



imaging all the women



Endoscopes maintenance

Export Standard exchanges



Standard exchange, a guarantee of reactivity

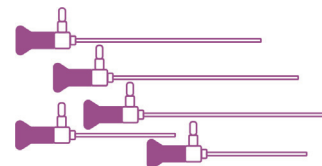
Standard exchanges enable to obtain refurbished Delmont imaging endoscopes in exchange for damaged endoscopes.

The creation of a **refurbished endoscopes buffer stock** allows you to respond quickly to your clients' needs when an equipment damage occurs. Build customer loyalty by improving your reactivity!

Procedure

Initial phase

Establish your initial buffer stock depending on your customer's needs: you can choose the endoscopes quantity and models.



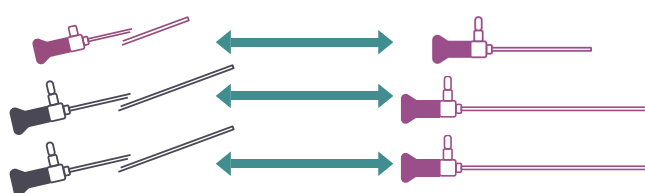
We recommend that you start with a 5 – 10 pieces buffer stock.

You now dispose of necessary products to immediately troubleshoot your clients.

Routine phase

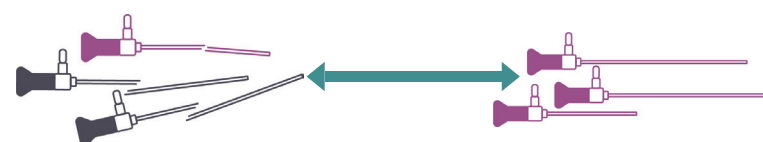
Troubleshoot your customers thanks to your buffer stock and get back their damaged endoscopes. You can then return those endoscopes to Delmont imaging as a batch and reconstitute your buffer stock once a month or trimester.

Clients side



Sell refurbished Delmont imaging endoscopes to your customers and get back their damaged endoscopes.**

Delmont imaging side



Return to Delmont imaging a batch of damaged endoscopes and buffer stock reconstitution.

We recommend that you offer these standard exchanges to your customers with a **30% discount** on your sales price.

** Delmont imaging endoscopes or all European, American, and Japanese endoscope brands.

Modality

All European, American, and Japanese endoscope brands are eligible for standard exchanges.

Your refurbished Delmont imaging endoscopes have a **6-months guarantee**. These have the same specifications and provide the same performances and quality of vision as new endoscopes (see last page).

Prices

Description	UHT Prices (without shipping cost)
New endoscope (example for an 2.9mm hysteroscope)	1 907 €
Standard exchange, other brand than Delmont imaging	1 345 €
Standard exchange, Delmont imaging brand	890 €

The standard exchange price is **1 345 €**, excluding shipping costs. **This price requires the return of a damaged endoscope to Delmont imaging.**

In the event of a return of a damaged endoscope from Delmont imaging brand, a credit note of **455 €** will be issued (0€ if another brand than Delmont imaging).

If no endoscopes are returned, Delmont imaging will ultimately issue an invoice of **562 €** to bring the price of the standard exchange to **1 907 €** (price of a new endoscope, example for a 2,9mm hysteroscope).

Our contract advice:

As standard exchanges are essentially attractive when they concern Delmont imaging endoscopes, we recommend that you set up **4-years maintenance contracts** with your customers. By establishing these exchanges in the long term, you will be able to gradually replace their endoscopes fleet with Delmont imaging endoscopes.

After-Sales Service of Delmont imaging endoscopes

Delmont imaging's endoscopes are complex optical instruments that respond to the highest quality, performances, and reliability standards. The endoscope is a very important element within your imaging system.

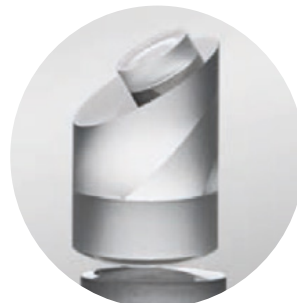
Delmont imaging guarantee this quality on its new endoscopes, but also on its refurbished endoscopes, which are subjects to the same processes and requirements, and provide the same performances.

The endoscopes reconditioning includes all or part of the following actions:

- Cleaning of the optical components and the external tube.
- Polishing of light fibers.
- Polishing of the external tube and the body of the endoscope.
- Replacing the distal window at the end of the optical tube or the ocular part.
- Replacing the lens.
- Replacing of optical components (lenses).
- Assembly and complete adjustment of the optical system.

Repairs of endoscopes by a third party involve a loss of quality. Only the manufacturer retains the technological expertise to achieve the original performances. Entrusting the repair of your endoscopes to a third party means exposing yourself to:

- A deterioration in the image quality, which can have a negative impact on the clinical act.
- A deterioration in the durability of the endoscopes, which will lead to more frequent breakages.



Finally, trusting our After-Sales Service is:

- *The guarantee to obtain an identical endoscope without undue delay.*
- *Optimum performances, security, and durability.*
- *A High Definition (HD) image quality.*
- *An excellent resistance to disinfection and sterilization cycles.*