

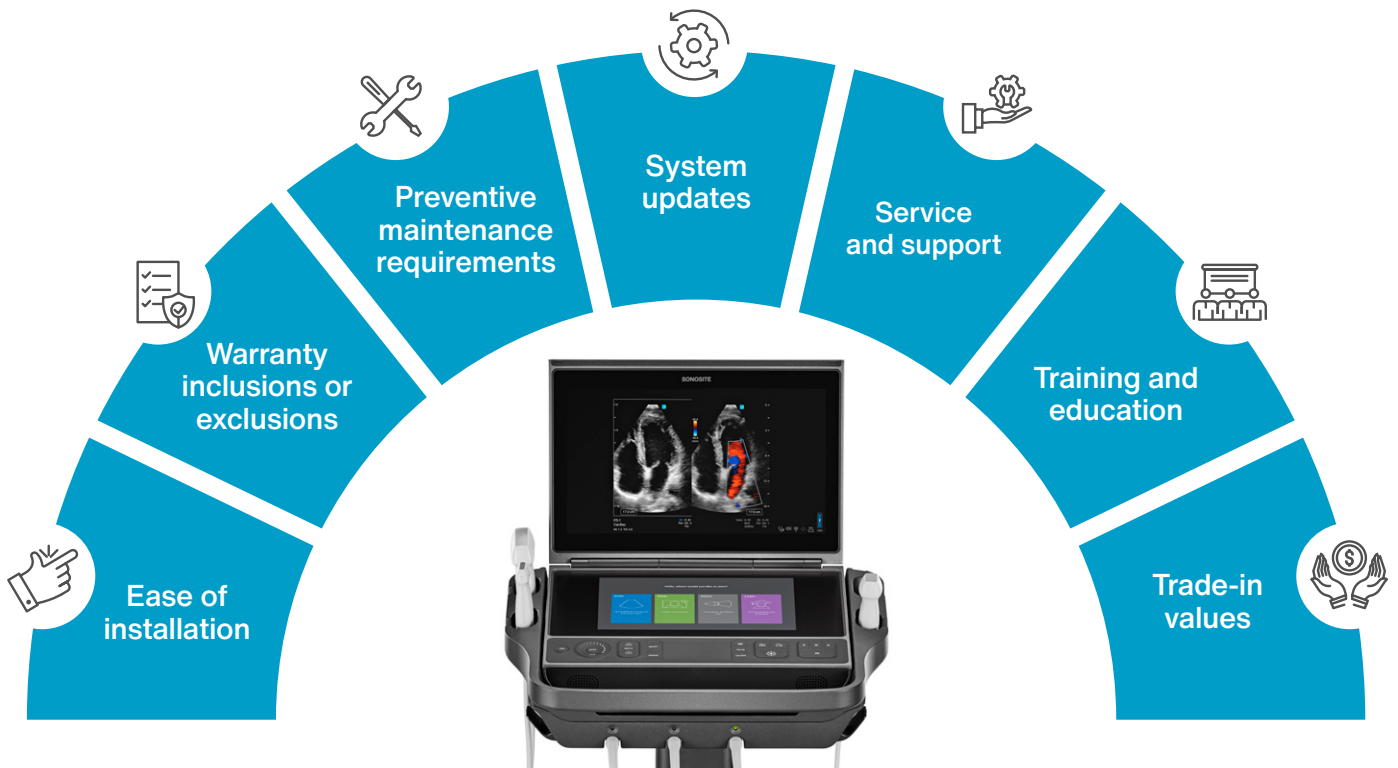
Understanding **Total Cost of Ownership**

We understand the many financial decisions and constraints that your hospital or healthcare system must navigate. Our goal is to help you understand how point-of-care ultrasound (POCUS) can help **improve patient outcomes, increase patient safety, reduce costs, and generate revenue¹**, and why overall total cost of ownership is a critical factor when choosing a POCUS solution.



There's more to the cost of ultrasound than sticker price.

When purchasing a POCUS solution, there are several additional costs to consider that can **help reduce long-term spending**.



Your Partner in Point-of-Care Ultrasound Service, Education, and Value



Durability, Reliability, Ease of Use, Education

Our four pillars are the foundation behind everything we do, how we build our systems, and why we offer such a low total cost of ownership. Fujifilm Sonosite has a proven 20+ year track record of building ultrasound solutions that stand up to our pillars.



Comprehensive Training and Education

- On-site clinical applications installation and training for up to four hours on the day of equipment installation
- Sonosite Institute, an exclusive customer-only online educational resource that includes specialty-specific case studies, how-to videos, and self-paced courses that can be accessed from any device
- SonoAccess™ Mobile App for on-the-go education for over 14 medical specialties, including how-to videos, clinical images, and more (available for iOS and Android)



Ensure Up-Time with Our Industry-Leading, 5-Year Standard Warranty

- Overnight loaner of ultrasound equipment to ensure up-time²
- 24-7-365 live answering phone support
- System and transducer repair and/or replacement from accidental drops or manufacturing defects
- Shipment of equipment to and from customer to Fujifilm Sonosite Service Repair department
- Software reliability updates are included at no additional cost

Exceptions may apply³



Even More Value

Sonosite ultrasound solutions **require no preventive maintenance**. What's more, **competitive trade-in values** allow you to trade-in your older equipment so you can always have the latest Sonosite ultrasound technology.

To learn more about POCUS total cost of ownership or for a detailed analysis of your current Sonosite total cost of ownership, contact your local Sonosite representative.



¹ Sonosite.com. www.sonosite.com/evidence/value-visualization. Accessed April 2020.

² Overnight shipping where available. For Sonosite iViz and Sonosite X-Porte ultrasound systems: Sonosite will ship an exchange system or module that replaces the current system or module needing repairs.

³ Please see your Sonosite equipment warranty terms and conditions for detailed coverage information on standard warranty offerings. Warranties are not transferable outside the country where the product is purchased, and warranties are invalid for equipment not purchased directly from FUJIFILM Sonosite, or an authorized distributor. Terms may vary for veterinary products. Sonosite iViz ultrasound system and its transducers are covered by a 3-year standard warranty. OEM transducers and Sonosite accessories are covered by a 1-year standard warranty. Sonosite Certified Pre-Owned ultrasound equipment is covered by a 1-year standard warranty.