



Computer analysis of ultrasound transducers versus normal PM testing

Benefits of Phantom and Leakage measurements.

The normal PM process at Conquest Imaging incorporates the implementation of a tissue equivalent phantom and leakage tester. The value of a phantom is as a comparative measurement tool. It allows the user to evaluate various aspects of system and transducer performance including measurable degradation of resolution (Figure 1) and penetration. Leakage testing transducers will **ensure patient safety** and reveal minute pin holes in transducer membranes, bending rubbers, flexible shafts etc.

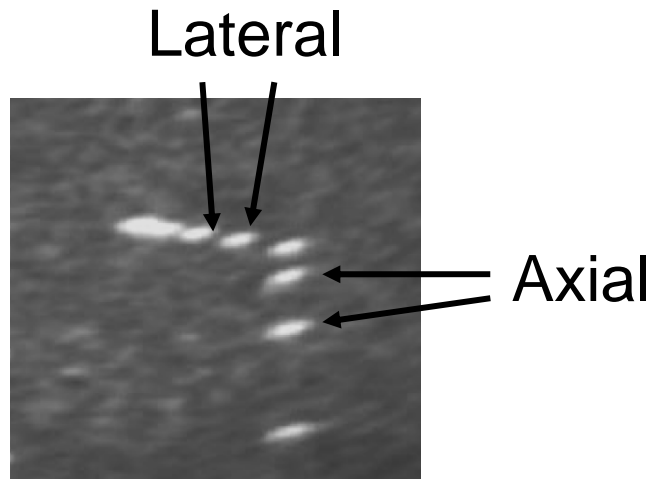


Figure 1

Benefits of computer analysis of ultrasound transducers.

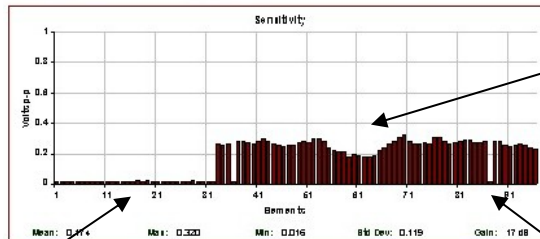
Today's phased array image construction does not readily lend itself to the manual detection of missing image elements, internal (invisible) cable damage, delaminating or damaged lens and faulty connector wiring (Figure 2). Computerized analysis clearly illuminates **weak crystals**, missing elements due to **broken cables** and areas where there may be individual **missing crystals**. Conquest Imaging's skilled technicians use the hard copy report data to create a **Transducer Health Summary** for every transducer evaluated.

These results include the identification of existing transducer faults and to provide the customer with failure trending data. This trending allows the customer to schedule transducer repairs or replacements when it has the least impact on work flow.

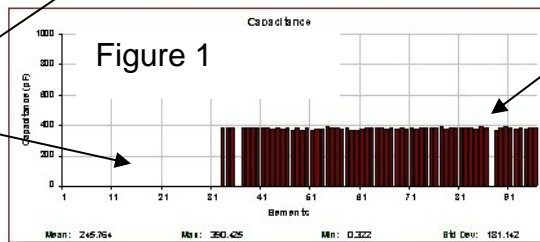


Transducer Evaluation Report

Manufacturer: HP	Customer:	Contact:
Probe Model: Z1242A	Address:	
Serial Number: 3002400228	City:	State: Zip Code:
Test Date: 10/15/2008 9:46 AM	Operator: FRED	Phone Number:
Test ID: 438	Operator: FRED	Pass Number:
Purpose: test	DXComments:	



Weak Crystals



Missing Crystal

Broken Cable

Figure 1

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Fax: (209) 942-2672

Test ID: 438
Operator: FRED
10/15/2008 9:46 AM

Figure 2

Conquest Imaging recommends computer analysis of all transducers on an annual basis or sooner if there are performance concerns.

Why should I bother to do this much testing?

Preventative maintenance and a strong transducer testing program allow our customers to proactively repair transducer before they have become so damaged they need to be scraped. Catching a problem soon enough can turn a \$5000.00 transducer replacement into a \$1000.00 repair and how many of your previous \$5000.00 replacements were actually repairable for significantly less? Conquest Imaging can provide you with repair options or supply you with a replacement transducer at 20% to 60% less than the manufacturer and 20% less than our competition.



Why should I use Conquest Imaging?

Conquest Imaging is a well respected, full service ultrasound company. We offer a full spectrum of transducer options including repairs, exchanges and outright purchases. We offer an unmatched **6 month** transducer warranty excluding TEE transducers which carry a 30 day warranty. We help you minimize patient scheduling problems and lose of revenue by providing a free transducer loaner program. We provide free 24/7 technical support.

Nationwide Proposal

Conquest Imaging will, for a fee of \$150.00 per transducer will provide the following:

- Phantom tests with images.
- Transducer leakage tests with documentation.
- Computer Analysis with Transducer Health Summary documentation.
- Transducers replaced through Conquest Imaging that were evaluated under this proposal will receive a \$100.00 credit.
- Includes Labor charges associated with testing.

Groups or batches of 20 transducers will be processed for a fee of \$2500.00. Conquest Imaging will provide the following for these batches:

- Phantom tests with images.
- Transducer leakage tests with documentation.
- Computer analysis with **Transducer Health Summary** documentation.
- Additional transducers beyond the first 20 would be tested for an additional \$100.00 each.
- Transducers replaced through Conquest Imaging that were evaluated under this proposal will receive a \$100.00 credit.
- **Includes expenses, travel and labor charges associated with testing.**
- **Weekend testing at no additional charge.**

For additional information and scheduling please contact:

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