UROLOGY SUITE BUYERS GUIDE

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The Urology Suite Buyers Guidebook

This Urology Suite Buyers Guidebook, developed by Amber Diagnostics, is designed to help you understand and address common concerns regarding Urology systems before you make a big investment. This document contains all the information you need in regards to Urology costs, parts, types, site planning, maintenance, and more. Our goal is to ensure you have a convenient reference at hand, giving you the knowledge and confidence to go forth in purchasing your Urology system.

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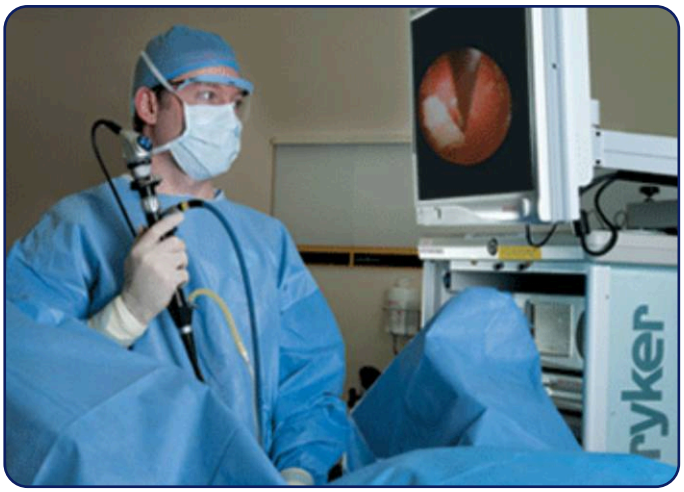


Overview Urology Imaging

Urology in basic terms deals with anything regarding the urinary tract. From dealing with kidney stones, to urinary tract infections, to prostate issues, urology's basic purpose is to help patients experiencing those kinds of issues. As with any part of the body, the urinary tract requires diagnostic imaging in order to diagnose any issues that may not be easily palpable through basic diagnostic procedures. Diagnostic imaging in the case of urology is specialized and it isn't initially a basic X-Ray, CT scan, or MRI.

What Kind of Imaging may be necessary?

Often times the kind of imaging necessary in urology procedures is determined by the condition, complexity of the condition, and issues such as the patient's disposition, and the physician's decision for treatment. As with all imaging procedures there are concerns in terms of exposure to radiation and radiation levels used. The types of procedures necessary vary from the following:

• MRI- Magnetic resonance imaging which takes pictures of the internal organs and soft tissues without the need for X-Rays. Often times anesthesia is not used even though sedation may be necessary for claustrophobic patients.

• Ultrasound- The ultrasound employs the use of sound waves to create an image of the organism.

• CT Scan- A combination of X-Rays and computer imaging technology used to create a three dimensional image of the organ.

• X-Rays- The X-Ray has been around since 1895 and it's used to help with kidney stones, prostate imaging, or the existence of a possible tumor. X-Rays are cornerstone of conventional radiology procedures used to diagnose and treat patients.

What May the Imaging Show?

The purpose for imaging in urology is to make sure that a physician's diagnosis is accurate and, whatever the diagnosis, the physician can treat it properly, even if it means using an interventional procedure and subsequent imaging procedures to ensure the patient has been properly treated. Imaging is used in radiology to look for and detect numerous problems such as:

- Kidney failure, which could lead to death if not treated properly and in time.
- Urinary frequency, which could reveal serious prostate problems.
- Urinary retention, an inability to empty the bladder, which in turn could lead to renal failure and death.

Imaging can help determine not only the symptom but what can come from it or what may already be happening. Prostate cancer, a big concern among men in or above their 50's, can be spotted early and treated before it becomes a major concern for the patient.

Concerns Addressed Before Hand

While imaging helps patients being treated for urinary tract issues, it's always good for the patient to know what's what. As with all imaging procedures there is some exposure to radiation doses, all of which can be calibrated to be less dangerous for the patient without sacrificing the quality of the image.

Specific protocols are particular not only to what a patient is being tested for but also for the patient's demographic range, so kids are considered and the effects on them are too.

Possible Outcomes

Ultimately the purpose of imaging in urology is the same as in every other medical specialty. Urology imaging is there to determine if a patient requires further treatment for an infection, tumor, cancer, or condition. Often times the outcomes may be favorable depending on the detection of the condition and the level of advancement. The correct method of imaging is always a helpful tool, no matter what the situation may be.

Exam Procedures and Risks

Understanding Contrast Agents

In diagnostic imaging it's very important to use a contrast agent. Contras agents are, by definition, “Also called a contrast medium, this is usually a barium or iodine dye that is injected into the area under investigation. The dye makes the interior body parts more visible on an x-ray film.” So the contrast agent is necessary although from case to case the reaction of a patient may differ.

In urology there is a need for contrast agents in various types of examinations. Urology depends on various types of diagnostic imaging examinations such as the MRI, the CT scan and many others to help diagnose conditions and establish a particular form of treatment. The following list is an example of procedures employing the use of imaging and contrast agents:

1. Intravenous Pyelography
2. Retrograde Pyelography
3. Retrograde Urethrogram
4. CT Scan
5. MRI
6. Angiography
7. Venography
8. Radionuclide Imaging
9. Cystography

The contrast agent does have some risks to it but its purpose is to help physicians create a far better image and sometimes a roadmap in order to determine what course of action to take in favor of a patient. Urology imaging procedures can be daunting to think about but they serve a great purpose. Often times there are imaging tests that are performed without the use of any kind of contrast agent.

There are some risks to using contrast agents

The most common element in contrast agents is iodine. Iodine has radiopacity, defined as obstructing the passage of radiant energy. Other elements in contrast agents simply serve the purpose of reducing toxicity and increasing solubility in order to avoid adverse effects as much as possible. Contrast mediums do have side effects as does anything in healthcare. The contrast medium reactions vary from patient to patient and in terms of severity.

An example of minor reactions can include the following:

1. Nausea
2. Headache
3. Urticaria

More severe reactions require treatment but are likely to occur to one out of every 1,000 patients injected with contrast mediums. The contrast agent is not always easy to bypass all the way simply because often times a basic procedure may miss something and lead to a manner of treatment that may be inadequate and create another problem. Most studies presumed not to require the use of contrast agents, now require it. The MRI is an example of a scan that was thought not to need contrast agents but requiring it now. The following is a table of properties for commonly used radio contrast media:

TYPE	GENERIC NAME	IODINE, mg/mL	OSMOLALITY, mOsm/KG	VISCOSITY, CPS AT 37° C
Iso osmolar				
Nonionic dimmer	Iotrolan	300	320	8.1
Nonionic dimmer	Iodixanol	320	290	11.4
Low osmolar				
Ionic dimmer	Meglumine ioxaglate	320	580	7.5
Ionic dimmer	Sodium oxalate	320	580	7.5
Nonionic monomer	Iopamidol	300	616	4.7
Nonionic monomer	Iohexol	300	640	6.3
Nonionic monomer	Ioversol	300	645	5.5
Nonionic monomer	Iopromide	300	610	4.6
High osmolar				
Ionic monomer	Sodium iothalamate	325	1843	2.75
Ionic monomer	Meglumine diatrizoate	306	1530	5.0

Contrast agents are necessary for use in urologic imaging and they help more than they hinder, at least when you measure the likelihood of an adverse reaction against the likelihood of successful treatment. It's important to understand that ultimately there is a huge variety of imaging procedures that help in diagnosing any kidney, bladder, or urethra issues that may plague a patient.

The more a patient understands the pluses of these tests the more a patient is likely to understand that the risks are often times relatively miniscule. If you are having a CT scan, MRI scans, or if you are having an X-Ray, it's good to know about the procedure.
Practitioner's Role

Concerns about prostate cancer, kidney failure, and many other problems are becoming more prevalent. It's good for practitioners to not only educate their patients about the types of contrast agents but also the type of equipment used for any procedure. It's good for everyone in healthcare facilities big and small to look for the very best equipment with which to perform procedures.

Preparing the patient for urology imaging

Anytime a patient has to worry about preparing for a diagnostic imaging procedure of any sort there is a great deal of concern with getting everything done right. Urologic imaging is no different when it comes to preparation and, with the multiple procedures associated, preparation can vary so it's good to know what's what.

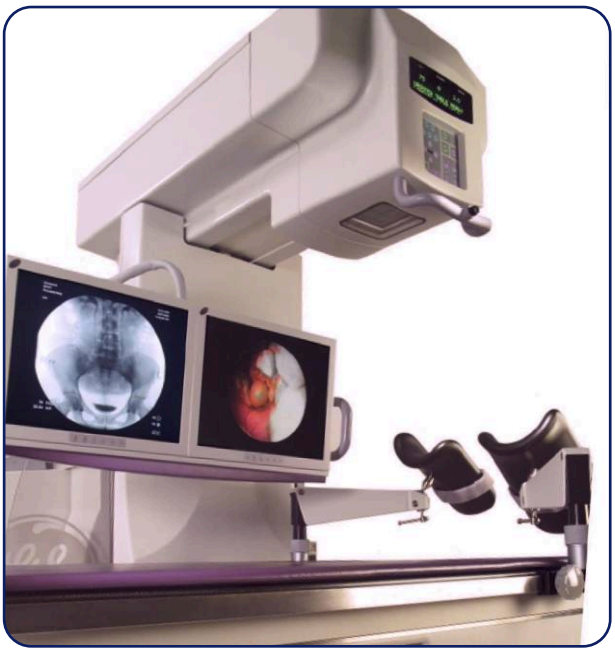
What procedure are you going in for?

Preparation for any procedure, be it invasive or non invasive, or simply for the purpose of diagnosing a condition, requires specific preparation.

In imaging as well as surgery preparation may include abstaining from fluids, specific types of food, or taking some sort of agent to enhance whatever images may be taken. There are numerous urologic procedures that a patient can undergo such as:

- Bladder ultrasound
- Kidney ultrasound
- Scrotum ultrasound
- Prostate ultrasound and biopsy
- MRI
- CT Scan

These procedures are often times painless and run little risk and as far as the ultrasound is concerned little, if any, preparation. General ultrasound preparation procedures can and do vary depending on the test.



Types of Urology

As a healthcare provider it's important to understand what kind of equipment you should use to provide patients with the finest care in diagnostic imaging. When dealing with urologic imaging equipment it's no different than when dealing with any other modality. When creating a urology suite it's important to understand the advantages of the equipment you chose.

First off, if you are using a modality such as a basic X-Ray machine or an MRI scanner, it's important to understand that there are certain limitations to what kind of imaging and service they can provide with regards to urology practices. Having a full suite with the right equipment is vital to your success.

What's the right equipment for me?

It's important to understand what the right equipment is for your practice. A fully equipped urology suite with a specific modality can perform every function you need. Accuracy is of vital importance and being able to perform several functions is a key as well. Detail in the image is vital for establishing a proper diagnosis and formulating a correct form of treatment.

A Great Development

There is a urology system that focuses on providing significant benefits on a clinical level which translate into better patient care and far greater efficiency. This system is known as **OEC UroView 2800**.

There are several features that make this particular system a great one for a fully functional and complete urology suite.

OEC UroView 2800

The features of the UroView include:

- Easy to manage controls
- Moving image intensifier
- Simultaneous viewing of both fluoroscopic and endoscopic images on an 18 inch flat panel display.
- Instant film
- Instant paper hard copy
- Modes 1k x 1k imaging film
- Digital images instant film

Greater Detail

One of the many details of this particular system is the focus on patient comfort with its motorized table design. This design is also easy on the physician as it gives great patient access and it speeds procedures up. All the images are displayed in front of the physician making it ideal without regards to table height and position.

This is the type of system that helps physicians arrive at a proper diagnosis and create the correct form of treatment. Diagnostic imaging procedures conducted with this particular piece of equipment are not only accurate but they also provide physician and patient with comfort and an emphasis on a quicker and still accurate manner of procedure.

What to Consider When Purchasing a Urology System

As a provider of healthcare services it's vital to understand various factors when gearing your practice toward diagnostic imaging. A practice that can provide diagnostic imaging for the purpose of creating an efficient workflow with individual patients will always target the best course of action as far getting the right equipment. It doesn't matter what the modality is, it could be a portable X-Ray machine, CT scanner, or an MRI scanner. Building a fully functional urology suite, the proper equipment is key.
A concern and consideration is price of the equipment.

Questions to ask are:

1. How much will it cost me?
2. What kind of alterations do I have to make?
3. Should the equipment be new?
4. Is it better to go with refurbished equipment?
5. Who can best meet my needs?
6. Does the company I am buying it from know the modality inside and out?
7. What are the hazards, (if any)?
8. The level of radiation, is that something I will have to worry about?

Cost is a key question simply because a piece of equipment can be priced out of a practice's range. If you are in a group practice or by yourself there's a huge necessity for being practical with major purchases.

So, you are a urologist and you want that fully operational suite that will make your patient base even more satisfied with your services. Cost will be a concern so it's good to explore a refurbished option that will provide quality, comfort and accuracy.

When purchasing the equipment you want to look for someone that understands the various differences in modalities, technically speaking, and that has a long and proven track record for outstanding service to the customer. Once you have found that, tell them what it is you want, you've done your homework and you know you want a specific model with the kind of functions that will provide the following functions:

- A CCD Camera
- 18" Dual flat screen LCD monitors, picture in picture
- 90/20 tilt table with moving image intensifier
- X Ray arm mounted flat panel color video monitor
- Auto X-Ray film capability
- 65 kW HF Generator

You want the equipment that you consider the very best for the purposes of establishing a diagnosis and treatment program for your patients. The big question now is what will this cost me? The cost, in part will depend on a variety of factors ranging from condition to which dealer you are purchasing it from. The cost may also take into account how much work you have to do in order to design and properly build the space where you will house your urology suite. Other concerns such as radiation fall more under the umbrella of what a physician finds necessary for the purposes of an accurate image with the right amount of definition.

Doing Your Homework

You want to be able to perform diagnostic imaging in you urology practice. You know you want to have a fully functional suite but you are not quite sure how much you want to spend or what you want in terms of equipment. It's important to look at what you want for your practice and your patient There are several factors to consider such as budget, space, FDA clearances and regulations, trends based on what's effective and what you are willing to do in order to have an effective work flow and a reputation for accuracy.

Often times it's important to compare similar types of equipment in order to make an educated choice. While some types of equipment are likely to have better features than others, it's important to look at them side by side to see which would be a better choice. The following is a chart comparing a few of the features of the GE OEC UroView 2800 system to a few of the features of the Liebel Flarsheim Hydra Vison DR:

FEATURES	GE OEC URO VIEW 2800	HYDRA VISION DR
FDA CLEARANCE (Worldwide)	Yes	Yes
POWER REQUIREMENT	220 VAC, 30 A	240/480 VAC, Single phase or 3- phase
WEITHGT kg (lbs)	1,000, (2025)	748.3 (1650)

The chart really only covers a minute number of features of the two, but the features are vital to making a decision as to what is right for your practice. Considerations for weight and power requirements are vital to where the physician wants to put this type of equipment. Other considerations include pricing as well as technical specs that serve as a way to measure which piece of equipment is right.

Economic Considerations

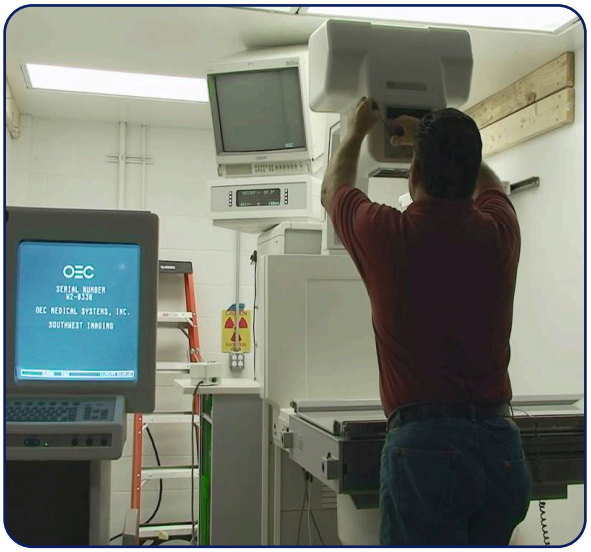
The Advantages of Buying a Refurbished System

In trying to optimize your practice the purchase of a diagnostic imaging modality it's important to understand the advantages to your practice. Often times the advantages of a system are more than just the ability to perform a specific test that will help figure out whether or not a patient has a specific condition.

Any modality from a portable X-Ray machine to an MRI scanner will enhance a practice by making it clear that everyone associated with that practice is looking to help the patient in the best way possible.

There are similar advantages when dealing with refurbished systems. With the rising costs of healthcare and medical technologies, it's important to keep the idea of cost in mind. While thinking about cost when purchasing equipment it's vital to look for ways where savings will not sacrifice quality and patient satisfaction.

Let's say you want to buy a refurbished urology system and you know what you want. Going directly to manufacturer is likely to be extremely cost prohibitive and not only that, there are no guarantees of what kind of defect, if any, your new equipment is hiding. The shipping and installing considerations are also great factors to consider. Purchasing a refurbished piece of equipment is advantageous not only from the cost point of view, but also from other perspectives.



Let's say you are purchasing urology equipment that's refurbished and you want to get the best out of your investment. You want a full understanding of what you will get. In shopping for a refurbished system you want to make sure it has gone through the following:

- A thorough inspection
- A breakdown
- Sanitation of the equipment down to the last detail
- Properly repaired
- Reconditioned and painted
- Carefully assembled to meet OEM (Original Equipment Manufacturer) specification, ensuring that it works like new

In the end you want to get a system that operates like new, with optimal functionality that may well operate better than a new system. In addition to that, you want to make sure you have the right support from sales, to assembly, to daily function.

If you have any questions about re furbished urology imaging equipment or other modalities please feel free to give us a call. Our team of experts here at Amber Diagnostics will be glad to walk you through the many advantages of purchasing refurbished imaging equipment.

Reimbursements and Ethics Considered

As with anything that requires some sort of service, medicine and diagnostic imaging rely on reimbursement. A reimbursement is, by definition, payment for services by a third party. Reimbursements are often cumbersome and a source of friction between patients, physicians, and insurance companies. As the economical climate shifts and healthcare drivers run into roadblocks, reimbursements often change. Practitioners as well as patients may not look as favorably on procedures as they did before. One positive change is that with many pilot programs being implemented to force lowering diagnostic imaging costs in order to achieve cost uniformity, diagnostic imaging procedures are far less cost prohibitive.

If you are recommending a urologic X-ray, or sonogram, you will run into fewer problems, although there is a dwindling premium on physician reimbursement. Like every specialty urology does have a governing body with its own guide to physician reimbursement. The 2013 Medical Physician Fee Schedule has a conversion factor that translates to $34,030, not reflecting any substantial improvement from previous years. As time passes there is a actually a marked decrease on premiums and reimbursements. With these particular situations arising there is a window for change which does affect reimbursements. Where urology is concerned, the American Urological Association is still keeping a strong commitment to the patient.

The following are some of the principles of the Coalition for Patient Centered Imaging, as outlined by the American Urological Association:

- A patient's access to the most appropriate and efficient diagnosis treatment through in-office imaging must be protected.
- Advancements in medical imaging have changed the way physicians deliver patient care by providing patients with prompt, convenient, high-quality test results, thereby allowing for more timely diagnosis and initiation of treatment and improving patient outcomes.
- A patient's physician is best qualified to decide when a test is necessary and may be best qualified to administer the test and interpret the results. Only a patient's physician can integrate imaging results into the medical treatment plan.
- Specialty physicians are uniquely qualified to provide services specific to their specialty because they are properly trained in both diagnostic imaging techniques and in the structure and function of the organs and systems they are imaging.
- In-office imaging not only promotes patient compliance with imaging orders, but also provides savings in Medicare spending by supplanting invasive techniques, allowing physicians to diagnose and treat patients sooner, before complications arise, and facilitating expeditious integration of diagnostic test data into patient treatment plans.

The concept of protecting quality, accuracy, and the physician's commitment is under no way and can, under no way be affected by the issue with reimbursement. These types of agreements serve as a way to ensure that ethics are not violated by physicians, or insurance companies and that patient are afforded the best care possible. Coding, reimbursement and everything of the like is a challenge, however, there are a number of procedures in place as well as alliances in existence in order to help make that process smoother.

As the world economy shifts there is likely to be a significant change that will satisfy both physicians and insurance providers while properly accommodating patients. Imaging will likely receive a boost given the fact, that when measured against other procedures, it actually gives that patient chance for better treatment alternatives without requiring more complex procedures.

Tips for purchasing a system

You Decided on the System

You want to expand your urology practice to imaging and you did a lot of research in terms of the equipment. You talked to experts from engineers, to sales executives, to other physicians. You did side by side comparisons of the outstanding Hydra Vision Plus from Liebel Flarsheim and the OEC 2800 UroView from GE and made a final decision.

After ample consideration you feel that what's best for your practice is the OEC 28000 from GE and you want to move on. Your decision is made but you want to double check a few things so you want a full breakdown of what your investment is getting you. In that breakdown you want every spec you can think of down to the very last tech term.

You have someone that's going to go over it with you and answer any questions that you may have, your sales person, who should be armed with knowledge and backed by expertise.

MODEL: GE OEC UROVIEW 2800
FDA CLEARED: Yes
SOLD: Globally
CE MARK (MDD): Yes
TABLE; LxW, cm (in): 119 x 76
Travel, cm (in) Longitudinal: 51 (20)
Transverse: 25 (10)

Once these measurements have been thoroughly explained you'll want to know about the imaging features that you are paying for, the ultimate goal here is the right system, a comfortable patient and the best diagnosis. When discussing your decision you will hear the following imaging features are a part of your new system:

1. 1000x1000 pixel monitor resolution
2. Display rate of 30 frames per second
3. Storage function capable of storing 400 frames
4. Optional storage for up to 9,000 images
5. Zoom enhancement
6. Frame averaging
7. Zoom
8. Roam

Once you are sure that these are the imaging features you want you will question what some of the accessories are and, also, options that you can put in to your system in order to optimize it. With this particular system there are many options to chose from:

1. Standard foot and hand controls
2. Optional drain pan
3. Drain hose connect
4. Tissue screen
5. Disposable drainbag
6. Optional crutches for the knee/leg/foot
7. Leg holders
8. Optional alcock boots
9. Optional pediatric stirrups
10. Padded arm board for optimized comfort
11. Optional shoulder braces
12. Surgeon's elbow rest
13. Optional cysto seat

After being given a full breakdown you are satisfied with your choice as well as the people that helped you arrive at it. It's always important to engage in thorough system comparisons more than once simply because you never know which system is best for your own needs.

Site Planning

Shielding, Environmental Setting, Electrical

When creating your urology or general imaging site you have to understand a few things. Your new site's purpose is so you can better serve your patients and that alone should be your sole reason.

You have to consider what space you are counting on and understand that whatever modality you are purchasing has specific space and power requirements. You cannot still a urology system in a broom closet or an MRI scanner in a tiny room with only a few of the components.

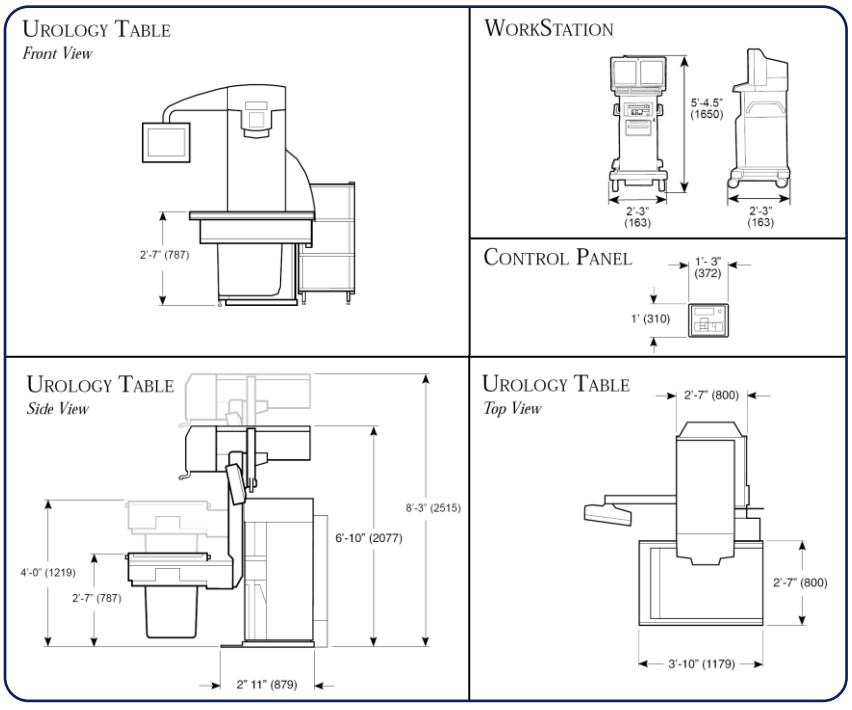
To plan a proper site you have to ensure you know the measurements of a fully assembled modality and what makes a room right for that. You also have to consider proper and effective work flow and how long it will take to create a properly functioning site. There are also state regulations that have to be properly considered and followed. When planning your site you also have to consider who you do business with. It's vital that your equipment provider be aware of regulations, dimensions, and also proper installation of the equipment.

It's important to be aware of how much electricity the equipment will use and if there is enough power to support it. Other huge factors include temperature, environmental considerations given the fact that these modalities employ the use of radiation, and proper shielding of the site. In diagnostic radiology lead-lined materials are used for the purposes of shielding because it's easy to acquire, commercially, for units below 300 kvp. Urology equipment like the OEC 2800 and the Hydra Vision Plus meet this type of requirement so finding the shielding is easy.

Concrete is another choice for effective shielding while other metals in pure form are considered usable although not as effective.

Environmental concerns deal with issues such as the administration of radioactive materials to human subjects, proper disposal of radioactive materials, and the proper control of the release of radioactive materials.

These rules vary from state to state and may even have different applications from municipality to municipality. This is the part of site planning that can be difficult and sounds slightly ominous even though it sounds like a fairly easy fix.



There are specific building considerations that need to be adhered to as well before creating a space for the suite. The type of materials that are used should not be your standard tree house plywood. With urology systems there is not as much to consider as with other modalities but it's good to know all the rules and what's right in order to create an effective urology imaging site, or any imaging site.

Always Know Your Regulations

With everything there is some sort of federal regulation that people need to be aware of. Diagnostic imaging equipment is no different. If you have an X-Ray machine, CT scanner, MRI scanner, or urology imaging equipment, the regulations will apply to you. The regulations are often long, numerous and cumbersome, but they serve the purpose of keeping the patient, the practice, and everyone involved, safe from any major issues. The FDA puts these regulations into place to ensure that safety is not compromised and accuracy in diagnostics is not sacrificed.

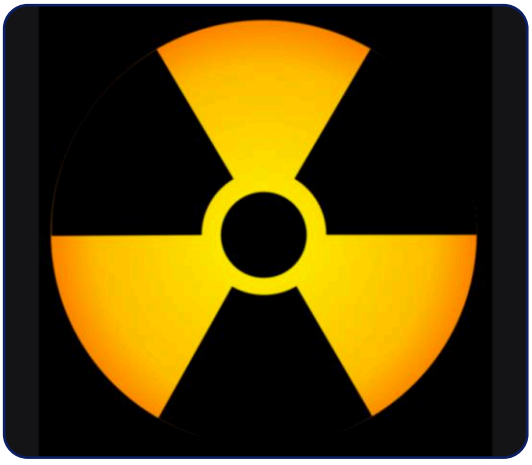
It's not impossible to memorize the many regulations that apply to medical devices but it is important to know how many of them will automatically apply to you. The subchapter that applies to radiology covers just about everything and its purpose is very specific in its scope. The scope is stated as follows:

(a) This part sets forth the classification of radiology devices intended for human use that are in commercial distribution.

(b) The identification of a device in a regulation in this part is not a precise description of every device that is, or will be, subject to the regulation. A manufacturer who submits a premarket notification submission for a device under part 807 cannot show merely that the device is accurately described by the section title and identification provision of a regulation in this part but shall state why the device is substantially equivalent to other devices, as required by 807.87.

(c) To avoid duplicative listings, a radiology device that has two or more types of uses (e.g., use both as a diagnostic device and a therapeutic device) is listed in one subpart only.
It helps that a device in use, such as urology imaging equipment will be classified and that its components will in turn have some sort of coverage under these regulations. It's important to know that just like new foods, and pharmaceuticals, these devices have to get a clearance. A clearance depends on whether or not the medical device is similar to one in existence and meets all safety standards while serving a similar or improved purpose.

With urology imaging it's important to know the following:



Sec. 892.1360 Radionuclide dose calibrator.
(a) Identification. A radionuclide dose calibrator is a radiation detection device intended to assay radionuclides before their administration to patients.

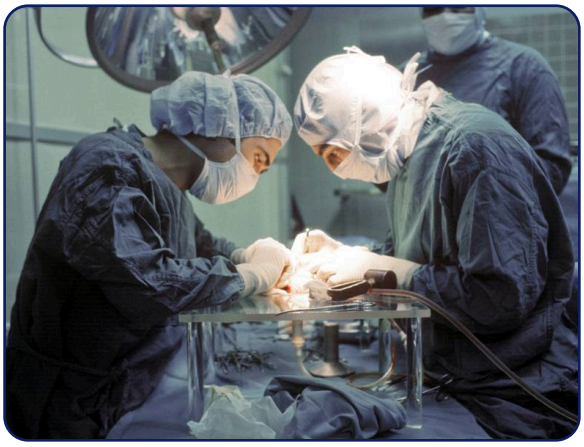
Anything that applies to usage in urology imaging is important; this is an example as radionuclide doses are used in urology imaging. Many components, pieces of equipment and devices require a pre market notification while many others do not.

This is not something that applies to practitioners so much as manufacturers but it's important to understand that what you buy meets regulations and has a seal of approval. There are also regulations in place for the site itself that must be followed in order to avoid citations for violations to patient safety and diagnosis accuracy.

Scan Radiation

Radiation Exposure Considerations

When making major purchases as far as modalities is concerned you have to take into account one major consideration, radiation. X-Ray machines, CT scanners, MRI scanners and any sort of imaging is dependent on radiation for the purpose of rendering a proper image. While the levels of radiation for testing are often minimal for immediate negative effects, there is a concern that on a patient by patient basis there may well be a possibility that repeated exposure may lead to a future case of cancer.



When setting up urology equipment the concern should be no less as radiation is required when performing tests with a specialized flouro machine. A urology system is meant to help diagnose everything from basic conditions, to complex conditions, and it helps create the proper treatment, even if it means interventional procedures.

Radiation is a concern that's important to explain to patients. There have been multiple stats cited about the dangers of radiation and the possible future numbers reaching close to 29,000.

There are new technologies that are gaining a lot of traction in terms of using lower radiation doses without sacrificing image qualities. It's important to properly tell patients what the dosage will be and the minimal immediate risks measured against the long term benefits.

While it's important that the patient understand the benefits, it's equally as important to have an accurate history in order to ensure that any unknown risks from exposure are properly addressed.

Ultimately it's important for the physician and his staff to understand the minimum dosage of radiation that can be used in an effort to create accuracy with little to no risk. This type of knowledge is invaluable and will make a great addition to a practice nearly crucial to its success.

It's also important to know and understand that if you are purchasing a refurbished urology system, or any other modality, you can control levels and doses of radiation because these systems work as well, and in many cases, more effectively than new systems.

The Benefits of a Urology Suite

Physicians are always looking to improve their practice. It doesn't matter the specialty, the idea of being able to perform certain procedures in-house is a plus. Patients often times feel less threatened if a procedure is performed anywhere other than a hospital.

Diagnostic imaging procedures are no different, often times given the number of physicians in line to perform a procedure, and the high number of patients, something simple can require hours of wait.

A urologist is no different in that tests and procedures can require hours of wait for a relatively short procedure. In terms of urology systems it's a huge benefit to have an on site suite with the proper equipment.

Urology procedures are far more personal in nature and, often, patients want to feel like they have some degree of privacy. From a minimum number of practitioners involved to as few people to talk to as possible, there is a need for privacy in there types of procedures.

The benefits of having a fully functional suite are simple from a patient's perspective and can be summed up as follows:

- Patients feel a greater degree of privacy.
- There is less wait.
- The procedure can be scheduled and performed sooner.
- A patient is more likely to submit to a procedure when they feel it will be performed in a familiar place.
- A patient is likely to recommend their physician because they are satisfied with the services provided.
- Workflow in every case will be a lot smoother.
- There are less chances of mistakes because patient records won't rely on outside staff.

There are never any certainties in life but it's important to be a attentive to detail as possible when dealing with the well being of patients. Having a urology suite helps in not only developing an accurate diagnosis but also an all important proper manner of treatment and knowing when it's necessary to submit the patient to an invasive versus a non invasive procedure.

The ultimate benefit of a urology suite translates into patient welfare. As a physician you want your patient to be satisfied and as a patient you want to feel that you are in the hands of the best, without regard to location.

Conclusion

Tips for the Right Provider

Once you make the decision for updating your practice in terms of services, there is a key consideration that will make your decision either the best decision you ever made, or a regrettable chain of events. Price is a consideration because you don't want to be crippled financially, and site planning as well as energy considerations have to be taken into account as well. Ultimately there is a decision on who will be the provider of equipment. Often times it's important to do your homework on your choices, simply because you want to know you are going with the very best.

There are factors that are important to look at in so far as who will sell you what you want.
The factors you and your staff need to consider are the following:

1. Length of time in the business
2. Modality specialties
3. Knowledge of diagnostic imaging
4. Is there specialized staff?
5. Brand knowledge
6. Do they warrant their equipment?
7. The breakdown of their work
8. Support
9. Pricing
10. Shipping
11. Payment Facilities
12. Delivery

At first glance these factors may seem like they are easy enough to understand but it takes a lot of research in order to find these out.

Length of time in the Business/ Knowledge

It's important to know and understand the level of experience of your provider. A lengthy stay in the business means a lot of things. A provider that's been in the business long is also a flexible provider willing to always go as far as possible for the benefit of the customer. There is likely a broad knowledge of the imaging field in a provider that has been well established.

Modality Specialty/ Staff/ Knowledge of Brands

A provider that knows more than one modality well and has an established installation record is easier to rely upon. A company providing more than one modality, with a successful record, likely relies on a staff that understands what they are selling. There is a good chance that the staff also knows more than one brand and has a way to compare brands to best suit the customer.

Warrants / Support

If there is a warranty behind the work, the company you are using is the right one for you. The proper warranty means being able to give customers security that everything they purchase will be insured in some manner or another. While refurbished warrants may not be as lengthy, having them is necessary even though the equipment often times works better than new. To have a staff of professionals support you after the purchase is vital in order to go through the set up process successfully.

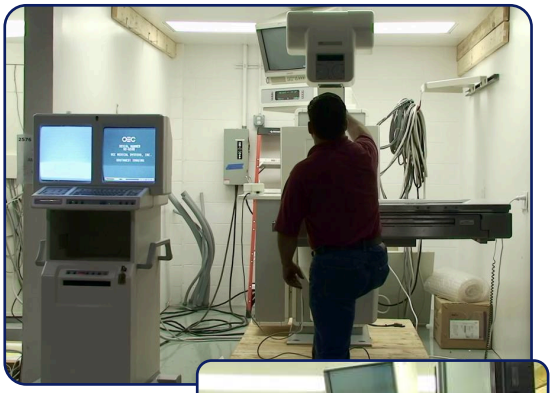
Pricing / Shipping / Payment

It's important to deal with a company that will understand the need to keep any transaction from becoming cost prohibitive. While sales and profit are an important consideration, the ultimate consideration should be customer satisfaction. When purchasing a modality it's also vital that the company you are purchasing from make shipping an extremely important part of the transaction. The equipment needs to be treated with the utmost care and handled with great attention to every single detail, from the moment it is loaded to the moment it is delivered. Payment is a consideration, even when the price is affordable it's necessary to deal with a company that can provide a line of payment that will work with the customer.

The Refurbishing Process Broken Down

Purchasing a refurbished system is not only cost effective but it often times proves to be as effective, and more so, than a new piece of equipment. It is a key to understand how the modality you are purchasing is broken down, re- built and packaged to function as well as new one. When you can see the process from beginning to end and understand how effectively it is enacted by the company you purchase from, you know and understand that you have the right company.

We here at Amber Diagnostics pride ourselves in being the right company for your refurbished modality needs. It doesn't matter if you are looking for a CT scanner, MRI scanner, X- Ray machine, or urology suite; we are here to meet your needs. With a team of experts specializing in various systems and over 20 years, we are the company that can provide you with everything you need in order to make your improvement a pleasant experience from beginning to end. From purchase to installation our experience, both in the US and internationally, speaks for what we can do. If you have any questions at all please feel free to call us anytime. We look forward to answering any questions you may have.



The process for our refurbished urology systems begins with a complete tear-down. All mechanical and electronic systems are then functionally and cosmetically inspected, evaluated, refurbished, and then reassembled to match OEM standards and FDA laws.

After a detailed cleaning and paint process, each urological imaging system is pre-staged in our facility for operational compatibility and calibration to OEM specifications. These imaging systems come available with an array of powerful digital imaging options for your urology suites.

Stage One: The first stage is a complete inspection, sanitation, and disassembly of the entire Urological system.

Stage Two: All composite and metal components, table shell, and other system components are repaired with any necessary machining or welding and then sent to the prep & paint area for sanding and custom painting process. High gloss finish options available.

Stage Three: All painted components are returned to a staging bay where the careful reassembly process begins for OEM specification operability.

Stage Four: After the system is mechanical rebuilding and parts replacement is completed the system is fully assembled for a system compatibility pre-staging. At this point the system is fully tested and calibrated to Original Equipment Manufacturers (OEM) specifications.

The final result is a refurbished Urology System that looks and operates with like new or better functionality. Amber Diagnostics is a full service equipment provider that will guide you through the entire process before and after sale.

Why the Upgrade is Necessary

Progress is always necessary when dealing with healthcare. A physician can no longer be satisfied to just put the stethoscope on a patient's chest and ask them to breathe in and out. It doesn't matter what your specialty is, you want to make sure that the patient is well diagnosed.

Diagnostic imaging equipment, no matter the modality, will improve the chances for a manner of treatment that will not require invasive procedures.

The ultimate reduction in costs and maximization of benefits will allow the patient a better quality of life with less stress. It's important to place a patient's welfare at the top of every single list. A urology suite gives a patient the feeling that, even something as difficult as a complex condition can be cured without complication.

The purchase of equipment can seem cost prohibitive in many respects, planning a site can be cumbersome, reimbursements are a total pain, but ultimately there is a feel that you are doing the best for the patient.

What you give the patient is:

- Confidence in your abilities.
- Peace of mind.
- The option for something less complex.
- A lot of hope.
- Necessary privacy.
- Greater Accuracy

There are great advantages that you will give yourself when purchasing the equipment as well.

- Aid in a more accurate diagnosis
- Reducing the chance of engaging in an invasive procedure
- Patient comfort
- A more effective practice
- A more effective method of treatment that will reduce discomfort.

It's important that you rely on a provider that will understand what you need and how to facilitate it. It's vital that from the acquisition of your suite, to the installation, to the services, you have someone behind you that will thoroughly understand you and your reasons for the use of diagnostic imaging equipment.

Still Have Questions?

Though this guide book is intended to inform you on the foundations of buying and safely utilizing a Urology system, we're pretty certain it must have raised some questions along the way.

Our knowledgeable and attentive team at Amber Diagnostics is here to help you find the perfect Urology system for your business. If the time is not right for you to purchase radiology equipment just yet, give us a call anyway! We will be happy to address all your questions and concerns.

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Be sure to subscribe to our Amber Blog as well for tips and trends in the imaging industry.

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UROLOGY BUYERS GUIDE

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