



VIA CARE ECP

The next generation of External Counterpulsation Therapy Systems for the Treatment of Angina and Congestive Heart Failure





VIA CARE ECP

Safe, Comfortable & Non-Invasive Therapy
for Cardiovascular Disease

External Counterpulsation (ECP) provides an opportunity to treat and improve the quality-of-life for angina and CHF patients who don't respond well to medications or are not candidates for surgery.

Clinical studies have demonstrated that ECP therapy is beneficial for more than 80% of patients treated*, helping them reduce symptoms, increase functional capacity and minimize dependence on medications. Long-term benefits, such as improved exercise tolerance, have been shown to be sustained over several years.

ECP treatment normally consists of 35 hours of therapy, administered one hour per day, five days a week for seven weeks. It can be performed in an outpatient hospital setting or in a physician's office.

Pressure cuffs on the legs are inflated in sequence, synchronized to the patient's heartbeat. As a result, blood vessels in the legs are gently compressed and increased blood flow is forced back to the heart with greater pressure. The procedure is completely painless and patients can read, watch television, sleep or talk to a companion for the hour.

Most patients begin to experience relief from their angina symptoms after three or four weeks. Because ECP is totally non-invasive and non-pharmacological, the risks associated with the treatment are extremely low. The most commonly reported side effects are skin irritation, bruising or temporary muscle aches, resulting from the inflating and deflating action of the pressure cuffs.

*Source: Arora RR, Chou TM, Jain D, et al. Multicenter study of enhanced external counterpulsation (MUST-EECP): effect of EECP on exercise induced myocardial ischemia and anginal episodes. J A Coll Cardiol 1999;33:1833-40.

MADE IN U.S.A.



Cuffs inflate rapidly from the calves towards the thighs, initiating pulse wave.



Cuff inflation continues, forcing fresh oxygenated blood towards the coronary arteries.



Inflation around upper thighs sends higher volume of blood to the heart as pressure increases.



Heart prepares for ventricular contraction; computer instructs the deflation valves.



Rapid release of pressure as the cuffs deflate, facilitating cardiac unloading.



Innovative ECP Technology from an Industry Leader

ScottCare's product development philosophy involves utilizing client feedback and the latest technologies to create solutions that benefit both patients and clinicians. The result of this approach is ViaCare, the industry's latest and most technically and clinically advanced ECP device that offers everything you need for safe and effective ECP therapy, as well as efficient data collection, analysis and integration with your information system and EMR. With over eight years of experience in this market, ScottCare provides you with the ideal mix of innovative technology, post-sale support, extensive warranties and financial stability to help your practice grow and evolve. For instance, ScottCare's exclusive technologies, including Active Deflation, Thermo Cool, Automatic Peak-to-Peak Calculations and TelePort remote services, set the standard for patient comfort and dependability. In addition, design enhancements provide a clean, modern look while improving flexibility, portability and ease-of-use. No other ECP equipment manufacturer provides the total package to support your practice.

Maximum Patient Comfort & Effectiveness Promotes Program Completion

Facing cardiac treatment is a frightening prospect for many patients, especially those who are in poor health and unable to handle invasive treatment methods. Therefore, numerous features ensure the patient is safe, comfortable and at ease during this highly-effective procedure. As a result, they are more likely to complete the program, benefiting themselves and your practice.

INDUSTRY-RECOGNIZED TRAINING & SUPPORT HELPS YOU MAXIMIZE YOUR TECHNOLOGY INVESTMENT

In addition to quality products, ScottCare is also recognized by independent testing and reporting agencies for outstanding customer service and support. Customers ranked ScottCare #1 in overall service repair quality for the fifth year in a row and #1 in service response time and overall user satisfaction.

Our comprehensive training program starts with three days of ECP theory, system operation and practice.

ScottCare then provides unlimited telephone support and follow-up consultation. Retraining is always available.

SCOTTCARE EXCLUSIVE! TelePort remote service is available in the rare case that your ECP system needs service.

ScottCare can often diagnose an issue immediately and avoid an on-site service call. Best of all, this service is free of charge!

The ScottCare service representative can:

- Log into the system with choice of telephone or internet connection
- View screen and operate system remotely
- Download files to ScottCare's Support Center
- Upload software updates and data to customers

Extensive warranties give you piece of mind. ECP components are covered under a comprehensive warranty against defects in materials & workmanship. Extended warranties can also be tailored to your budget and technological capabilities. The Evergreen Extended Warranty and Service Program, for example, is an extensive customer service and preventative maintenance plan that spans the life of the product.

SCOTTCARE EXCLUSIVE! **Active Deflation** efficiently evacuates air from the cuffs with the most complete deflation, allowing uninhibited retrograde blood flow to the lower extremities. This progressive technology results in improved patient comfort and maximum therapy delivery, even for patients with higher heart rates.

SCOTTCARE EXCLUSIVE! **Therma Cool** technology ensures the cuffs are cool and comfortable for the patient.

Continuously adjustable backrest adjusts to the ideal treatment position for angina (0 degrees) or heart failure (30 degrees) or up to 45 degrees.

Intuitive Design for Clinician Ease-of-Use and Productivity

Not only is this system easy on the patient, smart features also make operation simple and automatic for clinicians.

Complete database retains full disclosure and session data indefinitely for returning patients or research projects.

Automatic peak-to-peak ratio calculation eliminates a manual task previously done up to six times per hour.

Results are saved in the database and trended.

NEW! **Treatment configuration screen** supports saving a setting for full or split-screen start-up, saving time and presenting data the way you want to see it – every time!

NEW STANDARD FEATURE! Integrated SpO2 sensor tracks patient oxygen saturation in real-time with audible alarms.

The flexible configuration ensures system mobility and operator comfort.

- Reinforced push points, unitary frame and heavy-duty, low-friction casters make movement safe and easy, allowing practices to easily reconfigure their rooms to manage new equipment or therapies.
- **NEW!** A new space-saving control console reduces space requirements. Further, with adjustable keyboard and monitor heights, the clinician won't suffer from a strained neck or sore back after a long day of therapy.
- **NEW!** The bed base is smaller, lighter, more portable and easy to clean.

The Customer Marketing Kit helps you execute a successful marketing campaign that results in an effective and profitable ECP program. This kit is based on the best practices of successful ECP programs and includes all the tools you need to get started. Included are "how to" guides to marketing, a five-minute patient video, sample radio and print advertising, graphics, direct mail and more.

Regulatory Compliance for Complete Confidence

As important as product functionality and service, one of the most important questions you can ask any medical device manufacturer is, "What steps have been taken to ensure the safety of your products?" ScottCare invests significant resources to verify its products are designed and produced to ensure patient safety in the U.S., Canada and the European Union. Don't take our word, extensive and unbiased, third-party testing and certification services verify that ScottCare's products meet the requirements of internationally-recognized safety-based standards, including:

- **IEC/EN 60601-1** - Medical Electrical Equipment General Requirements for Safety (International / European standard)
- **UL60601-1** - Medical Electrical Equipment General Requirements for Safety (US National Standard)
- **CAN/CSA-C22.2** - Medical Electrical Equipment General Requirements for Safety
(Standard includes specifics of Canadian electrical code)
- **IEC/EN 60601-1-2** - Electro Magnetic Compatibility for Medical Electrical Equipment (International / European standard)
- **IEC/EN 60601-2-38** - Particular Requirements for the Safety of Electrically Operated Hospital Beds
(International / European standard)
- **93/42/EEC** - European Medical Device Directive (Compliance indicated by the "CE" mark)

Further demonstrating ScottCare's robust reporting capabilities, evidence-based medicine is easy with a comprehensive database and automatic reports to track individual outcomes. Document ECP-related improvements for referring cardiologists and better manage research data.

SCOTTCARE EXCLUSIVE! Quality-of-Life Surveys, including Minnesota Living with Heart Failure and SF-36, are included with the software.

Comprehensive IT Solutions Preserve Data Integrity, Save Time

ScottCare's solutions are also powerful enough to ensure your compliance with privacy regulations and flexible enough to integrate with larger health information systems for big-picture reporting.

SCOTTCARE EXCLUSIVE! **HIPAA patient privacy compliance tools protect you and your data.**

- User authentication with multi-level access control
- Automatic lock-down after designated period of inactivity
- Activity log for audit trail
- Data encryption protects data from interception

Optional HL7-compliant EMR or hospital information system interface supports electronic medical records for ease of data transfer and reduced data re-entry.

- Download patient demographics to ECP; upload treatment results and billing to HIS or EMR
- **NEW!** PDF output of reports
- Complete information security including firewalls, anti-virus protection and data encryption



Financially Beneficial to Your Practice

In addition to the numerous clinical benefits for patients, ECP also enables you to expand billable services by treating patients who are in desperate need of help, but are not candidates for other procedures. Based on national reimbursement averages, a practice with as few as two patients per week could break even the first year. Let us show you how to incorporate ECP into your practice and help you identify qualified patients.

Medicare has increased reimbursement rates for ECP therapy, unlike most cardiology services, with the national average physician fee payment level increased to \$156.16 per session in 2008.

You can be Confident with ScottCare

Since 1989, ScottCare has provided the most advanced medical systems and software solutions together with service and clinical support that meet the unique and practical needs of hospitals and medical professionals, all in a cost-effective manner. ScottCare is a division of Scott Fetzer, a wholly-owned subsidiary of Berkshire Hathaway, a Fortune 50 company known for delivering sustained value to its shareholders. You can count on ScottCare to be here today, and into the future to support your continually evolving needs. ScottCare, your partner...for life.

Treatment Pressure Range

- 0 – 6 PSI/310 mmHg

Treatment Duration Timer

- 10-60 minutes; 5 minute increments
- Treatment and air/vacuum pump stop when set time expires

Treatment Cuffs

Durable & cleanable high denier Nylon with Velcro closure

- 3 sizes fit all patient types
- Buttock and thigh cuffs are separate for better fit

Table

- Motorized, continuously adjustable backrest
 - 0 to 45 degrees continuous
- Safe Working Load: t 350 lbs. /160 kg
- Easy to clean, fluid resistant fabric
- Quick connect hoses attach without tools

System Protection

- Bed Base ON/OFF switch is fused
- Air/Vacuum Pump relay is overload protected
- Air/Vacuum Pump is thermally protected

Printer

- Wireless, Laser*

Patient Protection

- Automatic vacuum deflation of cuffs on early/extra systole
- Over pressure limit protection
- Treatment is suspended during episodes of high or low heart rate
- Emergency stop button
- Auditory alarms:
 - Heart rate out of limits
 - Oxygen saturation out of limits
 - Lack of an adequate triggering signal
 - Loss of communication between computer and ECP device
- Air to cuffs is actively cooled

Equipment Dimensions and Weight

- Pole Cart: Wheel base 29"/74 cm
- Height: 66" (168 cm)
- Weight: 35 lbs.(16 kg)
- Bed Base: Width 29.25" (75 cm)
- Depth: 67"(170 cm) max./52" (132 cm) min.
- Height: 28.5" (72 cm)
- Weight: 350 lbs. (159 kg)
- Removable Mattress: Width 34" (86 cm)
- Depth: 82" (208) cm
- Height: 5" (13) cm

Power Requirements

- 1 – 110 VAC 60Hz 15 A standard or hospital grade outlet
- 1 – 220 VAC 60Hz 20 A dedicated, twist and lock outlet
- 220VAC 50Hz compatibility upon request

International Specifications

- Standard 220vac 10 amp (min) outlet
- 1-Dedicated 220vac 15amp outlet (NEMA L6-20R)

Operating Environment

- Temperature 65-75°F/18-24° C
- Air conditioning capacity: at least 8800 BTU per hour
- Relative Humidity 35-65%
- Absence of electromagnetic interference in the area (e.g.: MRI device)
- Free of flammable anesthetics

Patient Care Package

- Initial supply of electrodes, treatment pants, cuffs and bladders

*Optional Feature



For additional ECP product information,
demonstration or quote please call:

(800) 243-9412



Your Partner...for Life

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