

FLO-LAB 2100-SX
what a vascular system should be

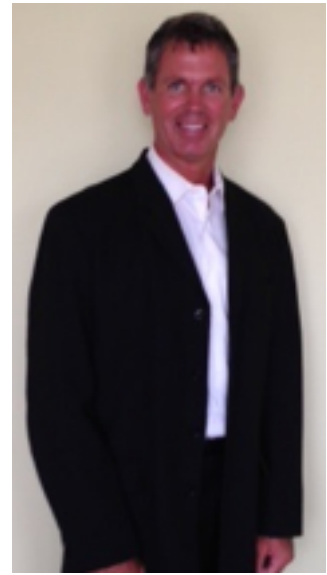


PARKS

PARKS

Factory Sales & Service Representative

(Arkansas, Kansas, Louisiana, Mississippi, Oklahoma & Texas)



Tom Hargens, R.T(R), RVT

Why choose a Parks Flo-Lab?

Performance - The “heart” of any vascular system is its Doppler. Though almost any Doppler will work fine on healthy test subjects, it’s on difficult or severely diseased patients that Parks’ Dopplers make a real difference. The high sensitivity of Parks’ Dopplers allows you to quickly locate vessels and obtain accurate waveforms at flow states far below our competitors, producing accurate high quality studies on even your most severely diseased patients. This, more than any other reason, is why more hospitals rely on Parks equipment in their vascular labs *than all of our competitors combined.*

Generation 3 Software - Our current SonovaE Software is the product of over 25 years of continuous refinement, based on experience in thousands of vascular laboratories worldwide. That experience has led to advances and improvements to make our systems more flexible and powerful than ever...while still remaining simple and intuitive to operate. Windows 7 compatible, it is designed to assist you in performing studies your way, instead of locking you into doing tests our way. Whether its custom logos, headers or footers, building custom test protocols, or simply modifying test sites or acquisition sequences, the Flo-Lab allows the user to tailor the system to better meet their needs. Unmatched diagnostic performance, state-of-the-art technologies, the most powerful software available.....all brought together with one goal in mind - *Better Studies in less time.*

Reliability - Parks' reputation for performance is matched by our reputation for rugged reliability. Under the most demanding conditions, in the laboratory or going portable, Parks instruments can be depended upon to keep performing day after day, year after year. When problems do occur, our service department works to keep down time to a minimum, with problems usually resolved by the next day.

Upgrades For Life - Where improvements to our system hardware has continued at a steady pace, the real advances... and the greatest challenges... have occurred in the realm of software and firmware. What we can do with that diagnostic information... how its acquired, displayed, transmitted and shared. That area is constantly evolving to take advantage of more powerful computers and operating systems, and to keep pace with ever increasing demands for interconnectivity. Parks Medical maintains an ongoing software development program, and as we make improvement/enhancements for our new products, our old customers benefit as well Software and firmware updates are provided free-of-charge, as long as you own the instrument – no service contracts to buy, no license fees to pay. This is just one of the ways Parks helps assure the instrument you buy today will continue to meet your needs for many years into the future.

Backed By Parks - Parks Medical is the oldest producer of medical ultrasound equipment in the world, inventing the directional Doppler in the 1960's. Still wholly owned and managed by founder Loren Parks, many of the products we sold over 40 years ago are still in use today...and are still supported by the company. This is remarkable in an industry where “building in obsolescence” is the norm, and in a market that has seen numerous companies come onto the scene for a few years only to later disappear.... leaving customers without support, and products that can no longer be serviced. Year after year, Parks has remained a constant, and remains the industry leader.

Our Formula for Success

Quality Product + Good Service + Fair Price = Satisfied Customers

- * Most sensitive Doppler on the Market (We excel where others fail)
- * Proven accurate & Easy to Use (Intuitive interface)
- * Reliable (Powers up when you turn it on)
- * Durable Construction (Built to last)
- * Excellent Service for Life
- * Free Software Upgrades for Life
- * Free Loaner Program (Minimize down-time)
- * Cost-effective Operating Costs (Inexpensive replacement parts/repairs)
- * Upgradeable Platform (Obsolescence is obsolete)
- * Life Expectancy 10+ years (Can you afford not to own a Flo-Lab?)
- * **Parks Medical Electronics, Inc.** - 50+ Years in the business
(We'll be here tomorrow)

Loren Parks set out to create a product to help diagnosis and manage vascular disease, but ended up creating something that has become the industry standard for Physiologic Testing. See why Parks is #1 in the business!



FLO-LAB 2100-SX
what a vascular system should be



PARKS

The Flo-Lab Experience

Designing the right vascular system for today's demanding environment is a challenge. At Parks, we've always listened to what our customers say and have kept your "wish list" at the top of our "to-do" list. The result is the Flo-Lab 2100-SX—a system that helps you perform your job faster, easier, and with greater satisfaction and enables you to provide better diagnosis and care for your patients.

Unmatched technology, carefully engineered hardware and software, and attention to ease of use in the real world all combine to make Parks Flo-Lab the best performing vascular system available. Add Parks' service and sales support—tops in the industry—and you'll see why the Flo-Lab experience has kept us #1 for forty years.

So when you're looking for a vascular system, look to the leader in performance, usability, reliability, and service. After a demo in your lab, you'll agree with Parks customers worldwide—the Flo-Lab is what a vascular system should be.

Tops in Testing Capabilities

Parks Flo-Lab is the noninvasive vascular system that provides exactly what you need for optimum patient care and efficient operation. The Flo-Lab outpaces the competition where it really matters—Doppler sensitivity, product reliability, and usability.

Parks systems are engineered for the best performance possible, using Doppler technology we invented over forty years ago and have continuously improved. Flo-Lab performs a full range of lower arterial, upper arterial, and venous studies, providing complete vascular diagnostic services for your patients.

Better Studies in Less Time

Parks customers know that the choice of a vascular system should be based on the most difficult patients—where the Flo-Lab's unmatched sensitivity results in better diagnosis.

Every Flo-Lab feature has been designed to help you focus on performing faster studies on all of your patients, even those with severe disease. You'll immediately appreciate the combi-




nation of the Parks Doppler—the most accurate in the world—and the most flexible, user-friendly interface of any vascular system.

Easiest to Use

The Parks Windows-based Sonova software is a quantum leap beyond any other vascular diagnostic software. Engineered for the real world, it streamlines every step of testing and gives you instant access to all your patient studies.

Sonova is designed to be the most intuitive, easy-to-use software for vascular testing. Even if you have no computer experience, you can start doing patient studies with Sonova right away. All Sonova functions can be performed using the mouse, keyboard, wireless remote, or optional touchscreen monitor.



Depend on the Parks Flo-Lab to give the best performance possible on all diagnostic vascular examinations. With the Flo-Lab, you can do the following studies for the widest variety of vascular diagnosis.

Arterial—Lower

- Doppler
- Segmental Pressures
- Volume Pulse Recording (PVR)
- Exercise/Reactive Hyperemia
- Lower Digits
- Penile
- Pulses

Arterial—Upper

- Doppler
- Segmental Pressures
- Volume Pulse Recording (PVR)
- Exercise/Reactive Hyperemia
- Upper Digits
- Allen Test
- Raynaud's Test—Cold Sensitivity
(with Infrared Thermometer)
- Thoracic Outlet
- Pulses

Venous

- Doppler—Legs
- Doppler—Arms
- Venous Reflux
- Limb Measure

Flexible and Configurable for the Way You Work

Though the Flo-Lab is by far the easiest vascular system to use, it's not a one-size-fits-all system with a limited set of standard protocols. The Flo-Lab and Sonova give you full control over advanced capabilities that will save you hours in the long run. Custom protocols and examination reports benefit your patients with fast, accurate diagnosis, and mean you'll spend less time performing exams and preparing output.

Open Data Access and Networking

Networking and data integration are the future of hospital and laboratory information technology—and the Flo-Lab is poised to fit perfectly into this environment. Through the power of Sonova software, the Flo-Lab provides complete networking capabilities for any clinical environment, from the small lab to the multi-facility hospital system. The flexibility of the Flo-Lab goes far beyond the examination room.

The Flo-Lab can be connected for workstation or full network access, and Sonova supports all major data standards for information exchange. With capabilities for DICOM, HL7, and XML, as well as all popular image formats, the Flo-Lab is a team player in any network environment.

Service for the Long Run

The system you choose is only as good as the company that stands behind it. Parks' Doppler sensitivity and diagnostic performance made us a leader in the business; our reputation for customer support and service is why we've stayed there. Dependable, trouble-free service is your number one requirement, and it's our top priority.

Experience The Flo-Lab Yourself

Making an informed buying decision depends on using the instrument—which is why we encourage you to actually use the Flo-Lab first. It's the only way to really understand how easy the Flo-Lab is to learn and operate. So go ahead and try the competition—then call us to experience the Flo-Lab first-hand.

Sonova Vascular Diagnostic Software

For over nineteen years, Parks has set the standard for vascular testing software. Sonova, the program that runs our current generation of Flo-Labs, continues that leadership. Sonova represents a natural evolution in the development of vascular software, but its features and capabilities are anything but ordinary.

Engineered for the Real World

Sonova has been designed from the ground up with the vascular technologist in mind, bringing a host of changes and new capabilities that make your job easier. Major advances are apparent immediately when you see Sonova, from the intuitive user interface to customizable test sequences to graphical patient and compliance reports.

But it's the dozens of subtle features that really make the difference in getting your job done. You'll truly appreciate the small touches that have gone into Sonova when you use the program day to day.

Your Studies, Done Your Way

Sonova's Custom Sequence feature brings a new level of customization and efficiency to your vascular testing. It lets you define exactly the order of data acquisition, with the power to jump between different tests. Any sequence can be built with a fast, one-time setup, then called up to use at any time. Each technologist using the system can have a stored set of test sequences, or standardized tests for your lab can be developed to ensure consistent testing from day to day.

The screenshot displays a patient report for a 'Lower Arterial' exam. Key features highlighted by callouts include:

- Hospital or Practice logo:** Tenth Rivers Clinic, 3320 Island Drive, Suite 110, Portsmouth, OH 44414.
- Exam type:** Lower Arterial.
- Patient name (searchable for previous studies):** Name: Chavesworth, Francis; Date of Birth: 1925-05-08.
- User-definable custom fields:** Custom 1: User Defined; Custom 2: User Defined.
- Sonographer's notes (spell-checked Notes fields are available throughout Sonova):** Patient complains of severe cramping in left buttock when walking.
- User-defined history categories:** Family Hx PHD: Yes; Hyperlipidemia: Yes; Fxcts/Day: 2; Cardiac Disease: No; Hypertension: Yes; Years: 30; Diabetic: No; Smokes: Current.
- User-defined impressions library for each reading physician:** This lower extremity arterial exam gives no evidence of arterial occlusive disease at rest or following exercise.
- User-defined custom page footer—for diagnostic criteria or hospital/practice information:** Interpretation Criteria For Blood Pressure Indices: ABI Ankle Brachial Index; TBI Toe Brachial Index; ABI ≥ 1.0 Normal; ABI < 0.9 - 1.0 Mild Disease; ABI = 0.5 - 0.9 Moderate Disease; ABI < 0.5 Severe Arterial Disease; TBI ≥ 0.8 Normal; TBI < 0.8 Abnormal.
- ICAVL or ACR logos available for accredited labs:** Cardiovascular Laboratory.
- Patient medical record number:** Patient ID: 2009-06.
- Date/time stamp:** Date/Time: 02/19/2004 14:33.
- Patient name, ID, and date/time fields are searchable:** Name: Chavesworth, Francis; Date of Birth: 1925-05-08.
- Medical staff:** Referred by: Marilee Johnson, M.D.; Examined by: Rebecca Boswell, R.V.T.; Read by: Catherine Hoffman, M.D.
- Primary indication includes appropriate ICD-9 code:** Primary Indication: Intermittent Claudication; ICD-9: 441.20.
- User-defined patient history fields:** Symptoms: Claudication: Left; Pain Location: Buttock; Relieved when? Yes.
- Blood Pressure Indices:** Right Leg: 1.05; Left Leg: 1.01; TBI Right: 0.87; TBI Left: 0.76.
- Physician's signature line automatically inserted:** Catherine Hoffman, M.D.

Putting Parks Doppler

Performance at Your Fingertips

Sonova provides more than top-level diagnostic performance. Ergonomic engineering, intuitive software, uncluttered test screens, and convenient user controls all contribute to making the Flo-Lab the easiest-to-use system available. When you combine ease of use with Parks' premium performance, the choice is simple: the Flo-Lab is the most useful, most efficient system you can buy.

Flo-Lab Reports

Shown here are many of the useful items you'll find in a Sonova report.

In addition to a clear and concise representation of patient study results, Sonova provides all patient, exam, and lab data required for vascular lab accreditation.

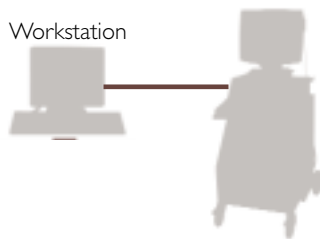
Networking & Data Exchange

Through the power of Sonova software, the Flo-Lab provides complete networking capabilities for any clinical environment, from the small lab to the multi-facility hospital system. The Flo-Lab can be connected into various network configurations, and Sonova supports all major data standards for information exchange.

While Sonova makes sharing data easy, it also supports critical patient privacy requirements by incorporating HIPAA-compliant protocols for accessing patient data.

Flo-Lab Workstation Configuration

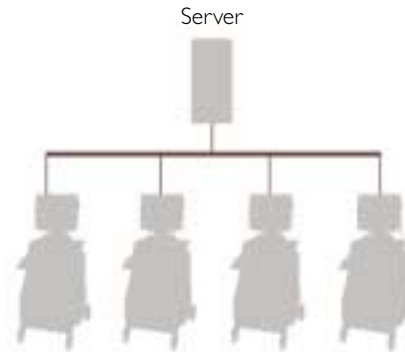
The Flo-Lab supports workstation access for remote data entry, reporting, or printing. Workstation access means that another computer connected to the Flo-Lab (either directly or through a network) can exchange information with the system. Essentially, the Flo-Lab operates as a server, with access to its data available both at the Flo-Lab console or the workstation.



Network Interoperability

The growth of information technology in clinical environments has greatly increased the requirements for exchanging data throughout the organization. Diagnostic and treatment systems need to share all types of clinical data with administrative departments, primary care doctors, specialists, and diagnostic technicians.

Parks has designed Sonova so that the Flo-Lab merges seamlessly into this highly integrated environment. Single or multiple Flo-Labs can be connected to a server for printing, file storage, and retrieval. Any computer on the Sonova network can be used to enter patient demographic data or access previous patient exam reports. This organization-wide coordination of data streamlines staff workflow and improves the continuum of care.



Data Standards

DICOM (Digital Imaging and Communications in Medicine) is the most common standard for hospital scans, and the capability for DICOM data exchange is an important feature for any diagnostic instrument. Sonova can export data in the DICOM file format for compatibility with existing patient care databases, meaning that vascular diagnostic data can be integrated into your patient electronic medical records.

HL7, or Health Level Seven, is an international standard for exchanging and managing clinical patient care data. It defines protocols for exchanging clinical data among diverse health-care information systems, allowing organizations to transfer data between disparate sources and create integrated information management systems.

With Sonova, the Flo-Lab fits perfectly into this integrated data environment. Sonova's optional HL7 and XML export capabilities mean that the Flo-Lab can provide reports that are readable by any other system that supports these industry standards.

Sonova can also export report data in many other formats, including the following:

- PDF
- JPEG
- Dbase
- DIF
- Microsoft Excel
- Rich Text Format (RTF)
- HTML
- BMP
- Paradox (native)
- CVS
- ASCII (tab delimited)
- Text
- Microsoft Word

Customer Service and Support

Customer Service

Choosing the right company is just as important as choosing the right vascular system. In a field that's seen numerous companies come and go—leaving behind customers with expensive or nonexistent service and support—Parks has been a leader for over 40 years. Over time we've earned a reputation for customer support and service that's unsurpassed.

Whether or not your Flo-Lab is in warranty, the Parks customer support team is there to help make sure you can depend on it for years of service, with a minimum of downtime and hassle. Telephone technical support is provided free of charge for as long as you own the product.

Training Opportunities

Parks training ensures that you'll get the maximum return on your purchase. Your Flo-Lab experience starts with on-site installation and in-service training—tailored to meet the needs of your laboratory staff. On request, your Parks representative will provide an additional service orientation to your biomedical personnel.

With each Flo-Lab, Parks Medical Electronics establishes a \$1,000 CME training account and provides a CME approved textbook. Your training account may be used by physicians and/or sonographers for your choice of advanced education in vascular diagnostics. You can choose from among several options: on-site education, Internet-based training, off-site education, or correspondence education.

Return on Investment

The Flo-Lab can pay for itself in a short time by allowing you to perform and bill for many vascular diagnostic tests in your own lab or clinic. Using the Flo-Lab rather than your higher-cost imaging system not only improves your profitability, but produces better vascular diagnosis.

Use the table below to estimate the amount of time (in months) required to pay off your Flo-Lab investment.

Charge per Exam	Studies per Day			
	1	2	3	4
	MONTHS TO PAY OFF*			
\$75	20	10	7	5
\$100	15	8	5	4
\$125	12	6	4	3
\$150	10	5	3	3

*Assumes 20 days per month.

Based on the expected usage of your system and reimbursement amounts for the exams you perform, you can calculate the payoff time for your Flo-Lab purchase using the simple formula below:

$$\frac{\text{Cost of Flo-Lab}}{\text{Exams/day} \times 20 \text{ days/month} \times \$/\text{exam}}$$

You'll find the Flo-Lab to be an excellent investment not only for your patients' health but for your bottom line.

Visit our Website at www.parksfloblab.com and click the CPT Reimbursement Calculator link to create an interactive report on payments for diagnostic procedures in your area.

Specifications



IR Thermometer

The optional handheld IR thermometer performs cold sensitivity testing for Raynaud's syndrome.

Physical and Electrical Data

- Height: 55 inches
- Width: 26.5 inches
- Depth: 30 inches
- ISO 500 D power supply: 120V AC, 60 Hz

Certifications

International Standards: EN 60601-1-1, EN 60601-1-2, EN 55011 Class B
CSA: Class I equipment; complies with UL Std. 2601-1.
Parks Medical is an ISO-9001 certified company.

Operating Modalities

Doppler

- Pencil probes
- Continuous wave (CW) bi-directional
- High frequency 8 MHz CW directional (nominal)
- Low frequency 4 MHz CW directional (nominal)

Pneumoplethysmography—Volume Pulse Recording (PVR)

- Bilateral pneumoplethysmography (volume pulse recording)
- Modes:
 - AC coupled (arterial mode pulsations only)
 - DC coupled (venous mode gross volume changes)
- Calibration: PVR user selectable calibrated pulse volume measurement.

Photoplethysmography—PPG

- Bilateral photoplethysmography sensors
- Modes:
 - AC coupled (arterial mode pulsations only)
 - DC coupled (venous mode gross volume changes)

Handheld Precision IR (infrared) Thermometer

- Response Time: approx. 0.1 sec
- Repeatability: ± 0.1 degree F

Cuff Inflator

- Two speed inflator: user programmable
- Auto or manual deflation: user programmable
- Linear cuff deflation: user programmable
- User selectable inflate channel a, b, c, or a & b
- BP memory: 20 positions with auto ABI calculation
- Maximum pressure: 300 mmHg

Chart Recorder

- Type: Thermal-array
- Paper: White, unprinted thermal paper.
- Front panel controls:
 - 5 mm/s, 25 mm/s, and stop
 - Zero/cal

2100-SX Software

- Microsoft Windows XP
- Sonova Vascular Diagnostic Software

2100-SX Computer Hardware

The Flo-Lab incorporates a non-dedicated, full function IBM compatible Pentium class computer. This makes computer service and upgrading simple and inexpensive. As part of our commitment to leading edge performance, Parks continually evaluates and selects computers from the computer industry leaders for use with the Flo-Lab.

Ask your Parks representative to list the computer specifications shipping with Flo-Labs today.

Specifications are subject to change as we continually improve the Flo-Lab. For a complete list of current specifications, contact your Parks sales representative or visit our Website at www.parksfloab.com.

Behind the Parks Advantage

Parks Medical: A History of Innovation

Parks Medical Electronics, Inc. is the world's most experienced manufacturer of Doppler ultrasound systems. Established in 1961 as Parks Electronics Laboratory, the company was founded by Loren Parks to manufacture plethysmographs of his own design—a design that remains unsurpassed for performance and is still imitated by competitors world-wide. The Parks product line included impedance plethysmographs, mercury strain gage plethysmographs, hearing testers, EKG telephone telemetry, and exercise EKG telemetry in the years before Doppler.

By 1965, Parks had introduced its first Doppler, and within a few years invented and was manufacturing the first directional Doppler. In the forty years following these developments, Parks has continued to be the top innovator in the industry, introducing more than thirty different Doppler devices and consistently manufacturing the most sensitive directional Doppler.

With the introduction of the Flo-Lab system in 1985, Parks brought to market the first fully integrated vascular diagnostic instrument for hospitals and laboratories. Now in its sixth generation, the Flo-Lab combines the unmatched sensitivity of Parks Dopplers with continuous technological improvements for greater ease of use, faster studies, and better diagnostic performance.

Today, the Parks reputation is built on dependability as well as innovation. Our customers know us for designing and manufacturing instruments of exceptionally good performance and reliability, as well as our outstanding customer service.

The Right Choice for Your Vascular Lab

Parks customers know that the choice of a vascular system should be based on the most difficult patients—where the Flo-Lab's unmatched sensitivity results in better diagnosis in less time. An informed buying decision depends on using the instrument—which is why we encourage you to actually use the Flo-Lab when we demonstrate it in your lab. It's the only way to really appreciate how easy the Flo-Lab is to learn and operate.

With the Flo-Lab, you'll experience:

- hassle-free operation
- higher quality exams
- studies in less time
- years of trouble-free service.

Flo-Lab's ease of use and advanced capabilities will save you hours in the long run—making the Flo-Lab not just a better instrument, but a better investment.

To schedule a demo in your lab, call
888-503-1177

