

Business Model Guide



CAPITAL PURCHASE



LEASE



LOAN



TRIAL & CONVERT



SERVICING & WARRANTY

Oscar ProTM System



Oscar Pro™

is an ultrasonically powered surgical system intended to reduce the challenges associated with revision arthroplasty surgery



Efficient

Specific probes are utilised in a sequence to soften and remove cement from the bone.

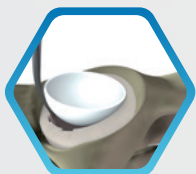
The technique reduces manual force to a minimum, resulting in low risk of bone fracture and perforation.



Safe

All probes are designed to preserve the bone quality and the soft tissue.

The system is designed with specific audible and visual feedback to provide the user a safe and efficient operating environment for their patients.



Versatile






Single use probes have been designed for providing high quality performance for every case with safety in mind.

The vast range of probes are designed to provide an optimal choice for a number of different revision surgeries.

Systems Comparison Chart






Explore the features of the two system and find the best

OscarTM

GENERATOR	Portable mains generator with microprocessor, power control unit and multiple output channels.	
HANDSET	Piezo-ceramic transducers produce ultrasonic energy at a resonant frequency capable of changing the physical properties of bone cement or cutting bone.	
SU PROBES	Diverse selection of pre-packed sterile Single-Use probes, which act as waveguides to deliver ultrasonic energy enabling users to cut and remove bone and acrylic bone cement during hip, knee, elbow and shoulder revision arthroplasty.	
INSTRUMENTATION	Standard sterile tray to hold handsets and associated instrument items.	
DATA LOG	The system does not collect data.	

solution for your business organization

Oscar ProTM

GENERATOR	<p>7" Multifunctional Touchscreen portable mains generator, with microprocessor, multi-language, power control unit and multiple output channels. Integrated Wi-Fi capability.</p>	
HANDSET	<p>Universal Handset, Piezo-ceramic transducers produce ultrasonic energy at a resonant frequency capable of changing the physical properties of bone cement or cutting bone, it has a LED light to provide appropriate feedback to the surgeon before and during surgery.</p>	
SU PROBES	<p>Diverse selection of pre-packed sterile Single-Use probes, which act as waveguides to deliver ultrasonic energy enabling users to cut and remove bone and acrylic bone cement in lower limb and upper limb arthroplasty revisions. Can also perform Osteotomies.</p>	
INSTRUMENTATION	<p>Specific instrumentation to allow the OR Teams to have great confidence with the instruments and with the assembly. In addition, some of the instruments are designed to allow surgeons to have a optimal ergonomic grip during surgeries. The possibility to use an irrigation kit during surgeries to lower the temperature on the application site.</p>	
DATA LOG	<p>The system will accumulate system data during usage, which will be used to analyse the system's performance and diagnose any possible errors.</p>	

Enabling access to ultrasonic technology

Supporting your organization's financial and operational strategy

Capital purchase

The capital purchase sales business model is a direct purchase scheme by any hospital/health care provider or by a distributor/business partner. The content of any capital sales acquisition must be defined based on customer requirements, while certain recommended configurations are available upon request.

Lease

Operating and capital lease options are designed to help our business partners and customers to spread over time the cost of OSCAR systems. Should you be interested in a lease type purchasing option please contact your local sales representative or Orthofix personnel.

Loan

The loan service model is designed to provide the OSCAR PRO™ (or OSCAR 3) system on either a case by case basis or for a pre-set time period. This business model is designed to help smaller hospitals and health care providers to utilize the OSCAR technology without the burden of a capital purchase where the volume of cases do not warrant having the system permanently. The loan service can be evaluated on an individual basis and will provide the OSCAR PRO™ system for specific surgeries or a specific, prior determined time period for a loan fee in addition to the cost of consumables used during the intervention.

For further details on a recommended loan configuration as well as details on accurate pricing of this service, please contact your sales representative or Orthofix contact person.

Trial & convert

This business model is designed to provide customers/business partners and/or hospitals/health care providers an opportunity to try the OSCAR PRO™ system prior to a possible purchase. Every trial & convert type order must be discussed with the respective sales leader as well as with Global Marketing, and the conditions of the agreement with the customer must be evaluated on a case by case basis.

The trial period should be defined with the customer, during which the customer would only need to bear the costs of consumables (single use probes). At the end of the trial period, the customer must decide to make a capital purchase or to end the trial.

If the decision is not favorable for the purchase of the system, then

a loan fee might apply for the period of the trial. This fee must be determined prior to entering the trial & convert model with the customer.

Servicing & warranty

Extensive annual protective maintenance programs to ad-hoc servicing, ensuring that your OSCAR system is fully functional.





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