering.
- ② **Insertion Tube Replacement (28A):** This repair can often be performed in lieu of a full factory refurbishment.
- ③ **Refurbishment Without CCD (28D):** If your video bronchoscope requires a refurbishment but the CCD unit is still in good condition, we can perform a full factory refurbishment without replacement of the CCD for a cost savings of more than \$2,500.

Below is an overview of the durable components that are repaired or replaced at each of the new repair levels, plus an overview of what is included in a full factory refurbishment (28F):

| NEW REPAIRS FOR VIDEO BRONCHOSCOPES | | | FULL REFRUBISHMENT |
|------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|------------------------------|--------------------|
| 80A | 28A | 28D | 28F |
| \$1,605.00 | \$3,875.00 | \$4,995.00 | \$7,545.00 |
| INCLUDED | Insertion Tube | ✓ | ✓ |
| | Bending Section | ✓ | ✓ |
| | Bending Section Cover | ✓ | ✓ |
| | Angulation Wires | ✓ | ✓ |
| | Electrical Connector | ✓ | ✓ |
| | Biopsy Channel | ✓ | ✓ |
| | | C-Cover | ✓ |
| | | Light Guide Lens (X2) | ✓ |
| | Light Guide Fiber Bundle | ✓ | |
| | | CCD Unit | |
| AS NEEDED | Control Knobs | ✓ | ✓ |
| | ID Chip (160 Series) | ✓ | ✓ |
| | | Light Guide Tube & Connector | ✓ |
| | | Body Control Unit | ✓ |
| | All Preventive Repairs | ✓ | ✓ |
| QUALIFYING MODELS BF-160, BF-1T160, BF-P160 BF-200, BF-1T200, BF-P200 | QUALIFYING MODELS BF-160, BF-1T160, BF-P160, BF-XT160, BF-200, BF-1T200, BF-P200, BF-240, BF-6C240, BF-1T240, BF-P240 | ALL MODELS QUALIFY | |

Price Savings: The price savings for these repairs benefit all customers, including those with Service Agreements. Lower repair costs mean lower utilization rates that translate to increased opportunities for rebates for Value customers and more attractive renewal contracts for Full Service customers. Fee-For-Service customers also benefit with negotiated discounts applied.

Long-Term Value: Third-party product modifications (such as aftermarket insertion tubes, lenses and lubricants) can significantly alter the performance and life of your scopes. In the long run, perceived price-per-repair “savings” for third-party service can equate to an increase in overall repair expenditures and may jeopardize patient safety in the process. Only Olympus can restore your equipment to factory specifications with factory-certified parts, materials, processes and up-to-date technical expertise.

The Quality inside Olympus. The Q inside the O.SM

