

BiFlex Evo		Boston Scientific	Boston Scientific	Cook	Cook	Coloplast
FEATURES	BENEFITS	Navigator	Navigator HD	Flexor DL	Flexor Parallel	Re-Trace
2 working channels on inner part	to allow for a safety wire and the injection of a contrast medium.	NO	NO	NO	NO	NO
Hydrophilic coating on inner and outer part	Facilitates a smooth introduction and progression of the access sheath through the urinary tract.	NO	NO	NO	NO	NO
Graduated inner part	To understand its position, in order to measure the dilation of the ureter with precision and safety.	NO	NO	NO	NO	NO
Kink resistant coil on the outer part	Steel spires within the inner coil provide strength and stability while allowing easy entry and withdrawal of the endoscope.	YES	YES	YES	YES	YES
On 10/12 the diameter of outer part is 11 fr	To have a lower intrarenal pressures and higher irrigation flow	NO	NO	NO	NO	NO
Flexible Tip	It allows access to the meatus in security and ensures an atraumatic path also in the most tortuous urinary tracts	NO	YES	NO	NO	NO

Biflex Evo®



Ref.	Inner Ø fr	Outer Ø fr	Length cm
ROUS1035ST	10	12	35
ROUS1045ST	10	12	45
ROUS1235ST	12	14	35
ROUS1245ST	12	14	45

SITUATION QUESTIONS

- What U.A.S. are you using now ?
- How long have you had them ?
- How many people use them ?
- How many RIRS do you perform per year ? What kind of U.A.S. do you use for each intervention 10/12 12/14 other ?
- What about the reimbursement (DRG) for every kind of Intervention; (DRG) could influence your choice ?
- In big stones do you prefer 2 RIRS or 1 PCNL and why?
- What do you think about ECIRS

PROBLEM QUESTIONS

- Are you satisfied with your present U.A.S. ?
- What are the disadvantages of the U.A.S. you're currently using ?
- What reliability problems does your U.A.S. currently have ?

IMPLICATION QUESTIONS

Are you experiencing a high turnover and training costs because of the difficulty that your doctors are having in operating your U.A.S.?

NEED PAYOFF QUESTIONS

- You said a new U.A.S. would be really useful, Useful in reducing your costs, or is there something else?
- How important is for you to have the lowest internal pressure maintaining the better visibility ?

Summarize uses and feedback

- Difficult or sometimes impossible to insert a guide wire and at the same time inject a medium contrast.
- Difficulties in introduction and progression of the access sheath through the urinary tract.
- High intrarenal pressures and/or bad vision using a 12-14fr U.A.S.
- Risks of damage the urinary tract

Closing the Deal

- Summarize the benefits by validating what is most important for the customer summarizing the features, the benefits and the cost saving involved
- If need running the trial and close the deal

Fix new appointment in 15 days