

iMEC12/10/8



mindray

The following presentation contents are based on the full features and options, different sales regions may not have all of them.

- ① Product Positioning
- ② Ergonomic Design
- ③ Friendly Software Design
- ④ Parameters and Features
 - ⑤ Powerful Data Management
 - ⑥ Network Solution
 - ⑦ Reliability & Unyielding Quality
 - ⑧ Promotion points
 - ⑨ Competitors



Product Positioning



- Sub-acute care units.

Your Reliable Assistant for Sub-acute Care



Basic needs

- 3/5-lead ECG with ST, ARR analysis
- Respiration
- Pulse Oximetry monitoring (SpO₂)
- Temperature
- Non-Invasive Blood Pressure (NIBP)

Advanced needs

- Masimo, Nellcor SpO₂
- 2 channels Invasive Blood Pressure (IBP)
- Cardiac Output (C.O)
- EtCO₂ (mainstream, sidestream, microstream)

Parameters

		iMEC 12	iMEC 10	iMEC 8
ECG(3/5)+ RESP+ TEMP(2ch)+ NIBP		●	●	●
SPO2	Mindray	●	●	●
	Masimo	○	○	○
	Nellcor	○	○	○
2-IBP		○	○	○
C.O.		○	○	X
CO2	Sidestream	○	○	○
	Microstream	○	○	○
	Mainstream	○	○	○

●-standard

○-option

X-none

Functions

	iMEC 12/10/8	
Touch Screen	○	
Build-in SD card	○	
Build-in WIFI card	○	
Recorder	○	
Li-ion battery (2h')	●	
Li-ion battery (4h')	○	
Calculation tools	Drug	●
	Hemodynamic	●
	Oxygenation	○
	Ventilation	○
	Renal	○

●-standard

○-option

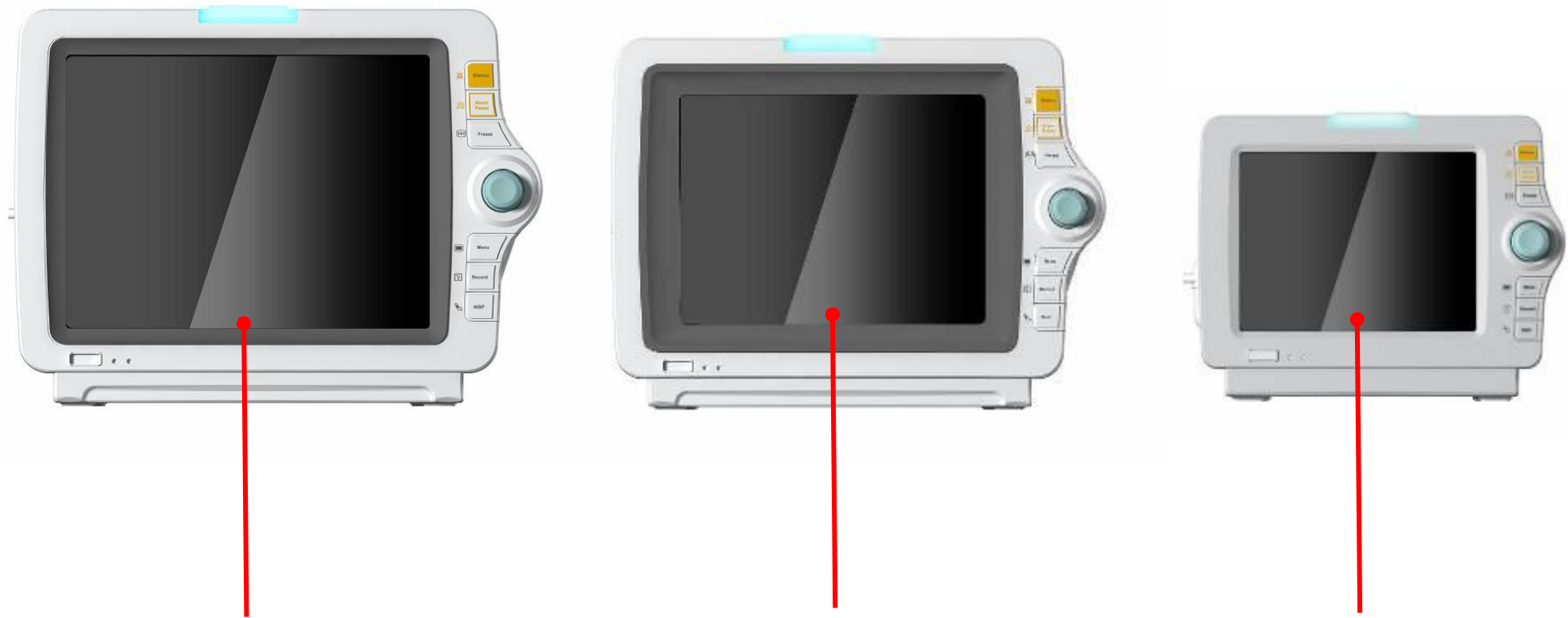
X-none

Ergonomic Design

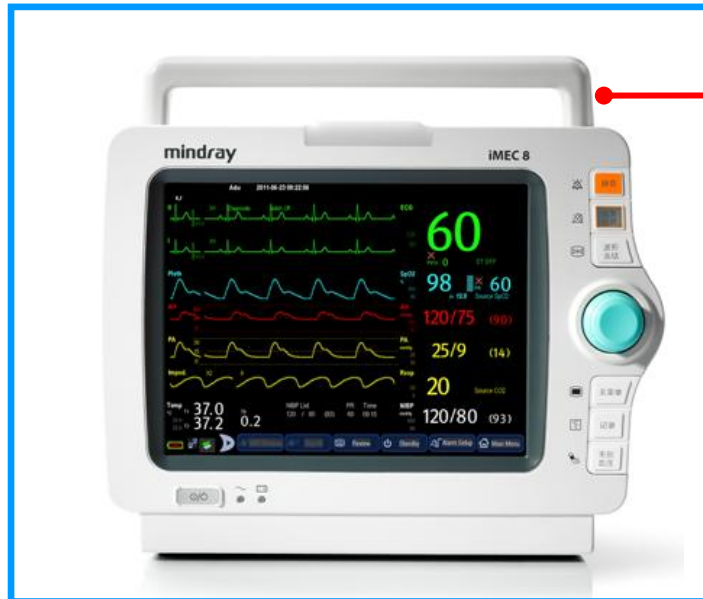


- Achieve a 50% lower power consumption compared to conventional patient monitors
- Allow for an improved battery life
- Providing cleaner and quieter performance with a fan-less design





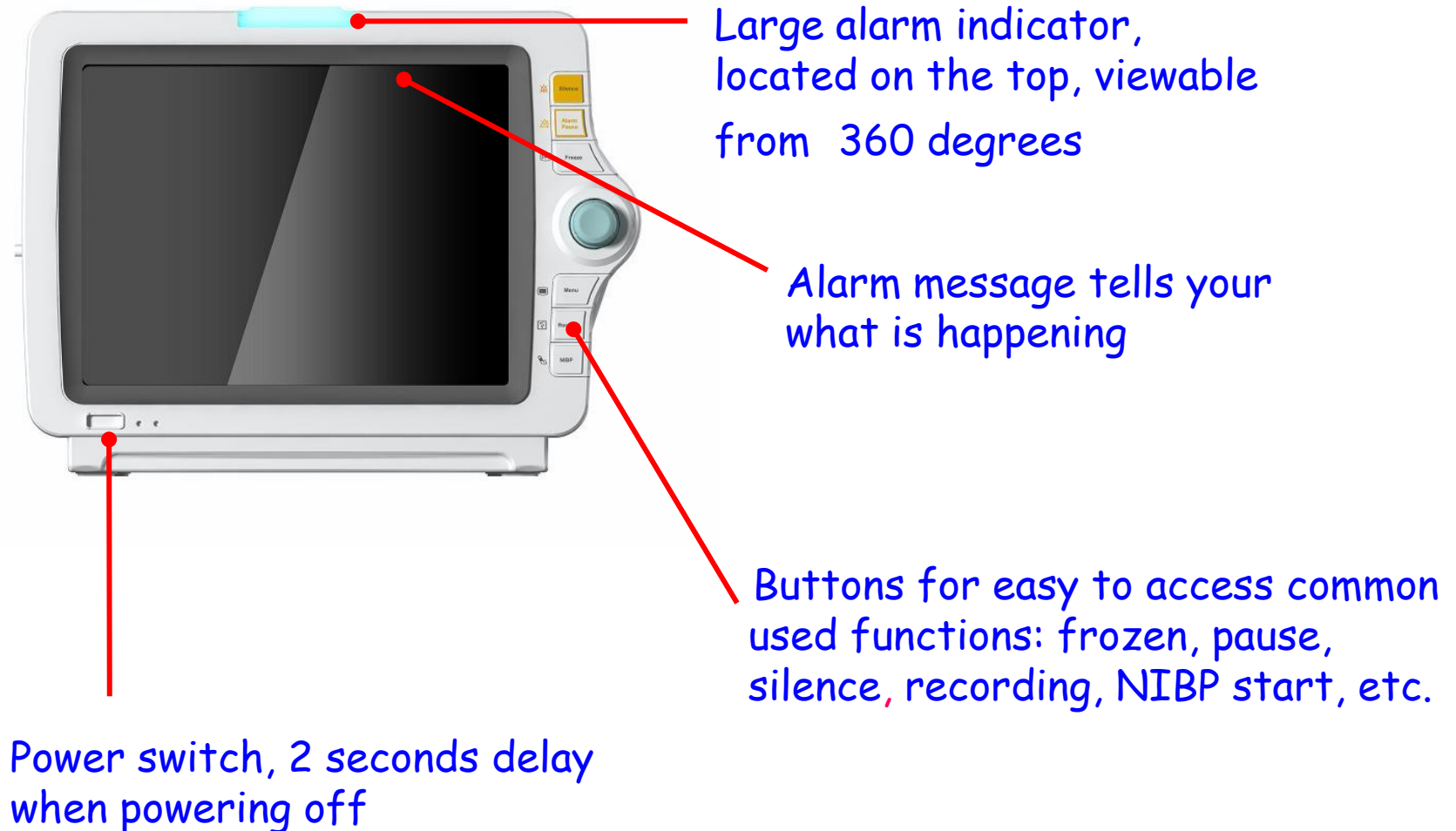
From 12.1" to 8.4", simple and intuitive touch screen offers instant access to all functions in a quicker and more convenient way



Weight from 2.6Kg to 3.6Kg with an integral carry-handle, ideal as a portable monitor

Up to 2 or 4 hours of working time with 1 Li-ion battery for continuous monitoring during transfer





Bedrail clamp and hook



Rolling stand, easy to fix and release, can be mobile to wherever it is needed.

Wall mount



- VGA and Analogue ports
- USB ports - transfer patient data to a PC and to copy user settings to different iMECs
- RJ45 ports - upgrades one or multiple iMECs simultaneously



Built-in 3-ch recorder offers convenient documentation

Friendly Software Design



Mass alarm setup and auto limits

Alarm Setup

Parameters | ST Alarm | Arrh. Analysis | Arrh. Threshold | Others

Parameter	On/Off	High	Low	Level	Record
HR/PR	On	120	50	Med	Off
RR	On	30	8	Med	Off
SpO2	On	100	90	Med	Off
Desat	On		80	High	Off
NIBP-S	On	160	90	Med	Off
NIBP-D	On	90	50	Med	Off
NIBP-M	On	110	60	Med	Off

↑ ↓ Auto Limits Defaults

Set alarm properties for this parameter.

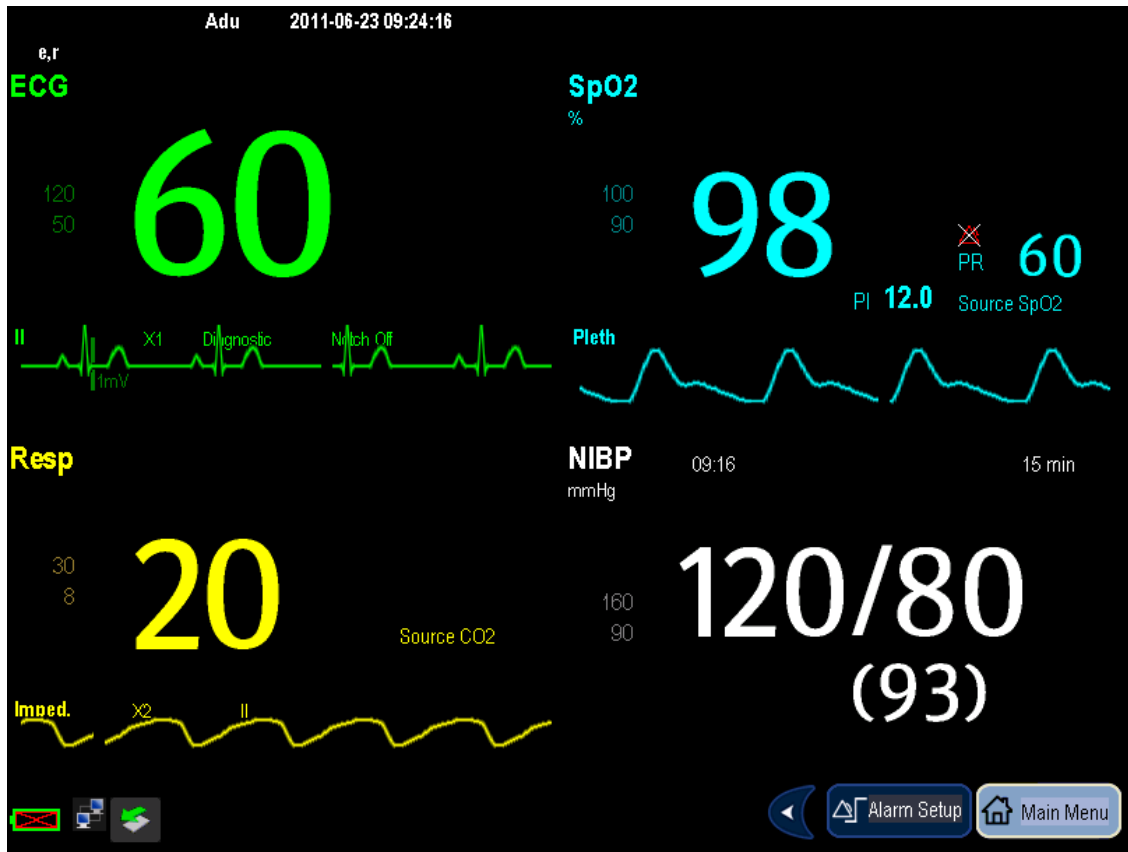
Touch the Alarm Setup quick key

You are allowed to set

- alarm limits,
- alarm switches, and
- alarm recordings for all parameters.

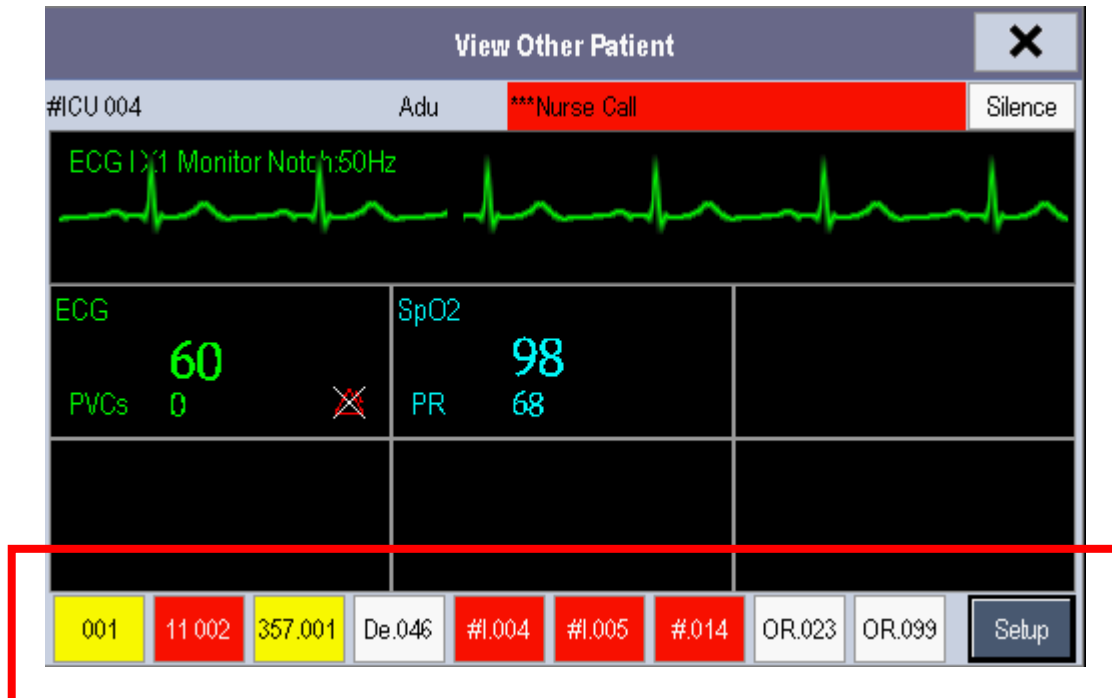
- save time
- easy to manage all alarms
- easy to learn

Large font



- Easy to view from distance
- Easy to view at night
- Parameters can be selected

View other patients



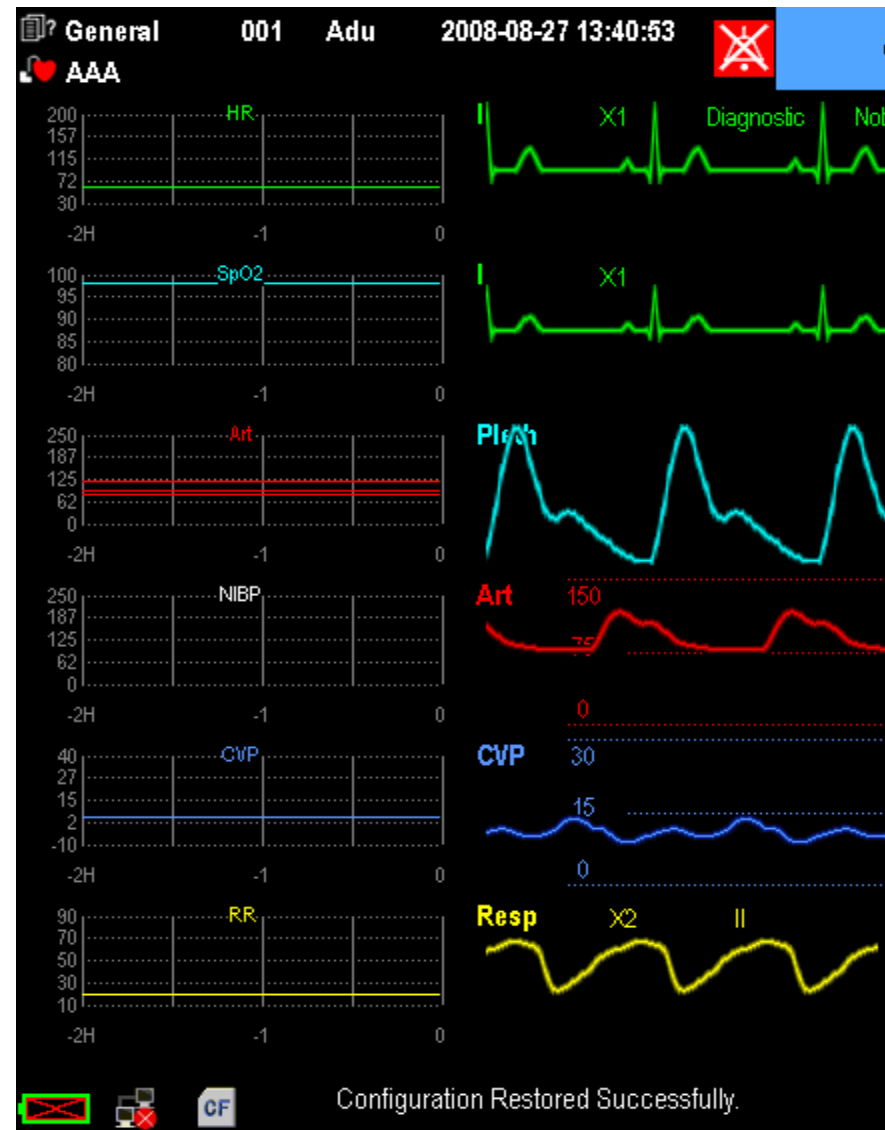
Economic solution for connection even without CMS, like for isolation room, observation room ,etc.

- Up to 10 beds
- Able to view through wireless LAN

Minitrend

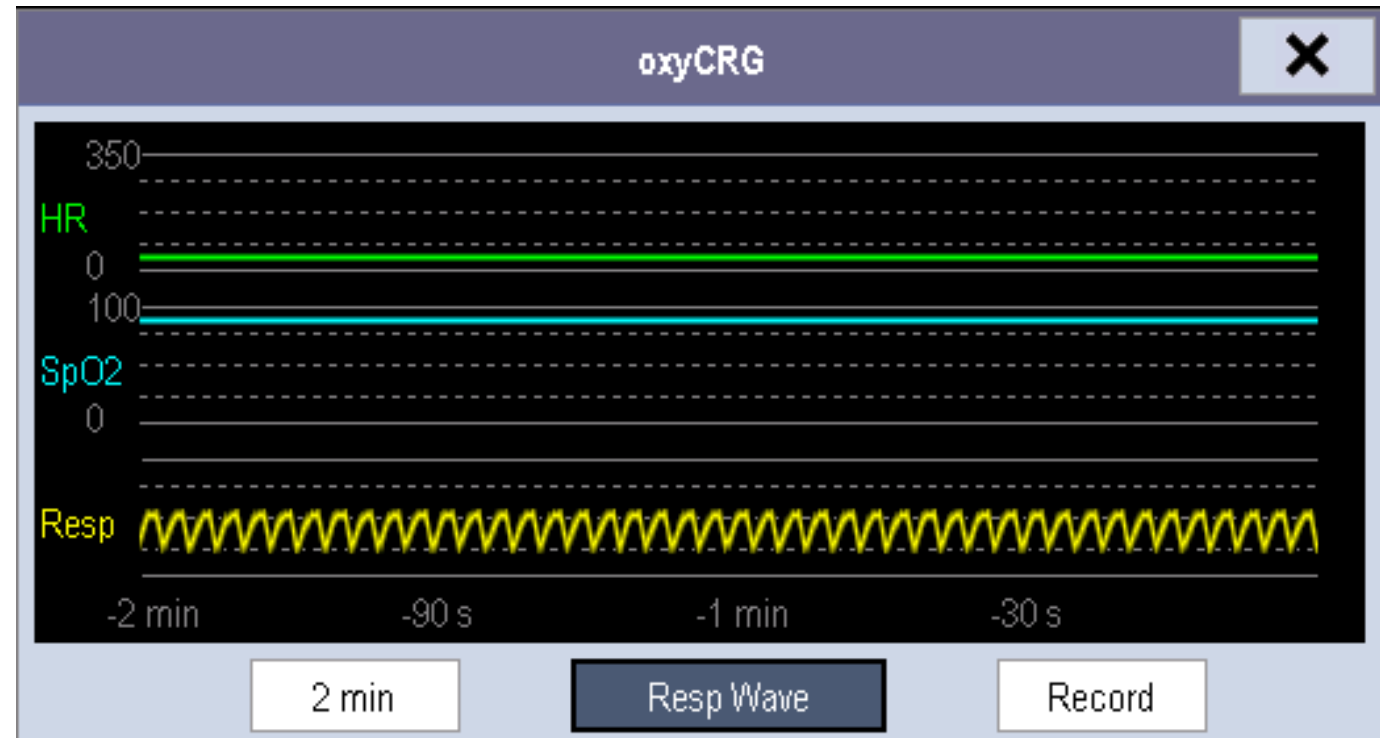
- 1 hour
- 2 hours
- 4 hours
- 8 hours

Show the whole picture of patient with overall change



OxyCRG

Use to observe neonate
H.R, SpO2 and Resp, to make
early decision and rescue



Default and Personalized Configurations

- 3 manufacturer configurations
- 3 User-defined configurations
- Latest configuration

Parameters and Features



Non-invasive parameters:

- ECG (3, 5lead)
- Respiration
- SpO2 (Mindray, Masimo, Nellcor)
- Non-invasive blood pressure
- 2-ch Temperature

Invasive parameters:

- Invasive blood pressure
- Cardiac output
- CO2 (Sidestream, Microstream, Mainstream)



Features

- Mindray algorithm
- 3, 5-lead
- Display 1, 2 ECG waveforms
- Max. ECG Gain: X4, applicable for use in CCU
- ST analysis
- ARR analysis
- Pace detection
- Monitor, surgery, diagnosis, ST mode



Features

Non-invasive, continuous

Mindray, Masimo, Nellcor selectable

Pitch tone: The monitor provides 22 pitch levels. The pitch rises as the SpO2 reading increases toward 100% and falls as it decreases.

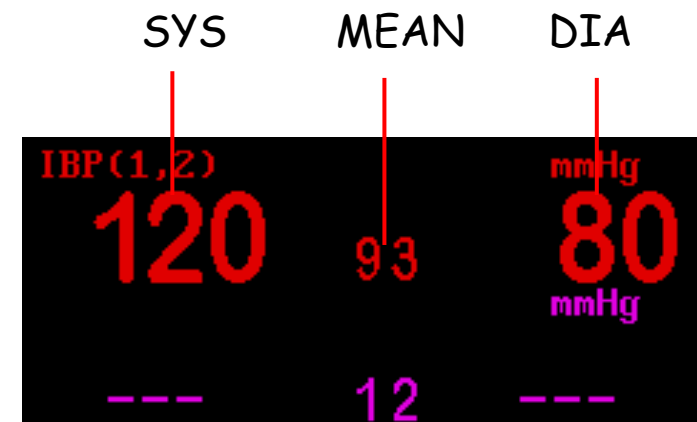
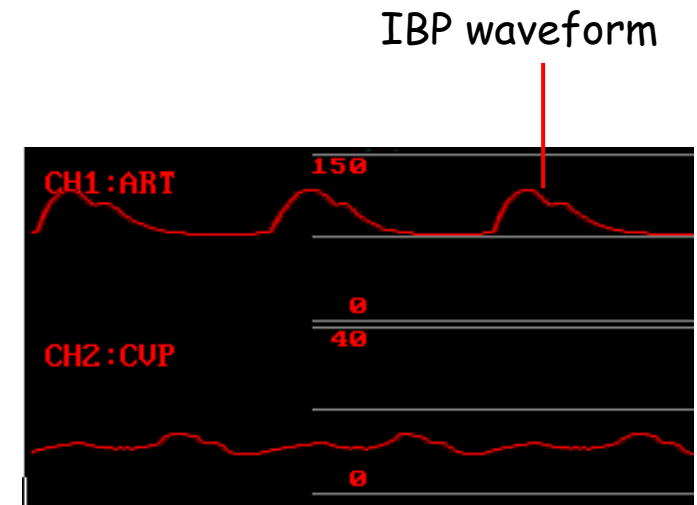
Simultaneously monitor SpO2 and NIBP on the same limb.



Features

2-ch IBP

- PAWP: Pulmonary artery wedge pressure
- ART: Arterial Blood Pressure
- Ao: Aortic pressure
- PA: Pulmonary Arterial Pressure
- RAP: Right Atria Pressure
- LAP: Left Atria Pressure
- UAP: Umbilical arterial pressure
- FAP: Femoral arterial pressure
- ICP: Intracranial Pressure
- CVP: Central Venous Pressure
- UVP: Umbilical arterial pressure

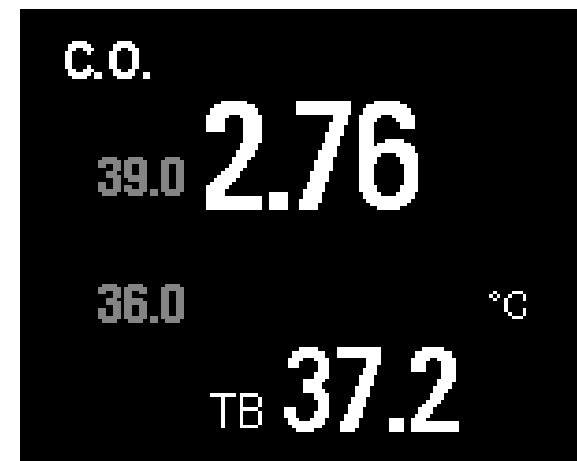


C.O. (Cardiac Output)

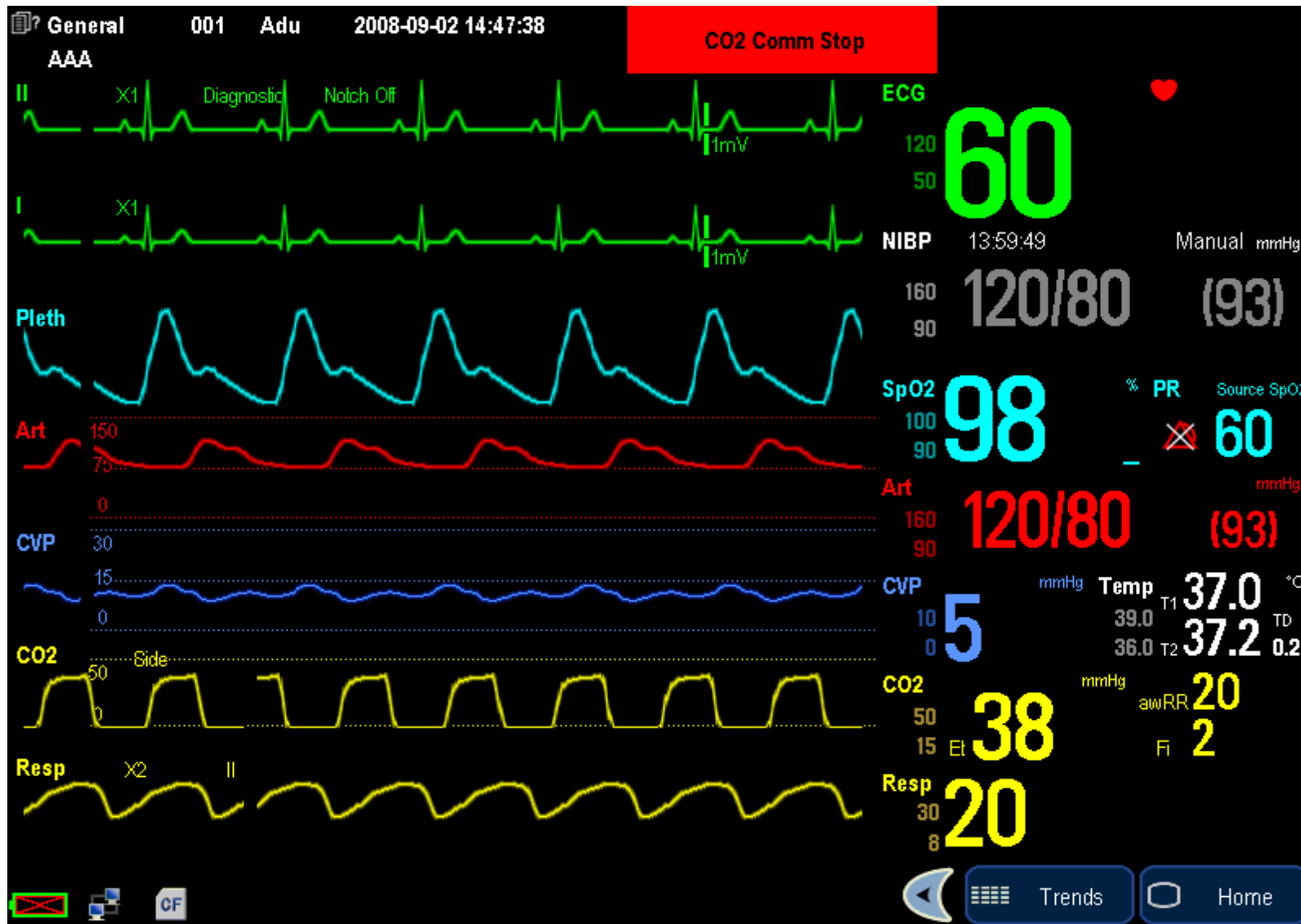
Not for iMEC 8

- The amount of blood that is pumped by the heart per unit time, measured in liters per minute (l/min).
- Thermodilution method, invasive, for critical patients
- ICU, CCU, PICU, NICU, Operating Room, Cardiac Cath Lab, Respiration department
- Uses Swan-Ganz Catheter

http://en.wikipedia.org/wiki/Cardiac_output



CO2 - Display



Powerful Data Management



Build-in SD card

(for power off storage)

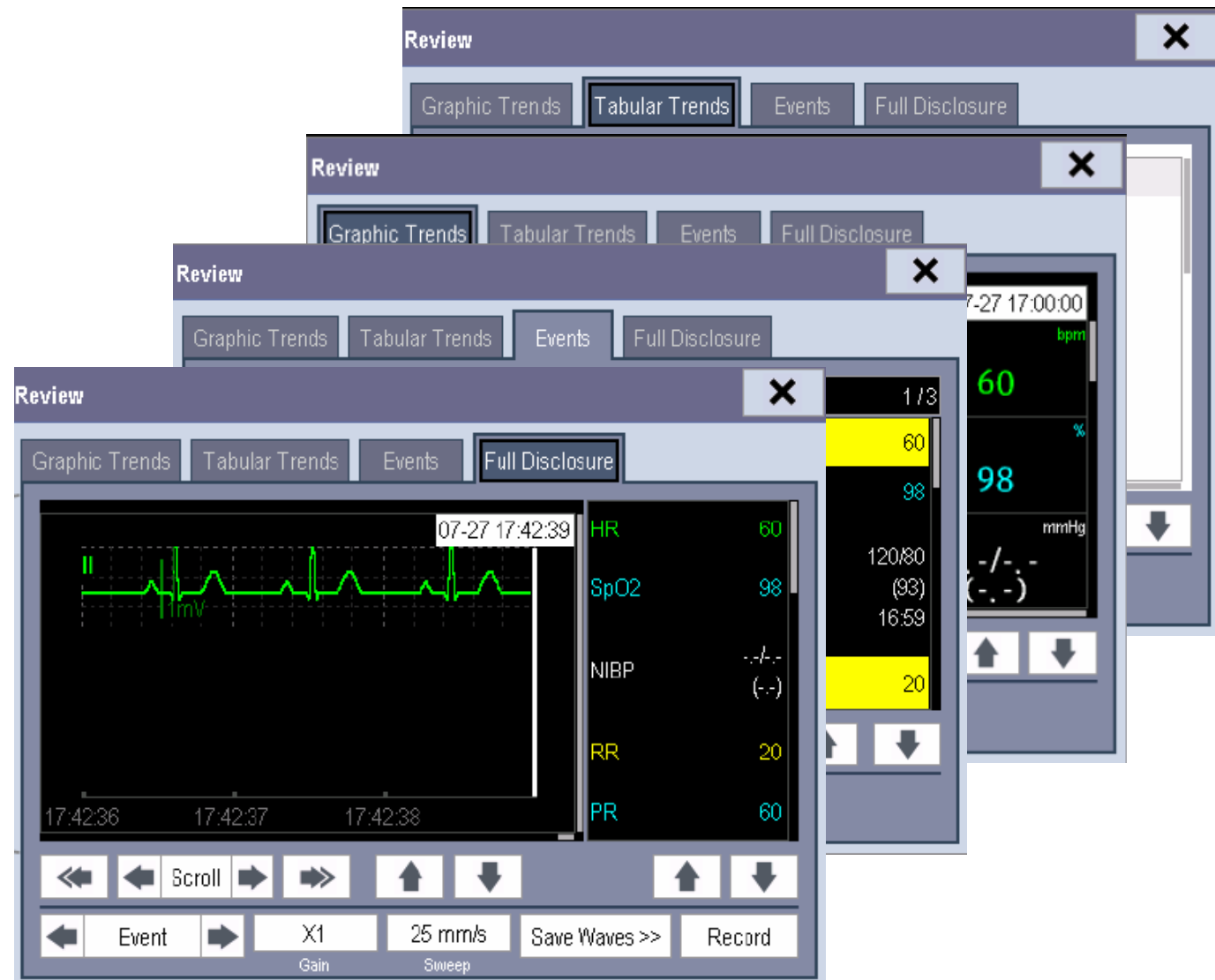
- 8 hours dynamic mini-trend
- 48 hours full-disclosure
- 120 hours of tabular and graphic trends
- 1000 NIBP measurements
- 100 alarm events

Powerful data management

mindray

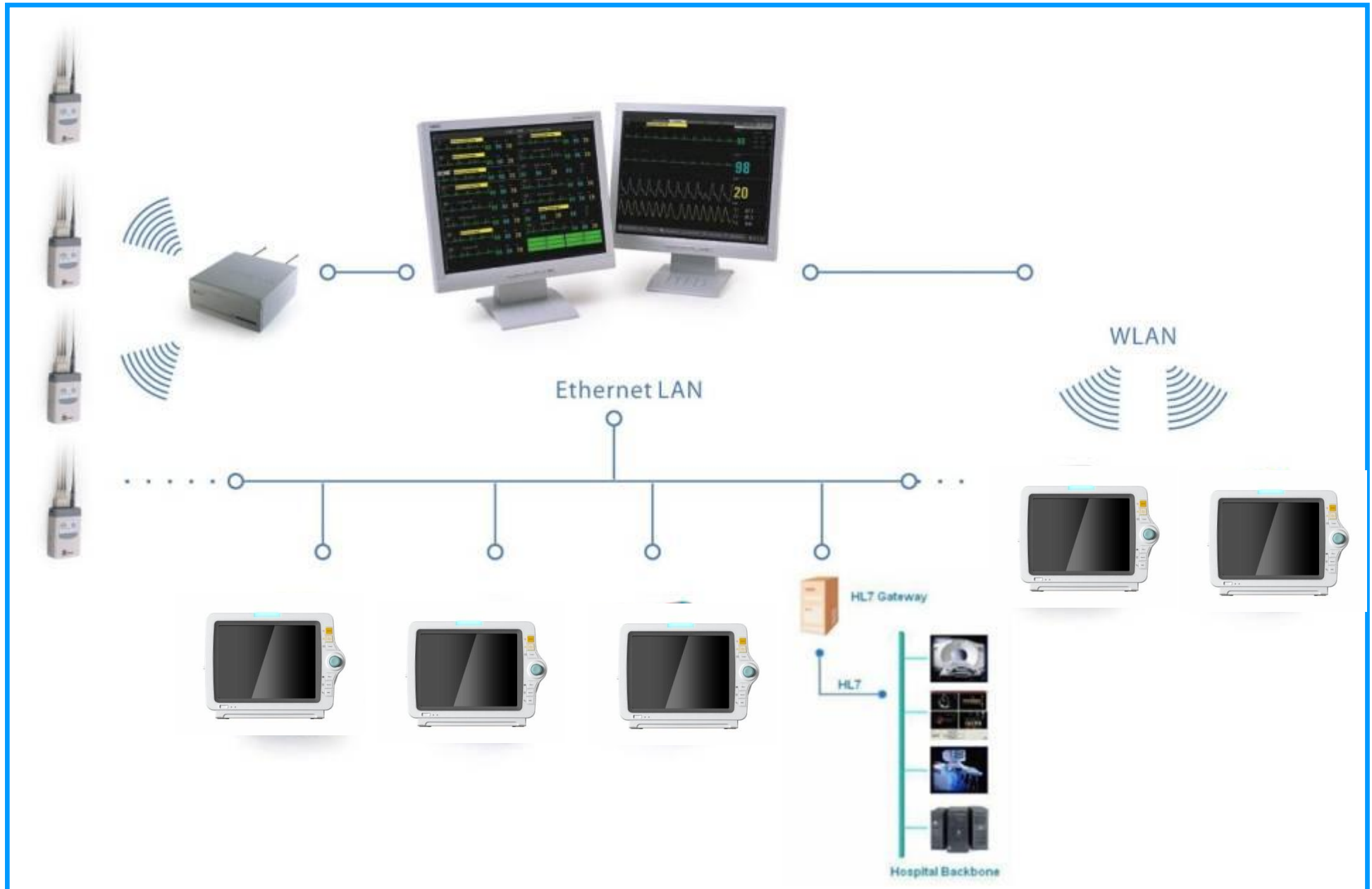
Data review

- Tabular trend
- Graphic trend
- NIBP measurements
- Alarms review
- Full-disclosure waveforms



Network Solution





Reliable & unyielding quality

mindray



EMC test: Electro Magnetic Compatibility

To make sure the monitor can be used for different electromagnetic interference



Durable test for cables

Promotion points



"Green" Monitor



Intuitive touch screen

Easy to transport

Simplified upgrades and maintenance



"Green" Monitor

- 50% lower power consumption
- Improve battery working time
- Provide cleaner and quieter performance with a fan-less design

Intuitive touch screen

- 800x600 TFT displays up to 8 waveforms
- Hot keys provide shortcuts to the frequently used functions, saving time for patient care
- Friendly layouts designed for easy to use

Easy to transport

- Super lightweight (2.6Kg to 3.6Kg) with an integral carry-handle
- Rolling-stand and bedrail hook for convenient in-hospital transport

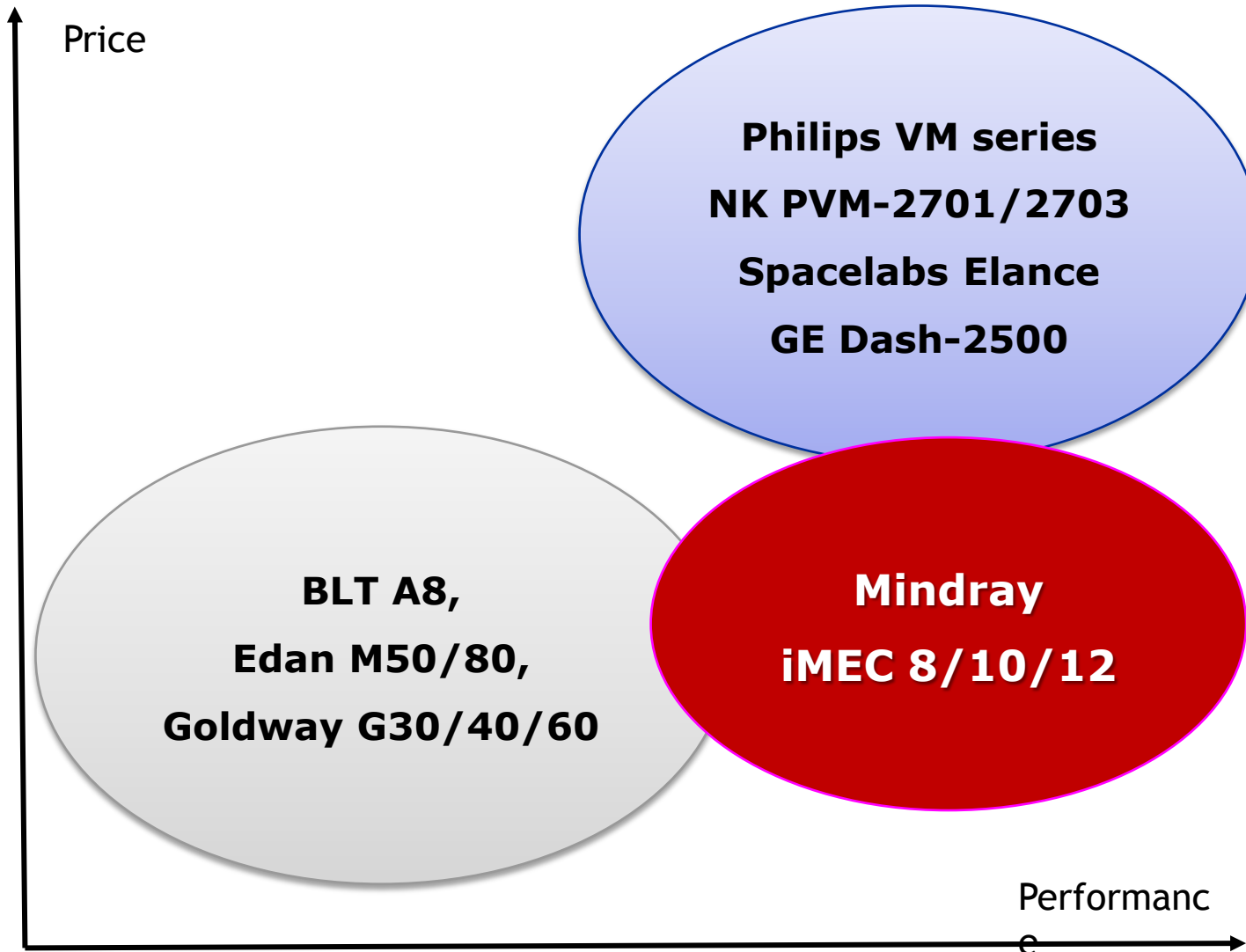
Simplified upgrades and maintenance

- Upgrade multiple iMECs simultaneously via a standard RJ45 port.
- The USB port transfers patient data to a PC and to copy user settings to different iMECs.
- One maintenance-free Li-ion battery offers up to 4 hours continuous monitoring

Competitors



	Major competitors	Models
International Brands	NK	PVM2701/2703
	GE	Dash 1800/2500
	Spacelabs	Elance 5/7
	Philips	VM4/6/8
Chinese Brands	Edan	M50, M80
	BLT	M9500, A8
	Goldway	G30, G40



How to beat N-K BSM2300/PVM2700

mindray

	N-K strength	How to beat?
1	Blupro SpO2 sensor can be washed in the water	Mindray 518B sensor also can be washed. Compare measurement quality not focus on washable. Nellcor are options for user to choose
2	CapOne mainstream sensor for non-intubated and intubated patients	Expensive sensor for low-end model; easy to be broken since its placing outside.
3	Smart cable system	PVM 2700 only one socket for IBP or EtCO2.
4	PWTT triggered NIBP measurement	Only can use N-K SpO2 to detect NIBP problem. Can not use other SpO2 brand.



PVM 2701/2703 (10.4")
Dealer price: USD 1700

	iMEC strength	N-K weakness
Max. waveforms	8 channels	5/6 channels
Battery working	2/4 h'	3 h'
C.O.	Option	No
OxyCRG	standard	Option
Standby mode	Yes	No
EtCO2	Sidestream, Microstream, Mainstream	Microstream, Mainstream



BSM 2301/2303 (8.4")
Dealer price: USD 2300

How to beat Spacelab Elance

	Elance strength	How to beat?
	Thin and lightweight	Thin, have to use mounting to fix it for operation.
	Easy to do transport	External recorder, not convenient
	US brand	Developed and manufactured in Suzhou China



Elance 5 (10.4")
Dealer price: USD 1500

	iMEC strength	Elance weakness
Patient types	Adult, Ped, Neo	Adult, Ped
Max. waveforms	8 channels	5 channels
C.O.	Option	No
Recorder	Build-in, 3 ch	External, 2 ch
Bedside operation	Stay stable	Always need mounting
EtCO2	Sidestream, Microstream, Mainstream	Only Microstream



Elance 7 (12.1")
Dealer price: USD 1800

How to beat Philips VM4/6/8

mindray

VM strength	How to beat?
Light weight	IMEC12/10 3.2kg, IMEC8 2.6kG
Easy to operate	No touch screen
Philips branding	Developed and manufactured in China
Spot check function, suitable for outpatient Dept	Only VM4 is crossing between spot check and continuous

	iMEC strength	VM4/6/8 weakness
Waveform	8 traces	Only 2 to 4 traces
Parameters	2 Temp, 2 IBP, EtCO2	Only 1 TEMP, 1 IBP
Trend	120 h'	96 h'
Screen	Touch screen	Regular screen
ECG	23 Arr.	Basic Arr.

VM 4
(8.4")



USD 2000

VM 6
(8.4")



USD 2300

VM 8
(10.4")



USD 2600

How to beat GE Dash 1800/2500

mindray

Dash strength	How to beat?
Durable, ok for shocking and dropping	During normal use, seldom for shocking and dropping. Basic model are still for basic need.
Easy to operate	No touch screen
Branding	Developed and manufactured in China



Dash 2500

USD 2000

	iMEC strength	Dash weakness
ECG	3/5 leads, 23 Arr.	3 leads, basic
Waveforms	8 traces	3/5 traces
Screen	Touch screen	Regular screen
Battery working	4 h'	2 h'
Trending	120 h'	24 h'



Dash 1800

Reference documents:

Link of server in Shenzhen:

\\share\国际监护销售\01-PM SZ\07-Competitors

1. Domestic Patient Monitor 20101028. pdf
2. International competitor products 2011_Feb. ppt
3. 05 How to Beat Philips_2011.03_EN.ppt
4. 06 How to Beat GE_2011.05.ppt
5. How to beat Nihon Kohden_2011.07

Thank you!

mindray 迈瑞
生命科技如此亲近