

Economic Value of Systems and Services

**We Lay the Foundation for Successful Patient Access and Reimbursement by
Continuously Demonstrating the Value of Our Systems and Services**



INFOCUS Service Contracts

Service Contracts That Put the Customer in Focus



Benefits

Optimal Equipment Availability

Specific to Customer Situation

Budget Security

- Our **Service Contracts with a focus on uptime** provide optimal equipment availability and thus leads to **reliable procedure planning and revenue flow**.
- A **reduction in downtime** could lead to a **decrease in overtime**, and **less effort required in patient management**.
- Planning processes can be optimized with **full cost control and transparency**.
- **Efficient and reliable management of available budgets** without hidden costs to ensure overall budget security.

Value Dimensions

INFOCUS Provides a Number of Advantages for You and Your Staff

Economics

Cost and Cash Flow Management

- Full cost control.
- Improved budget planning.
- Secured reimbursement.
- Reduced opportunity costs.

Efficiency

Process and Workflow Management

- Reliable revenue forecasting and procedure scheduling.
- Increased uptime.
- Seamless process.

Safety

Patient and Staff Well-being

- Reduced waiting times.
- Secured access to medical treatment.
- Full compliance with manufacturer standards.
- Reduced staff overtime.

Value

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A Higher Level of Value That Creates Trust

While committing to helping customers maintain uptime in all INFOCUS Service Contracts, Olympus also delivers agreements that offer higher uptime standards, and even a guaranteed level. Take a look at the examples below, demonstrating the opportunity costs of the different levels of uptime.

Examples of Potential Annual Savings of Customers with CF/PCF and CYF Scopes

Operational downtime leads to increased opportunity costs, which can have extensive financial effects. The impacts of downtime can include the following:

Missed procedures and hence missed reimbursement	Unplanned hospital stay
Delayed or postponed procedures with more waiting time & extended working hours	Private clinic transfer of patients, incurring costs and for the referring hospital

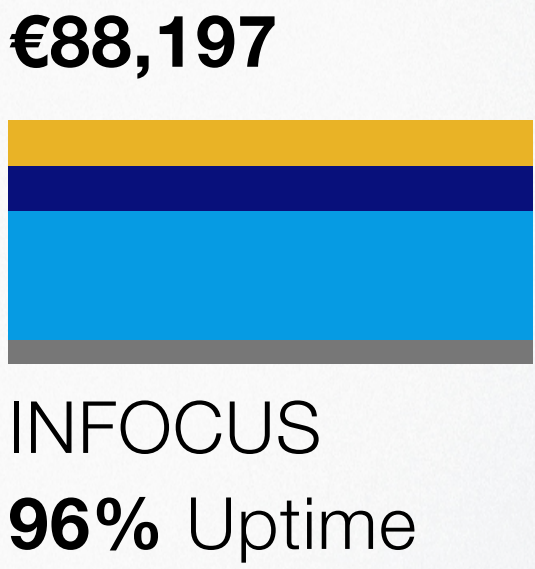


Ullevål University Hospital, Oslo, Norway*

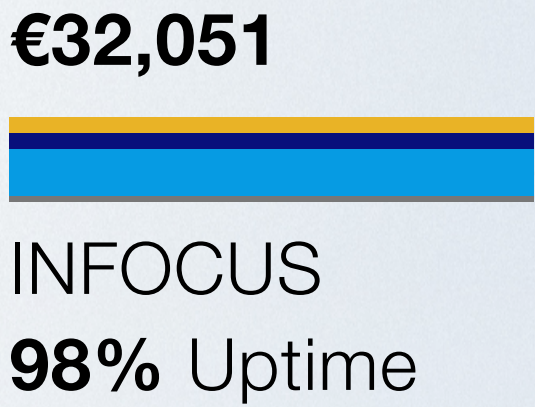
CF/PCF Colonoscopes
Installed base:18
4,000 procedures per year



€113,261
Potential savings
per year



€169,407
Potential savings
per year

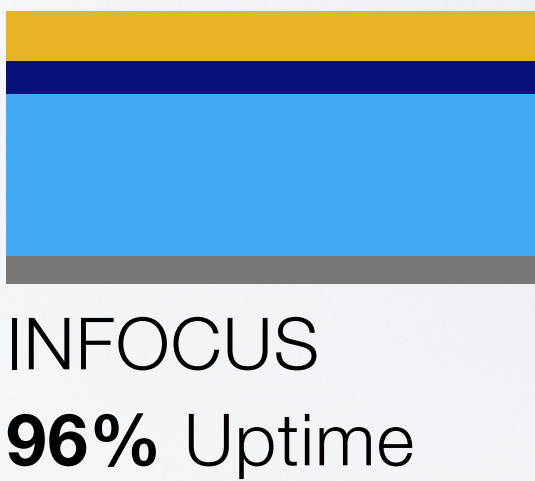


St. Olavs University Hospital, Trondheim, Norway**

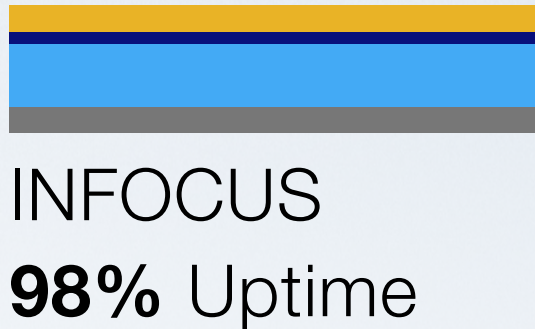
CYF Cystoscopes
Installed base: 8
2,200 procedures per year



€60,631
Potential savings
per year



€86,397
Potential savings
per year



Data based on study with: * 10.–11.2017, Ullevål University Hospital, Oslo, Norway, Gastroenterology department, Olympus device group: CF/PCF Colonoscopes;
** 04.–10.2018, St. Olavs University Hospital, Trondheim, Norway, Urology department, Olympus device group: CYF Cystoscopes.

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As medical knowledge is constantly growing, technical modifications or changes of the product design, product specifications, accessories and service offerings may be required.