



Life Systems, Inc.



Endoscope Repair: Flexible, Rigid, Camera Heads, Power, Transducers • **Refurbished Endoscopy Equipment:** GI and Surgical
 • **ERBE Surgical Systems:** Electrosurgery, ERBE Jet® 2 •



Maximize Your Equipment Repair Budget and Asset Life Cycle

Founded in 1992, Life Systems, Inc. specializes in portfolio purchases and refurbishment of endoscopic equipment. The company has brought this expertise to endoscopy labs, surgery and clinical engineering departments at medical facilities throughout North and South America, Europe and Asia.

The evolution of Life Systems has brought about many changes however the business philosophy has remained the same: to provide medical organizations with management of equipment life cycles through overall cost-containment as well as asset maximization at the time of final disposition.

Equipment Repair

Life Systems sets the third party repair industry standard with a commitment to quality that goes beyond simple claims of excellence.

Independent Service Organizations (ISOs) all strive to deliver OEM equivalency, however that is a major challenge to measure. Quality is easily promised; however what happens when a new generation of equipment comes to market?

There is a significant customer impact when an ISO does not have a high-quality replacement part. Since most OEMs do not sell original parts to ISOs, how can those companies ensure the quality and availability of repair parts?

Life Systems has removed the uncertainty and has taken on the ownership of parts manufacturing. The majority of parts used in our exclusive repair process are engineered through a detailed Part-to-CAD process and then manufactured by one of our certified partners. All finished parts go through a rigorous inspection prior to being accepted into our inventory.

REPAIR CAPABILITIES

Flexible Endoscopes

*Olympus and Pentax GI Endoscopes and Video Pigtails.
Most brands of Bronchoscopes, Cystoscopes and Sinuscopes.*

Rigid Endoscopes

All brands and types including Arthroscopes, Laparoscopes, Sinuscopes, Cystoscopes and Semi-Rigid Ureteroscopes (ACMI MR6 and other brands).

Camera Heads

All brands of Surgical Camera Heads.

Power Equipment

Pneumatics, Batteries, Hand Pieces, Hoses, Phaco Harmonic Scalpels.

Ultrasound Transducers and TEE Probes

All major brands including ATL, Acuson, HP, Phillips and GE.

LSI-CORP-0210



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Replacement Parts—Quality Guaranteed

Life Systems has made an investment in the latest video-laser metrology equipment and 3-D optical scanners to deliver precise measurement and optimal parts performance.

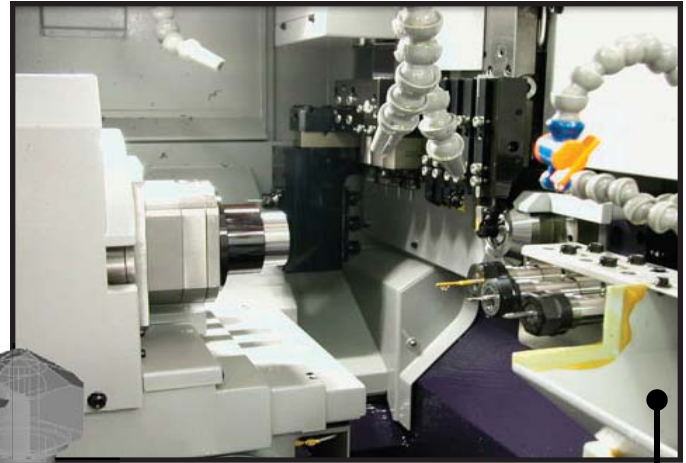
Replacement repair part designs are created through a Part-to-CAD process and then machined by our verified partners to meet the exacting standards of the OEM dimensions and finish. Tolerances are held to within 1/10,000th of an inch compared to the OEM part.

All patient contact parts are manufactured from medical-grade materials and comply with USP Class VI biocompatibility standards.

By controlling the overall process, this critical concern is no longer an issue. Innovation in this area keeps us growing at sustainable levels while meeting current and future equipment repair challenges.

Our ability to design, engineer and validate quality replacement parts is our guide. We ensure quality parts availability by overseeing the development and manufacturing of our own replacement parts such as C-Covers, eye pieces, inner and outer tubes, light cones, air / water nozzles, wire stoppers, etc.

Ask how we deliver OEM equivalency ... We will *show* you.



Precision Parts Machining Center



3-D CAD drawing of a replacement air / water nozzle for a flexible endoscope.

Documented Quality Control Process

- All replacement parts are subject to the same rigorous standards employed in our repair process. Finished repair parts are re-measured and compared to the original computer generated templates for accuracy and consistency.

REPAIR SERVICES



Reduced Downtime / Faster Turnaround

- All scope and camera repairs are performed in-house. Zero time lost due to outsourcing of repairs.
- Locally focused with a field sales team to support and assist you in expediting repair needs, loaners and in-service training.

Repair Warranty

- All repairs performed are backed by a 120 day warranty for parts and workmanship.

Complimentary Loaners

- When you have equipment needing repair, simply call our Repair Department to request a free loaner to use during the time your equipment is down.

Pick Up and Delivery

- Free pickup and delivery for your equipment.

No Charge Preventative Maintenance Inspections

- Life Systems will perform free, on-site preventative maintenance inspections on your endoscopes, camera heads and water-resistant caps.

REFURBISHED & NEW EQUIPMENT

Life Systems can develop a unique and full-service program for the disposition and acquisition of assets regarding used or demo endoscopy equipment for your organization.

We are uniquely positioned to provide you with cost-effective and reliable reconditioned equipment.

- Flexible Endoscopes
- Rigid Endoscopes
- Surgical Cameras
- Video Processors
- Light sources
- Video Monitors
- Printers
- Endoscopy Carts



PROGRAMMATIC DISPOSITION MECHANISM™

In today's economy, medical facilities are facing the challenge of locating capital funding for equipment purchases while also dealing with reduced margins and reimbursement amounts. This program, known as the Programmatic Disposition Mechanism™ (or PDM™), provides cost advantages and a simplistic method for organizations to significantly recover capital dollars spent on new endoscopes.

The Programmatic Disposition Mechanism offers health care providers the means to improve the quality of care while significantly reducing costs.

Through the PDM, organizations will be able to more effectively manage the expense of upgrading endoscopy equipment for enhanced patient outcomes. The PDM delivers significant leverage for new equipment purchases when compared to the traditional methods of an OEM trade-in or one-off sales.

All purchased equipment is completely refurbished by Life Systems using new, replacement parts and available for sale to other USPI organizations or sold abroad.

ASSET MANAGEMENT

Equipment Needs Assessment

- Life Systems would be happy to provide an analysis on equipment utilization, equipment failure rate, equipment uptime and repair costs. Get a complete picture of each location's business and how it ranks against industry standards.



PMI's (Preventative Maintenance Inspections)

- Our technicians take a proactive role in maintaining your equipment. We are pleased to provide educational in-services and PMI's at no charge.

Service Reports – Equipment Condition

- Upon completion of each repair, Life Systems provides you with a service report that accurately describes the work performed and brings to light any potential problems or future recommendations.

Should you ever require a full history report, by serial number, for equipment sent in for repair, our Repair Department staff would be happy to provide this in a timely manner.

EDUCATING TO REDUCE REPAIR EXPENDITURES



At Life Systems, we are committed to educating our customers. We provide nurses, physicians, technicians, biomedical engineers, administrators and material managers on-going education to further their knowledge of equipment, how to avoid costly repairs and reduce cross-contamination risks.

We offer educational training and consultation at no charge to increase staff knowledge through on-site programs and educational materials.

This accredited training helps employees understand equipment construction and proper care and handling with the ultimate goal of reducing endoscopy equipment downtime and unnecessary repairs.

For more information or to schedule a free education session, please contact Life Systems, Inc.

EXPANSION TO BETTER SERVE OUR CUSTOMERS



In 2006, Life Systems completed a new headquarters that brought our refurbishment, repair and engineering departments together under one roof.

This cutting-edge facility confirms the company's commitment to advancing technology in rigid and flexible endoscope repair and refurbishment, providing first-class service and support, and advancing equipment training for medical personnel.

Visitors and tours of Life Systems are welcomed. Please contact your sales and service representative to set up a visit.

Life Systems, Inc. is also one of the largest suppliers of refurbished endoscopes in the USA. And is also the sole distributor of **ERBE** Surgical Systems in ten Midwestern states.

CORE COMPETENCIES OF LIFE SYSTEMS, INC.

- Ownership of manufacturing replacement parts - Investment in cutting-edge engineering equipment, validated manufacturing partners – OEM equivalency on replacement parts.
 - Offer customers flexible and contractual relationships.
 - Adaptive corporate culture with a commitment to quality – above growth goals.
 - Provide customers the ability to consolidate vendors due to our proficiency in performing repairs on a wide variety of equipment.
 - Delivery of total quality customer experience.
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