

FM DISTRIBUTION PARTNER MEETING


MUNICH, MAY 24 2024



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WELCOME TO MUNICH!



AGENDA

Time	Topic	Lead
8:30 – 8:45	Welcome & Introductions <ul style="list-style-type: none"> • Distributor Introductions • Belmont Introductions 	Venceslao Benanzio
8:45 – 9:15	Marketing Update	Alexandra Rousseau
9:15 – 10:00	Project Corvair Kick off US Corvair Experience	Alex Lupu Jim Frontero
10:00 – 10:30	Coffee Break	
10:30 – 12:00	Project Corvair Update <ul style="list-style-type: none"> • Hands on temperature tests • Fluido, Ranger, Level 1 • Best Practices – Germany, Austria 	Alex Lupu Reiner Nickels, Gerhard Pavecic
12:00 – 12:30	EOL Best Practices – influencing tender requirements – Sweden	Mikael Antonsson
12:30 – 1:30	Lunch in the restaurant "Schwarz & Weiz"	
1:30 – 3:00	Distributor Best Practices Sharing <ul style="list-style-type: none"> • Fighting Fluido – Benelux • Corvair (Level 1) – Canada • Foundation/grant funding – Canada 	Patrick Rosa JF Granger
3:00 – 3:30	Coffee Break	
3:40 – 4:30	Clinician's Perspective: Dr. Gösta Lotz, Universitätsklinikum Frankfurt	Dr. Gösta Lotz
4:30 – 4:45	Meeting Conclusion	Venceslao Benanzio
6:30	Meet in lobby to walk to restaurant	
7:00 – 9:30	Dinner & Awards Celebration at Ratskeller, "Bacchuskeller" room	
9:30	Dinner Conclusion	

OBJECTIVES

- Get latest product & marketing updates from Belmont
- Experience the power of Corvair!
- Learn from each other & be motivated
- Sharpen our clinical knowledge
- Strengthen distribution partner relationships
- Recognize distribution partner performance
- Have fun!





MARKETING UPDATE





ALEXANDRA ROUSSEAU

MARKETING TOPICS COVERED

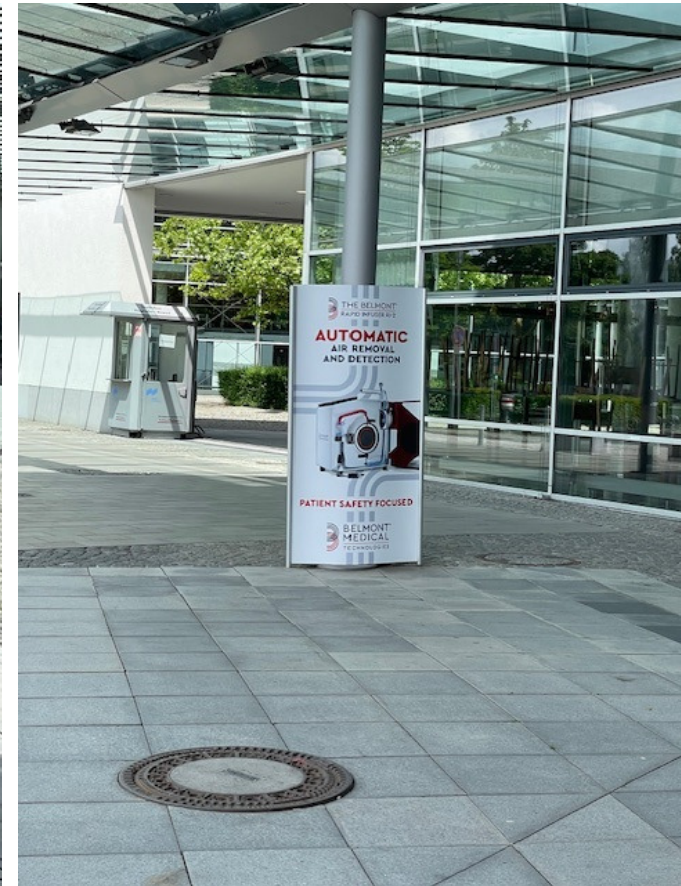
- Advertising
- Educational materials via QR code
- PR event example
- Digital marketing review
- Social media tools
- New product development update



ESA 2024 OUTDOOR ADVERTISING

<p>ALLON[®] MAXIMUM SURFACE COVERAGE</p>  <p>FLEXIBLE SURGICAL ACCESS</p> <p>BELMONT[®] MEDICAL TECHNOLOGIES</p>	<p>ALLON[®] PREDICTABLE NORMOTHERMIA</p>  <p>WITHOUT THE HOT AIR</p> <p>BELMONT[®] MEDICAL TECHNOLOGIES</p>	<p>THE BELMONT[®] RAPID INFUSER RI-2 RELIABLE OUTPUT FLUID TEMPERATURE</p>  <p>EVEN AT HIGH FLOWS</p> <p>BELMONT[®] MEDICAL TECHNOLOGIES</p>	<p>THE BELMONT[®] RAPID INFUSER RI-2 PRECISE CONTROL OF FLUID DELIVERY</p>  <p>AT RATES UP TO 1 L/MIN</p> <p>BELMONT[®] MEDICAL TECHNOLOGIES</p>	<p>BELMONT[®] MEDICAL TECHNOLOGIES THE BELMONT[®] RAPID INFUSER RI-2</p>  <p>Booth: FEG.C08</p> <p>RAPID BLOOD/FLUID WARMING</p>	<p>BELMONT[®] MEDICAL TECHNOLOGIES ALLON[®] THERMOWRAP[®]</p>  <p>Booth: FEG.C08</p> <p>ADVANCED PATIENT WARMING</p>
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ESA ADVERTISING PREVIEW



ANESTHESIOLOGY NEWS FEB 2024

ARE YOU TRAUMA READY?



Scan the QR code to find out or visit belmontmedtech.com/traumaready



Preparedness starts with The Belmont

In the critical minutes after mass casualty incidents, immediate access to rapid blood transfusion equipment can mean the difference between life and loss.

Join us in championing trauma preparedness—turning moments of crisis into moments of hope. Your actions today can be the lifeline someone desperately needs tomorrow.



Less Work for Staff

Easily operated by a single user and set up within minutes, you can direct more resources to additional patients.



Unmatched Performance

Near instantaneous warming using electromagnetic induction allows you to provide care when it's needed most—now.



Patient Safety Focused

We raised the standard for patient safety by developing advanced features to help protect against transfusion complications.



THE BELMONT®
RAPID INFUSER RI-2

SAVING LIVES. TOGETHER.

Contact us at savelifelife@belmontmedtech.com to schedule a demo or visit www.belmontmedtech.com for more information.

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Awarded top scores in **Highest Information Value** and **Believability** and tied for 2nd in **Highest Attention Getting Ability**

Prolonged **hypothermia** is common, even with forced air warming.

UP TO

\$7K

in added cost of treating a hypothermic patient after surgery*

NEARLY


50%

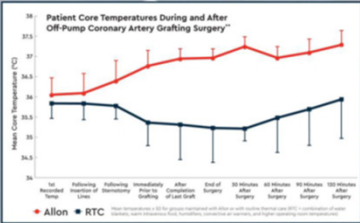
of patients had continuous core temperatures under 36°C for more than an hour†

* Intraoperative hypothermia was common and often prolonged, even with forced air warming. In a study of 16,816 patients in surgery for over an hour. (J Clin Anesth 2015; 28: 179-85)

Let's make prolonged **normothermia** common, together.

Allon® is your Patient's Fast-Track to the PACU, allowing you to quickly reach and maintain normothermia.







Learn how you can more effectively maintain patient temperature predictably with Allon by visiting belmontmedtech.com/allon or sending an email to allon@belmontmedtech.com

SAVING LIVES. TOGETHER.

*ASA Journal 1999; 67(2): 153-164
†Heart Lung Forum 2002; 24(4): 173-180
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Ranked above average in **Information Value** and **Believability**

ANESTHESIOLOGY DUAL AD EXAMPLES

Transform Clinical Outcomes with Industry-Leading Performance

#1 Ranked Rapid Infuser* in All Key Purchase Criteria:

- Reliability of Device
- Ease of Use
- Clinical Utility
- Durability / Lifespan
- Safety

THE BELMONT® RAPID INFUSER RI-2

*Source: Independent Third Party Market Study

belmont is much preferred – it's fast, easy to use, and is seen as the more reliable device – with a really sick patient, me and the nurses (sic) prefer the Belmont.

We switched because we wanted a safer device and to standardize... Belmont's aluminum free device [disposable] plus the built-in air detection gave us a lot of confidence.

Belmont is more reliable at high and low rates... [with the] Belmont I can punch in a specific number and it reliably infuses fluid at that precise rate.

Contact us today at ANES23@belmontmedtech.com to schedule a demo and mention code ANES23 for a special offer, or visit www.belmontmedtech.com

SAVING LIVES. TOGETHER.

Revolutionize Patient Care with Advanced Temperature Management

Alternative to Forced Air for Predictable Normothermia:

- Precisely warms and cools automatically to maintain set point temperature
- Initiate warming before you drape
- Reduce the risk of SSI**
...all without blowing air around the operating room

Allon® ThermoWrap®

**A recent study demonstrated an overall rate of 50% attributable surgical site infection of 1.5% (Lange 2022)
Lange H. Patient temperature and the risk of surgical site infection. JAMA Surg. 2022;147(10):1225-1231. doi:10.1093/jama/suab001. Epub 2022 Aug 10.

Cardiac ThermoWrap®

Universal/Pediatric ThermoWrap®

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THE BELMONT® RAPID INFUSER RI-2

THE BELMONT® RAPID INFUSER RI-2
Blood and Fluid Warmer

- Reliable fluid temperature, even at high flows
- Precise control of fluid delivery
- Automatic air detection/removal
- High-speed warming up to 1 L/min

ALLON®
Advanced Patient Warming

- Predictable normothermia without the hot air
- Warming begins immediately, before you drape
- Maximum surface area coverage
- Flexible surgical access

TWO DEVICES. ONE MISSION.

SAVING TIME
Deliver warmth when it's needed most, simply and quickly

SAVING MONEY
Reduce the risk of costly adverse events and complications

SAVING LIVES
Ensure the equipment you depend on is up to the task

Contact us today to schedule a demo or learn more by visiting belmontmedtech.com/anes24 or email anes24@belmontmedtech.com

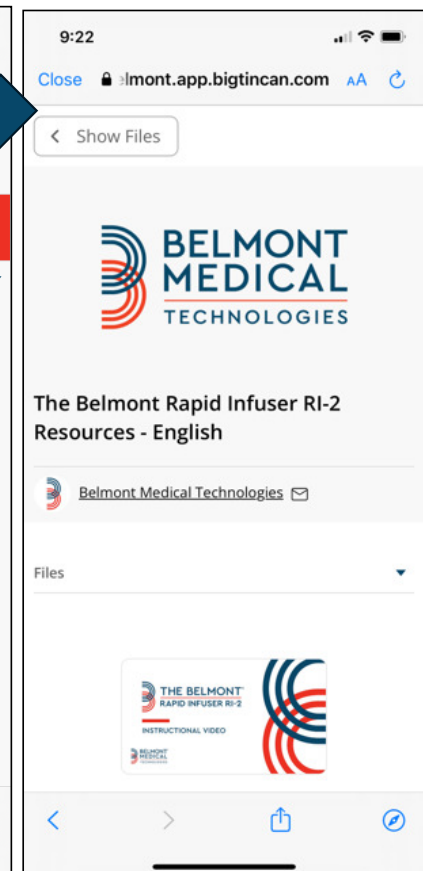
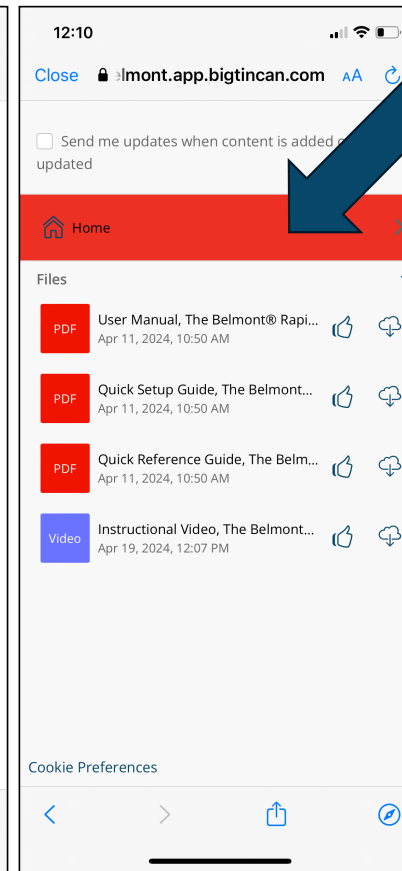
SAVING LIVES. TOGETHER.

BELMONT MEDICAL TECHNOLOGIES
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EDUCATIONAL MATERIALS AT FINGERS TIP VIA QR CODE

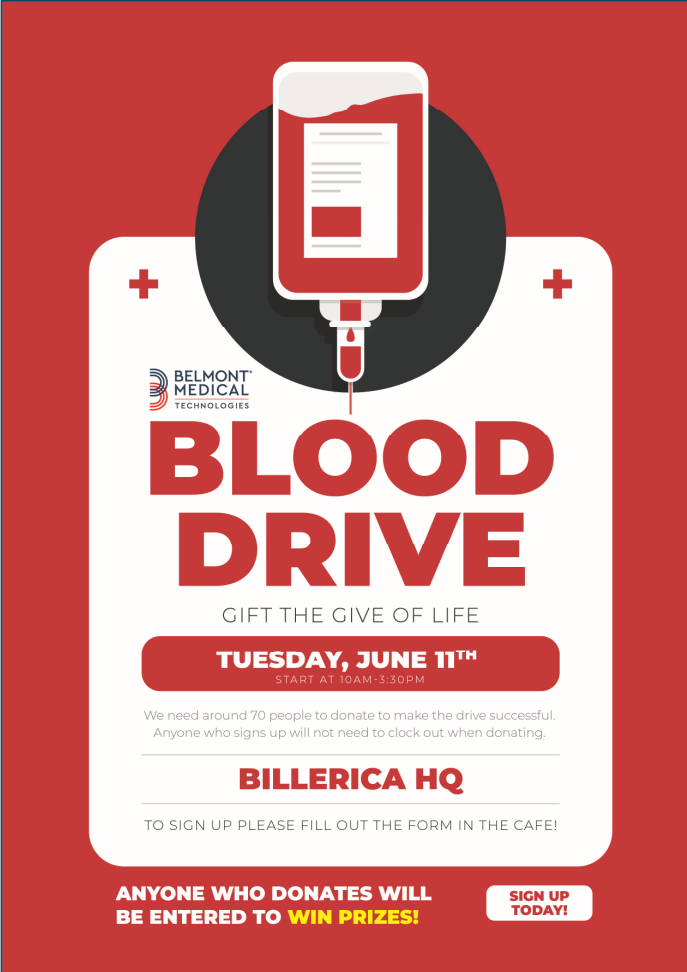


- RI-2 QR code will be affixed to new units and units coming in for service.
- Additional labels can be ordered to affix on installed units.
- Project will go live in next few weeks.



BELMONT'S 1ST ANNUAL BLOOD DRIVE

- Program: partnering with local hospitals for blood drive
- Benefits
 - Elevate Belmont's brand!
 - Create a PR opportunity!
 - **Help save lives!!!**
- E.g. Belmont partnered with **Mass General Hospital (MGH)** to have their Bloodmobile come to our Billerica office.



A vertical poster for a blood drive. At the top is a graphic of a blood bag with a drip chamber. Below it, the Belmont Medical Technologies logo is on the left. The words "BLOOD DRIVE" are in large, bold, red letters. Underneath, it says "GIFT THE GIVE OF LIFE". A red banner contains the date "TUESDAY, JUNE 11TH" and the time "START AT 10AM-3:30PM". Below this, a paragraph states: "We need around 70 people to donate to make the drive successful. Anyone who signs up will not need to clock out when donating." The location "BILLERICA HQ" is in bold red letters. At the bottom, it says "TO SIGN UP PLEASE FILL OUT THE FORM IN THE CAFE!". A red banner at the very bottom says "ANYONE WHO DONATES WILL BE ENTERED TO WIN PRIZES!". A small white box on the right says "SIGN UP TODAY!".

BELMONT MEDICAL TECHNOLOGIES

BLOOD DRIVE

GIFT THE GIVE OF LIFE

TUESDAY, JUNE 11TH
START AT 10AM-3:30PM

We need around 70 people to donate to make the drive successful.
Anyone who signs up will not need to clock out when donating.

BILLERICA HQ

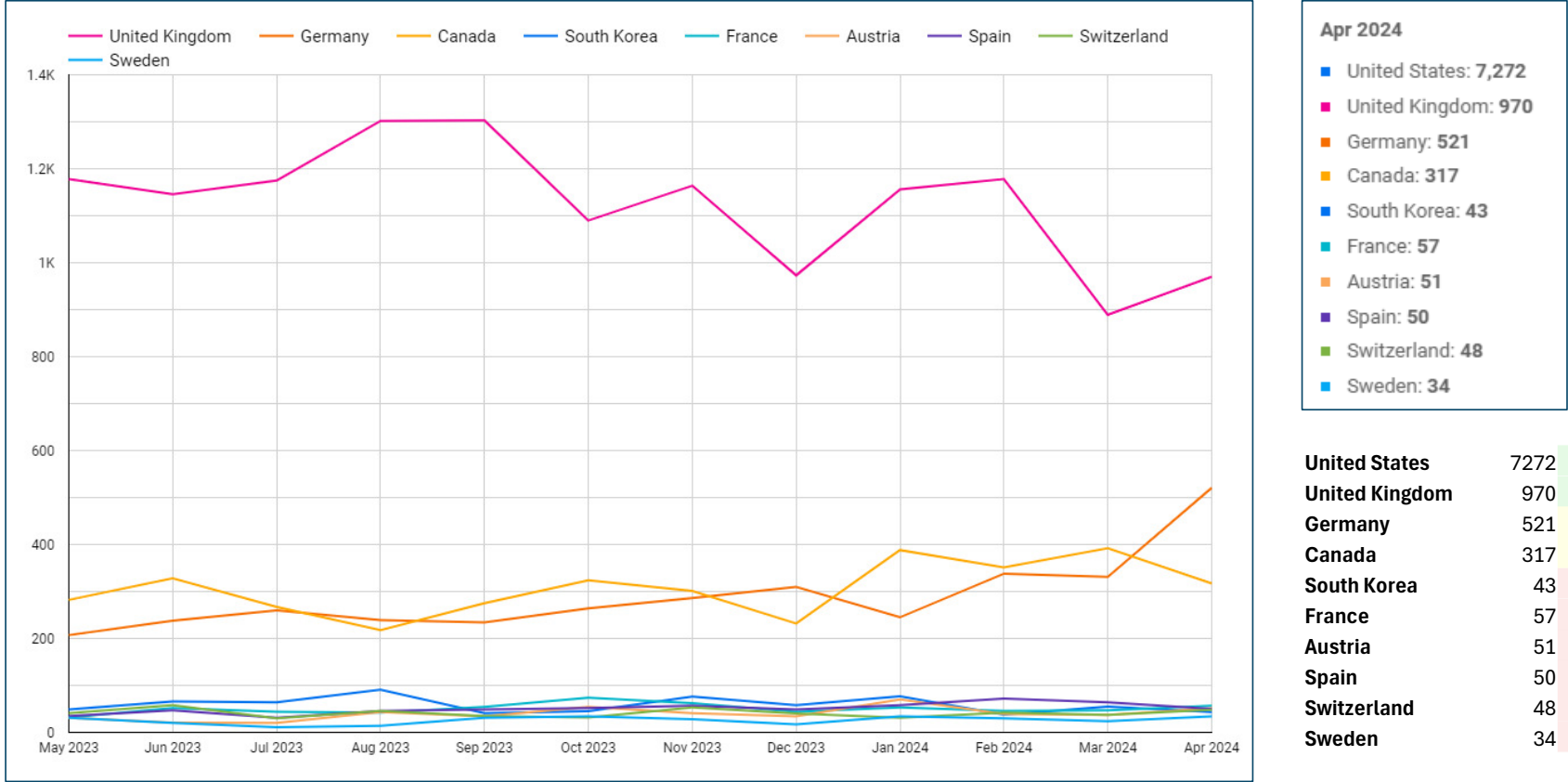
TO SIGN UP PLEASE FILL OUT THE FORM IN THE CAFE!

**ANYONE WHO DONATES WILL
BE ENTERED TO WIN PRIZES!**

**SIGN UP
TODAY!**

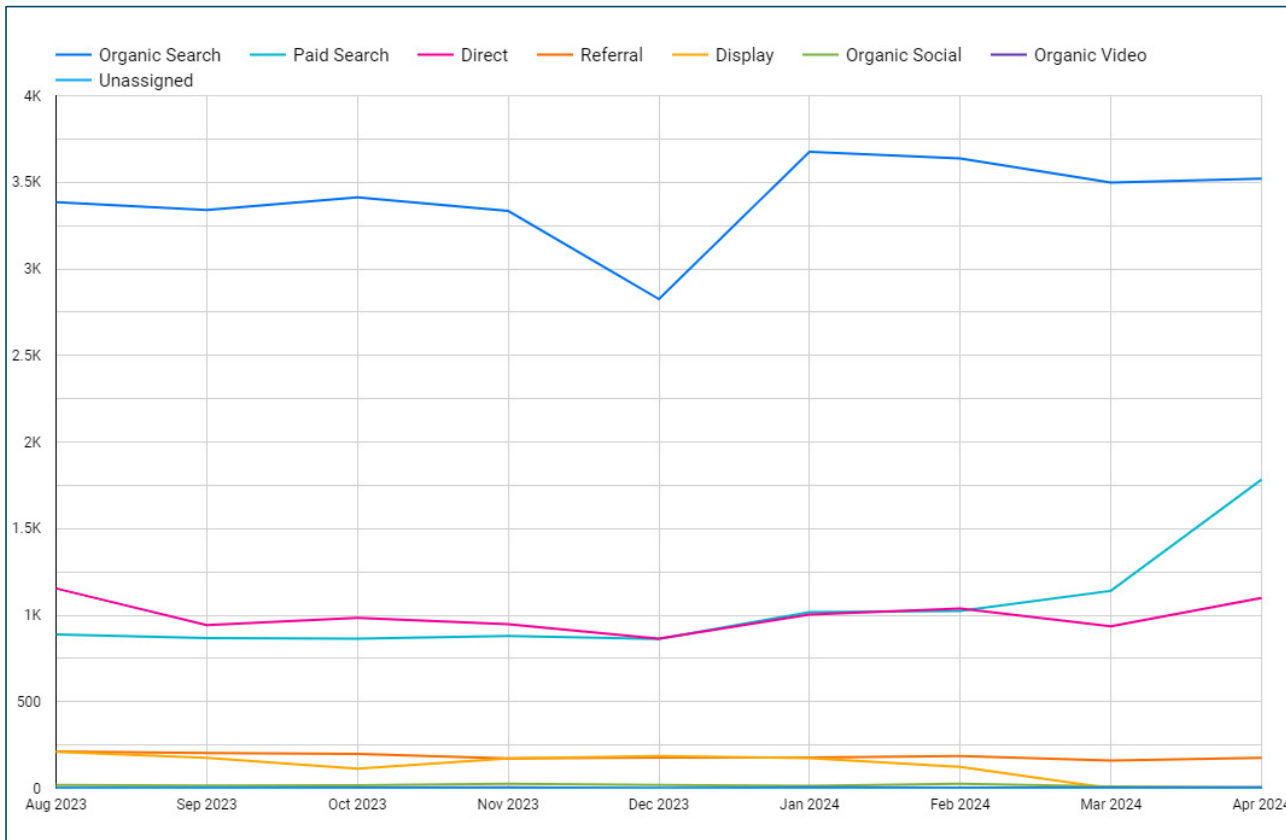
DIGITAL MARKETING WEBSITE TOTAL USERS DASHBOARD

TOTAL USER ACQUISITION May 1, 2023 – April 30, 2024



DIGITAL MARKETING WEBSITE TOTAL USERS BY CHANNEL

CHANNEL ACQUISITION August 1, 2023 – April 30, 2024



Aug 2023	Apr 2024
Organic Search: 3,385	Organic Search: 3,521
Paid Search: 888	Paid Search: 1,783
Direct: 1,154	Direct: 1,100
Referral: 212	Referral: 176
Display: 210	Display: 0
Organic Social: 20	Organic Social: 6
Organic Video: 2	Organic Video: 5
Unassigned: 0	Unassigned: 0

Channel Acquisition

- Paid search has overtaken direct acquisition to become the 2nd highest channel
- Was around 1/4 that of Organic in 2023 to now 1/2 in 2024



DIGITAL MARKETING

YOUTUBE PERFORMANCE

(ALL TIME)

Channel Growth

- Since 2015, Belmont's YouTube channel has grown YoY
- The channel has accumulated nearly half a million views, with the majority coming from the United States

Geography	Views ↓	Watch time (hours) ▲	Average view duration ▲
<input type="checkbox"/> Total	409,818	33,054.9	4:52
<input type="checkbox"/> United States	277,773 67.8%	24,905.2 75.4%	5:23
<input type="checkbox"/> United Kingdom	13,762 3.4%	1,075.4 3.3%	4:41
<input type="checkbox"/> Australia	6,609 1.6%	552.3 1.7%	5:00
<input type="checkbox"/> Canada	3,974 1.0%	305.2 0.9%	4:36
<input type="checkbox"/> Spain	1,017 0.3%	50.6 0.2%	2:59
<input type="checkbox"/> India	1,009 0.3%	29.4 0.1%	1:44
<input type="checkbox"/> South Korea	857 0.2%	37.8 0.1%	2:38
<input type="checkbox"/> Germany	736 0.2%	44.1 0.1%	3:35
<input type="checkbox"/> Norway	439 0.1%	40.9 0.1%	5:35
<input type="checkbox"/> Netherlands	432 0.1%	30.8 0.1%	4:22
<input type="checkbox"/> Italy	373 0.1%	23.1 0.1%	3:42
<input type="checkbox"/> Switzerland	197 0.1%	10.5 0.0%	3:12
<input type="checkbox"/> Saudi Arabia	189 0.1%	6.5 0.0%	2:12
<input type="checkbox"/> Hong Kong	167 0.0%	10.6 0.0%	3:47
<input type="checkbox"/> Thailand	164 0.0%	4.3 0.0%	1:33
<input type="checkbox"/> Poland	143 0.0%	3.3 0.0%	1:23
<input type="checkbox"/> Israel	126 0.0%	6.3 0.0%	3:00
<input type="checkbox"/> France	90 0.0%	3.1 0.0%	2:05

HOW HAVE YOU BEEN USING BELMONT'S VIDEOS?

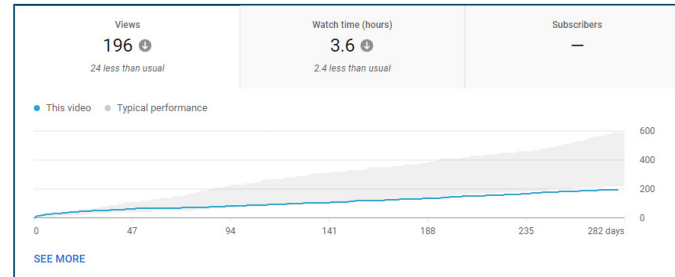


DIGITAL MARKETING RAPID INFUSER VIDEO

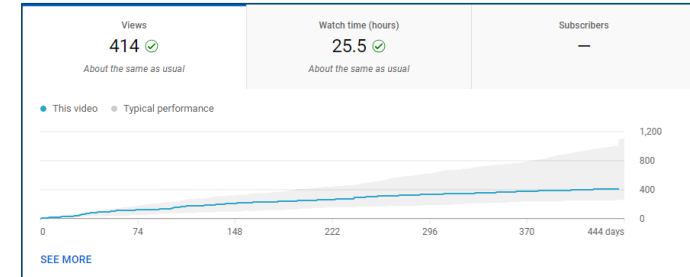
Video Performance

- Although the Spanish video has 2.5K views, only 1000 of those are from users living in Spain (based on total channel geo analysis)
- German video exceeds average video engagement expectation
- French and Swedish video have not produced any channel subscribers, with the French video underperforming despite the video age and population being nearly equivalent to Germany

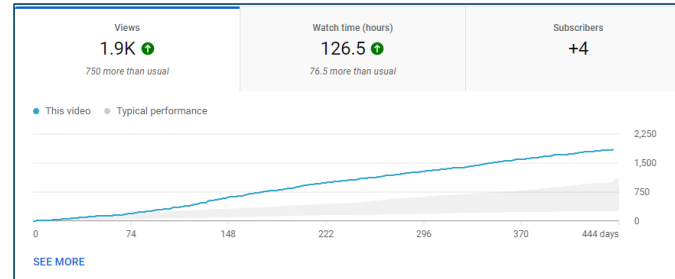
SWEDISH 282 DAYS



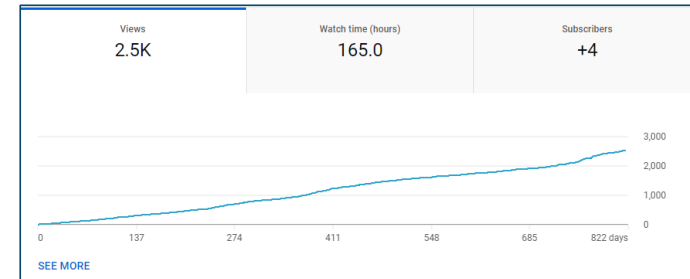
FRENCH 444 DAYS



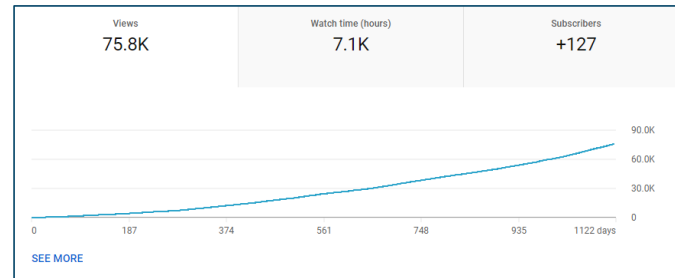
GERMAN 444 DAYS



SPANISH 822 DAYS



ENGLISH 1122 DAYS



Video Promotion

- Make sure you have a video link on your website at minimum or if capable embed the video
- Other promotion ideas: Add a link to your email signature, create a QR code to include in promotional literature or on tradeshow screens/graphics

USING SOCIAL MEDIA TO ANNOUNCE CONGRESSES



The template can be edited in Adobe Illustrator. Replace within the template:

- Your logo adjacent to Belmont's
- All bracketed text/event details, such as name, location, and date
- Your booth number at the event
- Translate all other English text to your language (optional)
- An image of the event that fits within the blank window on the right. (To do this, add a photo and set it as the bottom layer and drag it into place)
- Replace the product image placeholders and names of "Featured Products" with the products you will be showing

DIGITAL MARKETING PERFORMANCE NEXT FRONTIER

KOL Social Media Influencing

- Using social media, you can:
 - Stay up to date on new clinical guidance
 - Uncover product complaints (competitor and Belmont related)
 - Connect with KOLs to collaborate and champion new opportunities
- Use the sample provided list and follow recommended profiles for your member types
 - Will lead to discovery of new KOLs based on algorithm recommendations
- Frequent your Twitter feed (Home) to see what is being posted
 - Uncover posts and content you can leverage



HOW TO LEVERAGE

- **Competitive Swap-Out**
 - Frequent posts involve complaints about the complexity of competitive devices
 - Opportunity to connect with user and leverage the complaint to offer a Belmont solution
 - Further explore comments to uncover additional users who have the same issue with the comp device
- **Relationship Building**
 - Connect with top influencers in your country to develop into advocates with the goal of leveraging their network of followers. Collaborate on content development, case studies, etc.
- **Product Vigilance**
 - Repair negative feedback involving Belmont products that may falsely be attributed the devices performance or reliability



DIGITAL MARKETING: SAMPLE LIST TO FOLLOW

KOL Sample Lists

Twitter Medical Journals				
Influencer Name	Title	Handle	AOC	Followers
The BMJ	The BMJ	@bmj_latest	All	504000
RoyalCollegeObsGyn	Royal College of Obstetricians and Gynaecologists	@RCObsGyn	L&D	50000
BJS	British Journal of Surgery	@BJSurgery	Surgery	46500
WFSA	World Federation of Societies of Anaesthesiologists	@wfsaorg	Anesthesiology	18300
World Journal of Surgery	World Journal of Surgery	@WorldJSurg	Surgery	15000
EJ Anaesthesiology	Official #journal of @ESAIC_org	@EJA_Journal	Anesthesiology	10400
International Society of Surgery	International Society of Surgery (ISS/SIC)	@iss_sic	Surgery	10200
SOAP	The Society for Obstetric Anesthesia & Perinatology	@SOAPHQ_	L&D/Obstetric Anesthesia	6300
British Blood Transfusion Society	British Blood Transfusion Society	@BritishBloodTS	Fluid Management	3315
International Journal of Obstetric Anesthesia	IJOA	@IJOA_Journal	L&D/Obstetric Anesthesia	3100

Twitter Physicians					
Influencer Name	Title	Handle	AOC	Followers	Location
Dr Helgi Johannsson	Anesthesiologist, associate med director	@doctorhelgi	Anesthesiology	32000	London, UK
Karim Brohi	Trauma/Vascular Surgeon	@karimbrohi	Trauma/Surgery	21800	London, UK
Dr Sethina Watson	Anesthesiologist	@morefluids	Anesthesiology/L&D	10000	Bristol, UK
Anne Weaver	Clinical Director of Trauma	@AnnielondonAA	EMS/Trauma	6700	London, England
Els Freshwater	Paramedic	@blacksladder	EMS/Trauma	5700	Forres, Scotland
Dr. Alana Flexman	Anesthesiologist	@AlanaFlex	Anesthesiology	2700	Canada



MOST IMPACTFUL ACTIONS YOU CAN TAKE IS UPDATING WEBSITE WITH NEW CONTENT!

WHAT IS WEB CONTENT?

Web content is any material on your website that a user can see and/or engage with. It includes blogs, web pages, articles, videos, infographics, webinars and testimonials. Regularly producing new/updated content and publishing it on your website is a vital component of site maintenance and success.



WHY IS REGULAR CONTENT IMPORTANT?



1. IT HELPS SEARCH ENGINES

The more often you update your site content, the more often search engines visit and index your site. This helps your site rank highly when people search for relevant keywords.

2. IT SHOWS THAT YOUR WEBSITE IS 'ALIVE' AND CURRENT

This is a key factor both for search engine rankings and in convincing users that your website is relevant and valuable.



3. IT HELPS YOU REACH NEW PEOPLE

Great, shareable content helps you connect with new audiences/customers and demonstrate the quality and importance of your work.

CONTENT IS KING



NEW ROLLER CLAMP!

- The manufacture of the current roller clamp has been modified!
 - The new roller clamp is mainly blue
- Benefits?
 - More reliable
 - More comfortable to use
- When will these be put in production?
 - JUNE





PROJECT CORVAIR

WHY IS NORMOTHERMIC FLUID ADMINISTRATION IMPORTANT?

- Hypothermia is caused by many factors including:
 - Trauma/blood loss
 - Exposure
 - Anesthesia
 - Infusion of cold fluids

1.Blumenberg, Adam (2021) Dosing Heat: Expected Core Temperature Change with Warmed or Cooled Intravenous Fluids 11:4, 223-229, DOI: 10.1089/ther.2020.0036

2.Perlman R, Callum J, Laflamme C, Tien H, Nascimento B, Beckett A, Alam A. A recommended early goal-directed management guideline for the prevention of hypothermia-related transfusion, morbidity, and mortality in severely injured trauma patients. Crit Care. 2016 Apr 20;20(1):107. doi: 10.1186/s13054-016-1271-z. PMID: 27095272; PMCID: PMC4837515.



WHY IS NORMOTHERMIC FLUID ADMINISTRATION IMPORTANT?

- Hypothermia is caused by many factors including:
 - Infusion of cold fluids
- Studies have shown:
 - Infusion of 1 unit of 4°C blood can cause an 0.2°C drop in patient temperature for a 70kg patient¹
 - Rapid infusion of 10 units or 5L of 4°C blood may decrease body temperature from 37°C to 34.7°C if the blood is infused at 20°C the temperature may drop to 35.7°C¹
 - Clotting factor enzymes and platelets work optimally at 37 °C. Hypothermia impairs platelet function between 33 and 37 °C and the activity of clotting factors and fibrinogen synthesis below 33 °C ²
- Hypothermia causes increased bleeding, increased risk of infection, increased risk of cardiac events, changes in drug metabolism²

1.Blumenberg, Adam (2021) Dosing Heat: Expected Core Temperature Change with Warmed or Cooled Intravenous Fluids 11:4, 223-229, DOI: 10.1089/ther.2020.0036

2.Perlman R, Callum J, Laflamme C, Tien H, Nascimento B, Beckett A, Alam A. A recommended early goal-directed management guideline for the prevention of hypothermia-related transfusion, morbidity, and mortality in severely injured trauma patients. Crit Care. 2016 Apr 20;20(1):107. doi: 10.1186/s13054-016-1271-z. PMID: 27095272; PMCID: PMC4837515.

WHY IS NORMOTHERMIC FLUID ADMINISTRATION IMPORTANT?

- The greater the amount of cold fluid needed for resuscitation, the larger the impact on body temperature
- Warming matters most when delivering the most fluid
- Patients clotting ability is impaired at any temperature below normothermia
- Hypothermia may lead to many potential patient complications

1. Blumenberg, Adam (2021) Dosing Heat: Expected Core Temperature Change with Warmed or Cooled Intravenous Fluids 11:4, 223-229, DOI: 10.1089/ther.2020.0036

2. Perlman R, Callum J, Laflamme C, Tien H, Nascimento B, Beckett A, Alam A. A recommended early goal-directed management guideline for the prevention of hypothermia-related transfusion, morbidity, and mortality in severely injured trauma patients. Crit Care. 2016 Apr 20;20(1):107. doi: 10.1186/s13054-016-1271-z. PMID: 27095272; PMCID: PMC4837515.

GOAL : ACCELERATE SALES DUE TO THE POTENTIAL CONSEQUENCES OF INFUSING COLD FLUID WITH COMPETITIVE DEVICES

The side-by-side demonstration will show:

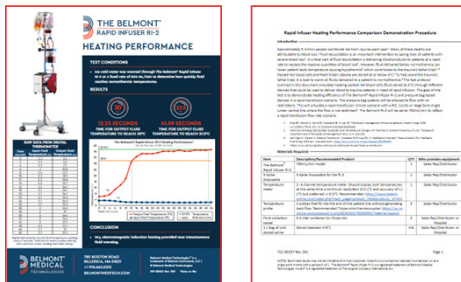
- The Belmont Rapid Infuser RI-2 infuses normothermic fluid when the competition does not under identical conditions
- Ease of use of the RI-2
- The RI-2 provides consistent flow rates which enables more fluid to be delivered in a set time period



PROJECT CORVAIR

Corvair To Date

- Completed in house testing against the Ranger, Fluidio and Level 1 fast flow devices
- Developed protocol to conduct in person head – to-head demonstrations of heating efficiency available on the Distributor Portal
- Developed heating efficiency video that is available on Belmont's website and YouTube page
- Heating efficiency one page handout
- Completed a bench top study with a 3rd party physician in Austria and actively applying for publication with that data



Upcoming Corvair Projects

- Additional in-field demonstrations
- US clinician sponsored study for US publication
- Pursuing publication with other countries
- Generate marketing materials once the papers are published

MATERIALS REQUIRED FOR HEAD-TO-HEAD DEMONSTRATION

- 1 thermometer and 2 temperature probes, one back up temperature probe
- 2 collection vessels – graduated cylinders preferred
- 4-8 pre-chilled fluid bags
 - Helpful to have the hospital chill these to 5C before the test by storing in a temperature controlled fridge 24 hours before the test
 - If the hospital can not chill these, store in an ice bath overnight prior to the test
- 4 room temperature fluid bags
- Cooler if transporting the fluid bags
- RI-2
- 3-Spike disposable
- Competitive disposable:
 - Level 1: D-300
 - Ranger: High Flow
 - Fluido: Trauma



HIGH LEVEL TEST SET UP

1. Set up the competitive device and RI-2 side by side
 - Use different electrical outlets if possible to provide power to each device
2. Install each disposable according to the devices IFU
3. Prime each disposable with room temperature saline
 - Discard any priming solution that is collected in the collection vessel
4. Insert one probe 1-2cm into the end of each patient line
5. Place the end of each patient line into the bottom of the collection reservoirs
6. Turn on the thermometer, and place in a visible location
7. Ensure each infusion device is turned on and ready to infuse
8. Hang cold fluid bag from the cooler on each device
9. Pressurize the competitive device and unclamp the RI-2 spike
10. Start infusion at the same time for each by unclamping the competitive bag spike and pressing infuse and setting the flow rate on the RI-2
11. Monitor the temperature and highlight the difference.





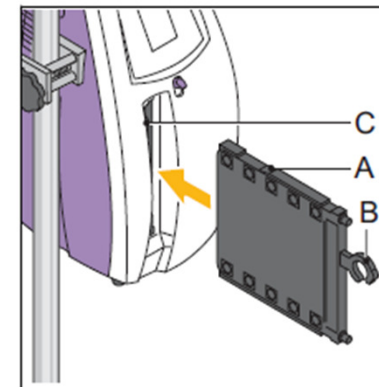
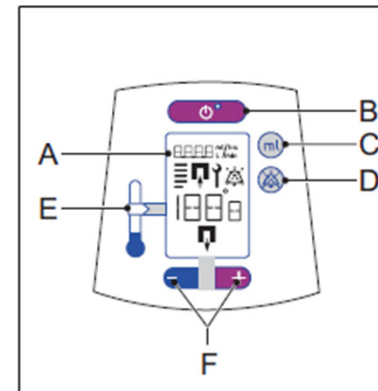
US CORVAIR EXPERIENCE JIM FRONTERO



FLUIDO

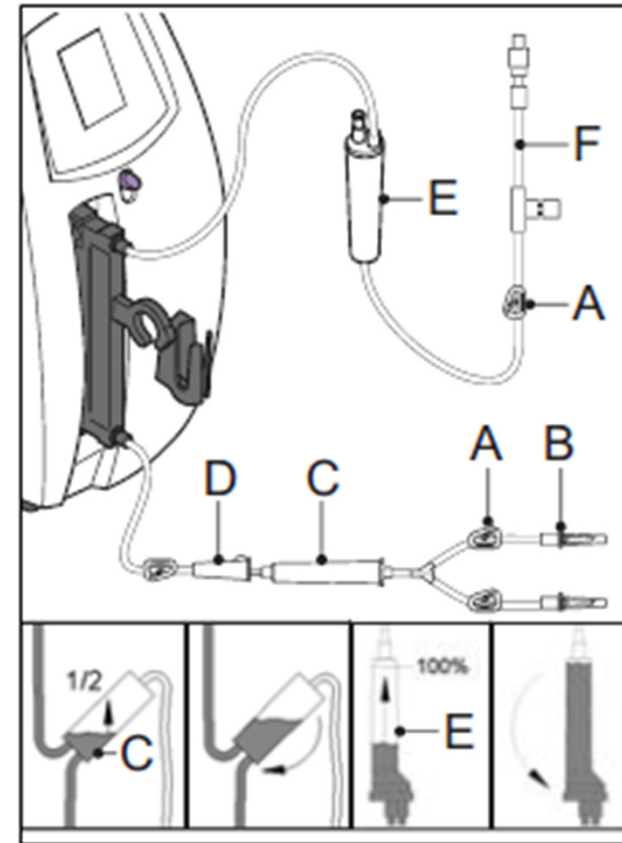
SETTING UP THE FLUIDO AIRGUARD SYSTEM

1. Turn on the Fluido Warming System by pressing the power button
2. Insert the fluido heat exchanger into the Fluido warmer warmer with the tubing ports facing left
3. Set the set temperature to 39°C by pressing the Plus (+) button twice or until the screen reads 39°C



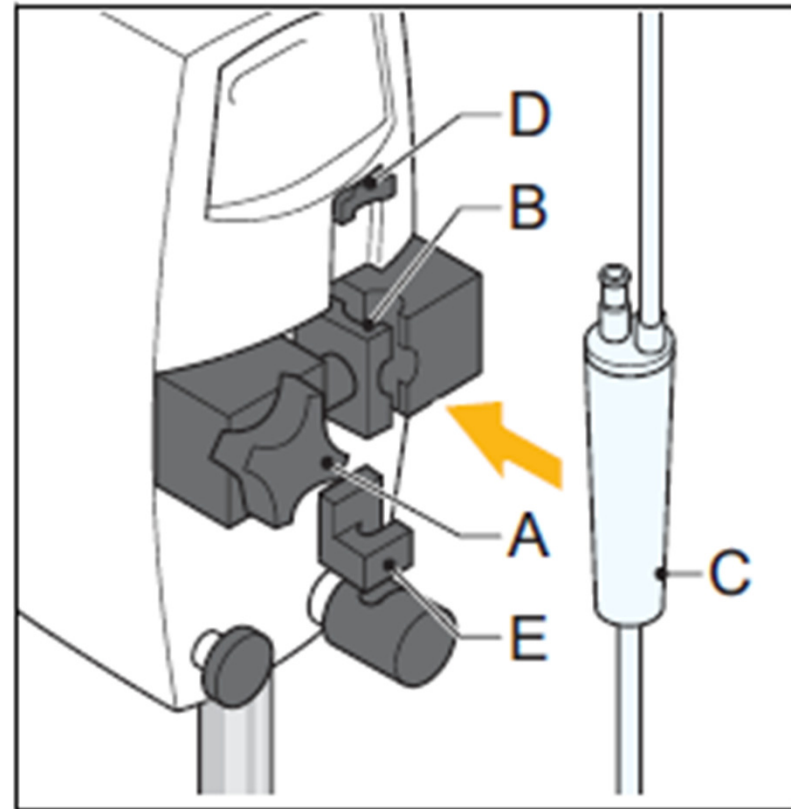
PRIMING THE FLUIDO AIRGUARD SYSTEM

1. Close the bag spike clamps (A)
2. Spike a room temperature bag of fluid on one of the bag spikes (B), Hold the drip chamber (C) upside down and fill the drip chamber half way full
3. Close the roller clamp below the drip chamber (D)
4. Hold the deaeration chamber (E) upside down
5. Open the roller clamp (D) and fill the deaeration chamber (E) completely
6. Continue to prime the rest of the patient line(F)
7. Close the bag spikes



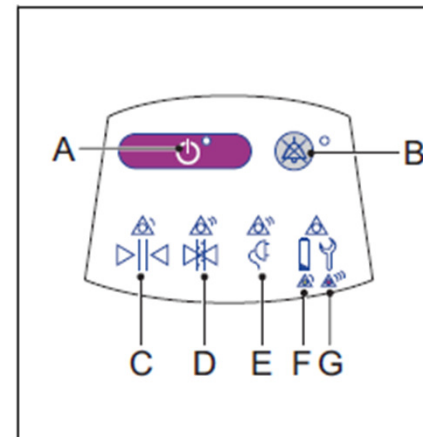
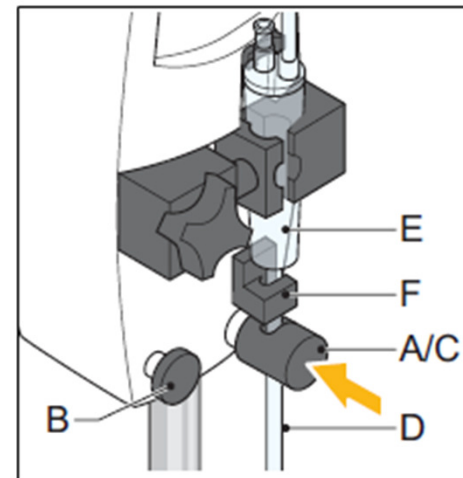
INSTALLING THE DEAERATION CHAMBER IN THE AIR DETECTOR

1. Turn and hold the lock knob (A) counterclockwise to open the deaeration chamber holder
2. Place the deaeration chamber into the holder between the upper and lower struts (D and E)
3. Release the lock knob to hold the deaeration chamber in place



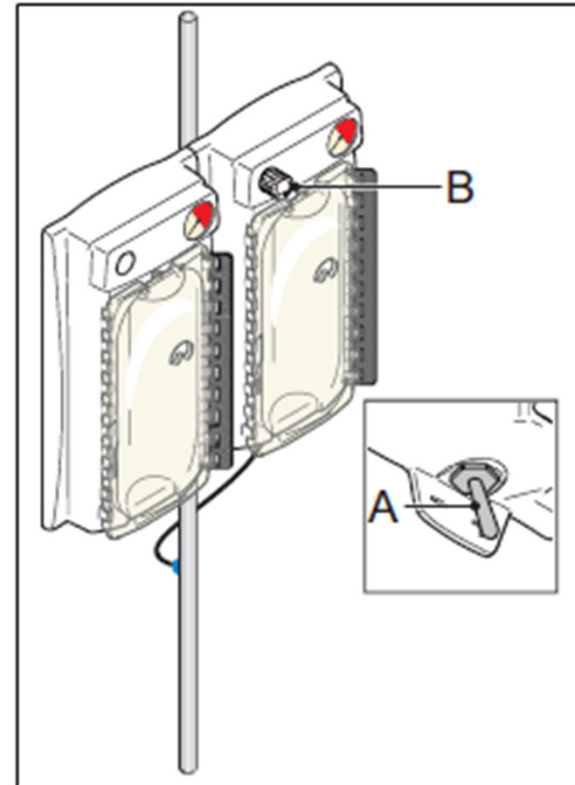
INSTALLING THE DEAERATION CHAMBER IN THE AIR DETECTOR

4. With one hand press and hold the lock knob (A/C) with a thumb and pull the counteracting knob (B) with two fingers
5. While holding the lock knob open place the patient line (D) into the center of the shut off valve and release the lock knob
6. Release the lock knob to hold the deaeration chamber in place
7. Turn on the AirGuard by pressing the power button



TURN ON THE PRESSURE CHAMBERS

5. Set the pressure selector (A) to "-"
6. Turn the pressure regulator fully counter clockwise to "-"
7. Turn on the compressor on the bottom of the IV pole (not pictured)
8. Insert the temperature probe 1-2cm into the end of the patient line

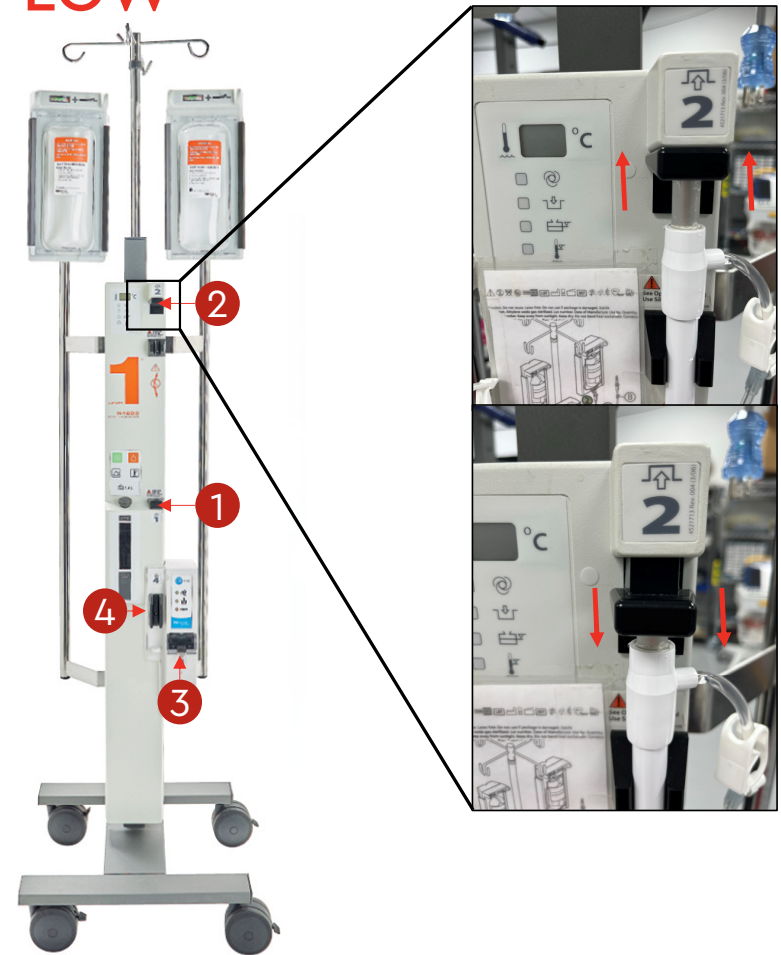


The image features a dark blue background. On the left side, there is a series of concentric, semi-circular arcs in red and white. The arcs are arranged in a way that they appear to be part of a larger, circular pattern. The text "LEVEL 1" is positioned in the center-right area of the image, in a white, sans-serif font.

LEVEL 1

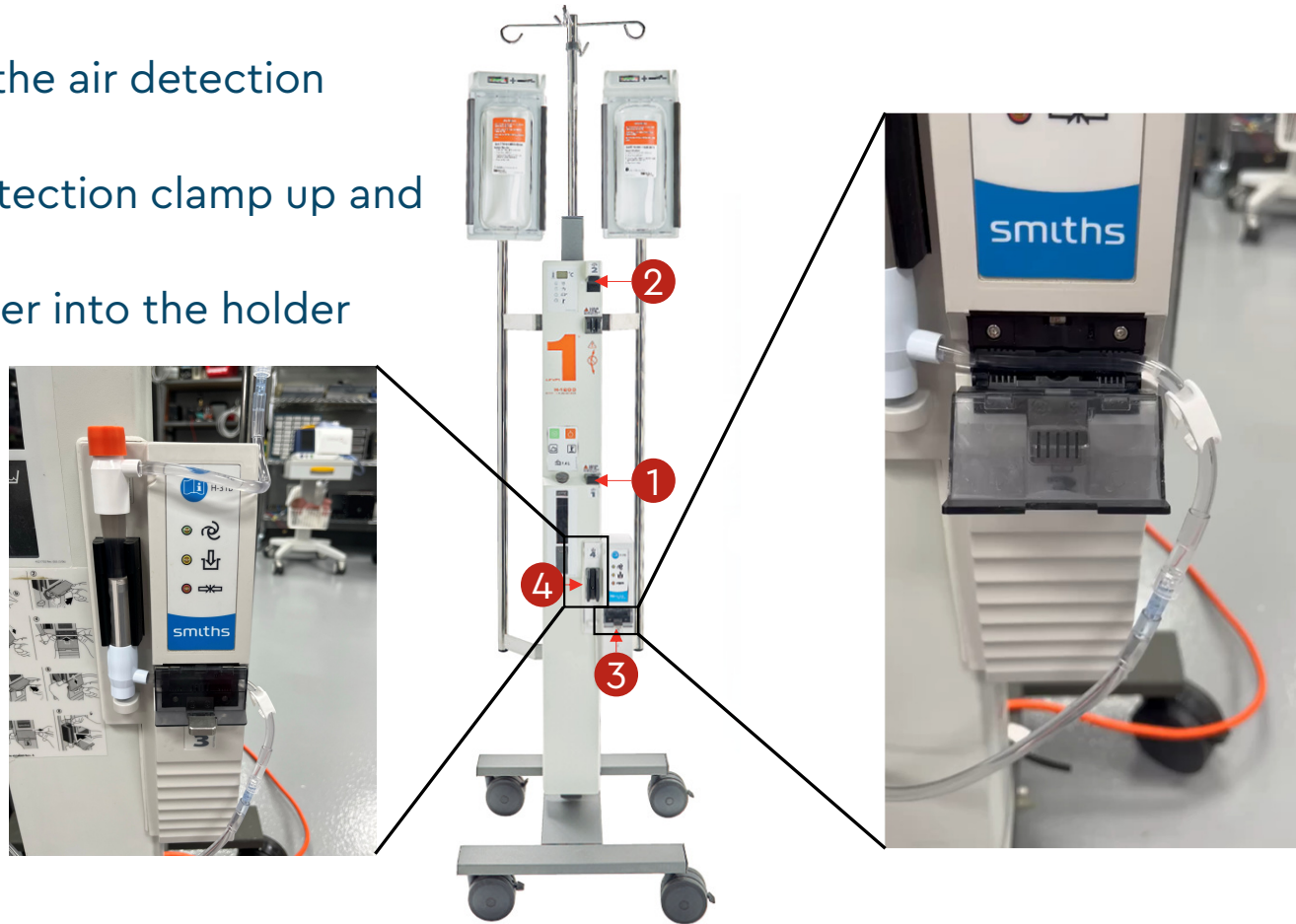
HOW TO SET UP THE LEVEL 1 FAST FLOW

1. Ensure power cord can reach an outlet and the water bath reservoir is filled to the required level
2. Remove the disposable from the box
3. Lift up the black tab on the block labeled 2
4. Insert the bottom end of the heat exchanger into the holder labeled 1 on the device
5. Push the disposable into the holder until the top end is aligned to number 2 on the device
6. Push the black tab on the block labeled 2 down to lock the disposable into place



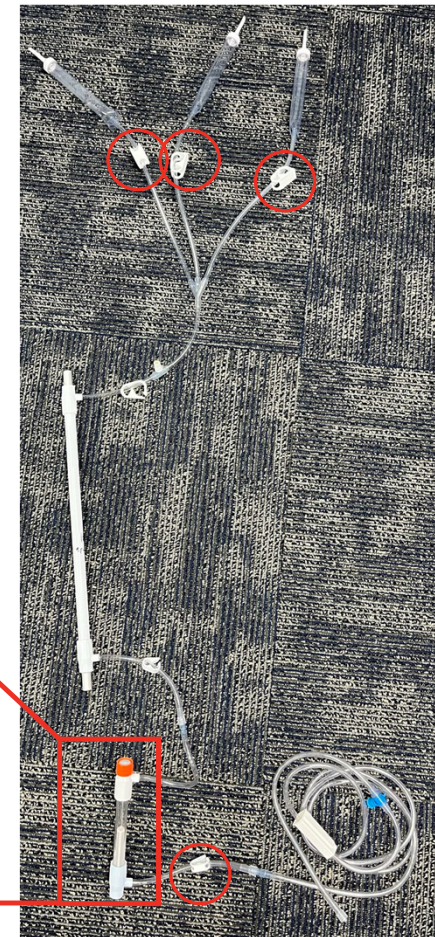
HOW TO SET UP THE LEVEL 1 FAST FLOW

5. Install the patient line into the air detection clamp labeled 3
6. Fold the door on the air detection clamp up and latch into place
7. Push the air venting chamber into the holder labeled 4



PRIMING LEVEL 1

1. Close the pinch clamp below all spikes and on the patient line after the bubble reservoir
2. Spike a room temperature bag of fluid with one of the spikes and squeeze the drip chamber until the chamber is half to three quarters full
3. Unclamp the clamp on the spiked bag and let fluid flow through the disposable
 - The air vent chamber should begin to fill with fluid



PRIMING THE LEVEL 1

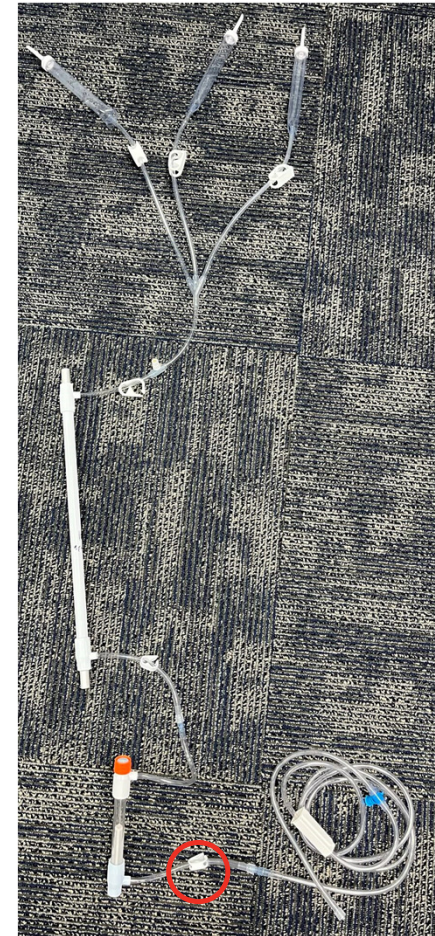
4. Fill the air vent chamber fully and tap the chamber to ensure all air is removed from the chamber.
 - Vigorous tapping of the disposable may be required to remove all air from the filter



This bubble needs to be removed by tapping the air vent

PRIMING THE LEVEL 1

5. Close the pinch clamp on spiked bag
6. Move the fluid bag from the primed spike to one of the un-primed spikes and squeeze the drip chamber until the chamber is half to three quarters full
7. Unclamp the clamp on the spike bag and let fluid flow
8. Unclamp the patient line and finish priming the patient line until no air is observed in the disposable
9. Close the clamp on the bag spike
10. Repeat steps 6-9 to prime the last spike



RUNNING LEVEL 1

1. Ensure there are no air bubbles in the air filter
2. Ensure the disposable and the air filter are securely seated in their respective locations.
 - Push them into place at the spots labeled a and b one last time to help prevent potential alarms
3. Push the green power on button
 1. The Level 1 should run a quick check with a single high pitched beep and the water bath should begin heating
4. Remove the room temperature saline bag and discard any collected priming solution
5. Insert the temperature probe 1-2cm into the end of the patient line





RANGER

SETTING UP RANGER

1. Ensure there are two plugs available for the ranger system, one for the pressure bags and one for the warming system
2. Insert the ranger heat exchanger into the ranger warmer with the tubing ports facing up
3. Hook the air vent onto the air venting holder to secure it out of the way



PRIMING RANGER

1. Close the bag spike clamps and the roller clamps below the drip chamber and air vent
2. Spike a room temperature bag of fluid one of the bag spikes and fill the drip chamber $\frac{3}{4}$ of the way full
 - Squeeze the drip chamber or unclamp the roller clamp below the drip chamber and hold the drip chamber upside-down to fill
3. Unclamp the roller clamp below the drip chamber if not already open
4. Let fluid fill the disposable until the auto-venting bubble trap is full



PRIMING RANGER

5. Close the bag spike clamp and switch to the second spike. Open the clamp below the 2nd spike
6. Open the roller clamp below the air vent and finish priming the patient line until no air is observed
7. Clamp off the bag spikes
8. Remove the room temperature saline bag and discard any collected priming solution
9. Once primed turn on the pressure chambers and warming unit
10. Insert the temperature probe 1-2cm into the end of the patient line
11. The Ranger is now ready for the demonstration





RI-2

PREPARING THE RI-2

1. Install the disposable according to the IFU
2. Turn on the RI-2
 - It is recommended to use a different plug than the one the competitive devices are plugged into
3. Prime the internal circuit with room temperature fluid
4. Prime the patient line with room temperature fluid
5. Clamp off the room temperature bag of fluid
6. Continue to prime the RI-2 until the reservoir is almost empty
7. Press stop
8. Remove the room temperature fluid bag
9. Discard any collected priming solution prior to beginning the demonstration
10. Insert the temperature 1-2cm into the end of the patient line
11. The RI-2 is now ready for the demonstration



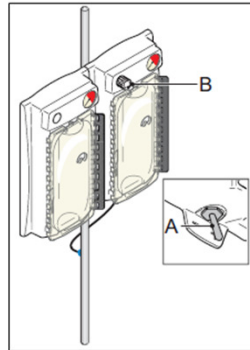
RI-2 VS. FLUIDO

Initiate the RI-2

- With all bag spikes closed on all devices, spike 2 bags of cold fluid on 2 of the three bag spikes
- Unclamp the two spiked bags on the RI-2 to fill the reservoir
 - Leave the unused line clamped
- Once the chamber on the Fluido has reached full pressure, start infusion on the RI-2 by pressing infuse and setting the flow rate to 550-600mL/min
- Immediately after setting the RI-2 flow rate, unclamp the clamp below one of the pressurized spikes on the fluido

Initiate the Fluido AirGuard

- With all bag spikes closed on all devices, spike 1 bag of cold fluid on each bag spike
- Hang each bag in one of the pressure chambers and close and latch the door
 - Ensure the tubing is not caught in the door
- Pressurize both chambers by flipping the switch (A) to (+)
- Rotate the pressure regulating knob clockwise to set the pressure to 300mmHg
- Once the chambers have reached full pressure start infusion at the same time as the RI-2
 - Open one of the bag spikes of the pressurized bags
- When the open bag runs out of fluid unclamp the second pressurized bag



Observe the temperature meter throughout the testing to observe the output temperature differences

RI-2 VS. RANGER

Initiate the RI-2

- With all bag spikes closed on all devices, spike 2 bags of cold fluid on 2 of the three bag spikes
- Unclamp the two spiked bags on the RI-2 to fill the reservoir
 - Leave the unused line clamped
- Once the chamber on the Fluido has reached full pressure, start infusion on the RI-2 by pressing infuse and setting the flow rate to 550-600mL/min
- Immediately after setting the RI-2 flow rate, unclamp the clamp below one of the pressurized spikes on the fluido

Initiate the Level 1

- With all bag spikes closed on all devices, spike one bag of cold fluid on each device being tested
- Hang the cold bag on appropriate hook on the level 1 pressure chamber door
- Close and latch the door
- Pressurize the chamber by moving the lever on the pressure chamber all the way to the left for full pressure (300mmHg)
- Unclamp the spike on the RI-2 to fill the reservoir
- Once the chamber on the level 1 has reached full pressure, start infusion on the RI-2 by pressing infuse and setting it to the recommended flow rate
- Immediately after setting the RI-2 flow rate, unclamp the clamp below the spike of the level 1



Observe the temperature meter throughout the testing to observe the output temperature differences

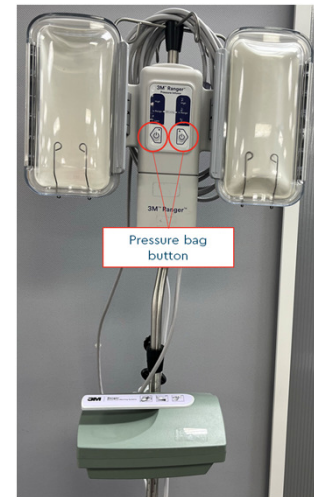
RI-2 VS. LEVEL 1

Initiate the RI-2

- With all bag spikes closed on all devices, spike 2 bags of cold fluid on 2 of the three bag spikes
- Unclamp the two spiked bags on the RI-2 to fill the reservoir
 - Leave the unused line clamped
- Once the chamber on the Fluido has reached full pressure, start infusion on the RI-2 by pressing infuse and setting the flow rate to 550-600mL/min
- Immediately after setting the RI-2 flow rate, unclamp the clamp below one of the pressurized spikes on the fluido

Initiate the Ranger

- With all bag spikes closed on all devices, spike one bag of cold fluid on each device being tested
- Place the cold bag being the metal prongs in the Ranger pressure chamber
- Close and latch the door
- Pressurize the chamber by pressing the button on the Ranger pressure chamber
- Unclamp the spike on the RI-2 to fill the reservoir
- Once the chamber on the ranger has reached full pressure as indicated by the lights on the pressure chamber unit, start infusion on the RI-2 by pressing infuse and setting the flow rate to the recommended flow
- Immediately after setting the RI-2 flow rate, unclamp the clamp below the spike of the Ranger disposable



Observe the temperature meter throughout the testing to observe the output temperature differences

MEETING RECAP & CONCLUSION



Chevrolet Corvair 1960-1969
"Unsafe at any speed" ...

Level 1, Fluido, Ranger

1. Marketing:
 - Advertisements
 - Digital – QR & website
 - Social media
 - New Product flash
2. Corvair comparison, RI-2 vs.:
 - L1, Fluido & Ranger
3. Best practices:
 - Austrian Secret Sauce
 - Swedish Tender Mngmnt
 - Belgian Fighting Fluido
 - Canadian Corvair