AirFlow Resuscitation/ Ventilation Strategy Matrix

Ventlab

VALUE ADD

Product	*Discovery Questions*	*Value Add*
Filter 	"Do you have concerns with (airborne disease)?" –Flu, TB, Corona, ETC	Our resus filters are 99.99% effective and filter out many of these concerns.
Manometer 	"Do all your staff members have the same tenure/experience as you?"	You have a lot of experience and might feel comfortable, but new staff/staff with minimum BLS skills will greatly benefit.
PEEP 	"When bagging, what is your current process for helping reduce/prevent pulmonary edema?"	PEEP reduces the work of breathing.

STRATEGY MATRIX

AirFlow Resuscitation / Ventilation Bag

	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Integrated pressure manometer (optional component)	• Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia • Helps achieve targeted volume / inspiratory pressure during transport
	Pliable bag body (5 Sizes)	Reduces hand fatigue while bagging: LG Adt, SM Adt, Child, Ped, Infant
	Pre-assembled bag	Filter and integrated pressure manometer are ready to go
	Configurable with many options	• Create a custom bag for you specific needs • Components come attached and ready to go
	Swiveling patient port	• Allows clinician to easily move around patient while maintaining proper position of the bag • No torque is applied on ET tube when in use
	Red fits-all connector	Enables quick visualization of proper O_2 connection
	Inflatable & non-inflatable face masks	Large variety of sizes and types to meet your needs
	3 Oxygen reservoirs available	Customizable for your specific needs
	Bacterial / viral filter (optional component)	• Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection
	PEEP valve (optional component)	Adjustable for meeting patient needs
	Pop-off valve (optional component) *Standard on all infant bags	Allows clinician to use an appropriate pop-off level (40cm or 25cm H_2O) to help prevent excessively high inspiratory pressures
	CO_2 indicator (optional component)	Effective assessment tool for verifying ET tube placement
	Flex neck (optional component)	• Removable, flexible joint allows corrugated tubing to be joined with the patient valve • Reduces torque on ET tube
	Hand strap (optional component)	Maintain a positive grip on bag- Available only on reservoir bag option
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*The AirFlow Manual Resuscitation/Ventilation Bag with integrated pressure manometer and attached filter:* • Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonias • Helps achieve targeted volume / inspiratory pressure during transport • Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection

AirFlow Resuscitation / Ventilation Bag

CALL POINTS	Anesthesia, Emergency/ER, Respiratory, Nursing, Physician, Risk Management, Infection Control, Critical Care, Code Blue, Rapid Response	
MARKET	**PRODUCT CONFIGURATION**	**COMPETITION**
	AirFlow with integrated pressure manometer	None - Ventlab innovation
	AirFlow standard configuration	Ambu, CareFusion, Hudson, Mercury, Smiths, Vital Signs, Westmed
BEST PRACTICES	*For an effective sell:* • Target call points • Identify accounts not using AirFlow product features • For accounts currently using similar features, there is a conversion opportunity • Target the clinician and build consensus with facility (understand who makes the decisions) • Demonstrate the product and highlight features from top to bottom • Provide clear sale follow up with staff education, in-service and proper training	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	• Because of the huge patient/staff safety features available, it is worth going off contract • Better product with greater value to you and your facility • We are on contract with HPG
	More expensive than my current bag	• We are in line with competition (in spite of the perception that we are more expensive due to features) • What is the cost of infection prevention? • Will reduce risk of VAP/VAE; how does your current bag help prevent the risk of VAP/VAE? • VAP prevention leads to lower patient care and facility costs
	We don't need a manometer. Why do I need a manometer?	• How are you currently achieving your target volume/inspiratory pressure? • How does your current bag help prevent the risk of VAP/VAE? • Integrated pressure manometer effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia
	Why do I need a filter?	• Has your staff had to be tested for TB? • Do you screen every patient? • Filter protects clinician, staff, other patients and visitors from contaminated expired content • Reduces spread of infection
RESOURCES	Product literature sheet + PDF, VT1000 & 2000 training kits, manometer research articles	

STRATEGY MATRIX

V-Care Resuscitation / Ventilation Bag

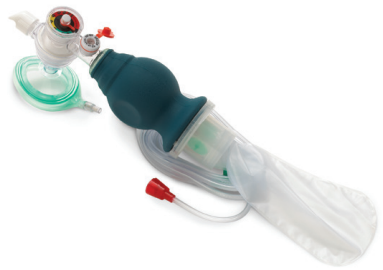
	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Integrated pressure manometer (optional component)	• Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia • Helps achieve targeted volume / inspiratory pressure during transport
	Pliable silicone bag body (4 bag sizes)	Reduces hand fatigue while bagging: Sm Adt, Child, Ped, Infant
	Pre-assembled bag	Integrated pressure manometer and optional filter are ready to go
	Configurable with many options	• Create a custom bag for you specific needs • Components come attached and ready to go
	Swiveling patient port	• Allows clinician to easily move around patient while maintaining proper position of the bag • No torque is applied on ET tube when in use
	Red fits-all connector	Enables quick visualization of proper O_2 connection
	Inflatable & non-inflatable face masks	Large variety of sizes and types to meet your needs
	3 Oxygen reservoirs available	Customizable for your specific needs
	Bacterial / viral filter (optional component)	• Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection
	PEEP valve (optional component)	Adjustable for meeting patient needs
	Pop-off valve (optional component) *Standard on all Infant bags	Allows clinician to use an appropriate pop-off level (40cm or 25cm H_2O) to help prevent excessively high inspiratory pressures
	CO_2 indicator (optional component)	Effective assessment tool for verifying ET tube placement
	Flex neck (optional component)	• Removable, flexible joint allows corrugated tubing to be joined with the patient valve • Reduces torque on ET tube
	Hand strap (optional component)	Maintain a positive grip on bag- Available only on reservoir bag option
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*The V-Care Manual Resuscitation/Ventilation Bag with integrated pressure manometer and optional filter:* • Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia • Helps achieve targeted volume / inspiratory pressure during transport • Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection

V-Care Resuscitation / Ventilation Bag

CALL POINTS	Anesthesia, Emergency/ER, Respiratory, Nursing, Physician, Risk Management, Infection Control, Critical Care, Code Blue, Rapid Response	
MARKET	**PRODUCT CONFIGURATION**	**COMPETITION**
	V-Care with integrated pressure manometer	None - Ventlab innovation
	V-Care standard configuration	Ambu, CareFusion, Hudson, Mercury, Smiths, Vital Signs, Westmed
BEST PRACTICES	*For an effective sell:* • Target call points • Identify accounts not using V-Care product features • For accounts currently using similar features, there is a conversion opportunity • Target the clinician and build consensus with facility (understand who makes the decisions) • Demonstrate the product and highlight features from top to bottom • Provide clear sale follow up with staff education, in-service and proper training	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	• Because of the huge patient/staff safety features available, it is worth going off contract • Better product with greater value to you and your facility • We are on contract with HPG
	More expensive than my current bag	• We are in line with competition (in spite of the perception that we are more expensive due to features) • What is the cost of infection prevention? • Will reduce risk of VAP/VAE; how does your current bag help prevent the risk of VAP/VAE? • VAP prevention leads to lower patient care and facility costs
	We don't need a manometer. Why do I need a manometer?	• How are you currently achieving your target volume/inspiratory pressure? • How does your current bag help prevent the risk of VAP/VAE? • Integrated pressure manometer effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia
	Why do I need a filter?	• Has your staff had to be tested for TB? • Do you screen every patient? • Filter protects clinician, staff, other patients and visitors from contaminated expired content • Reduces spread of infection
RESOURCES	Product literature sheet + PDF, VT1000 & 2000 training kits, manometer research articles	

SafeSpot Resuscitation / Ventilation Bag



	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Integrated pressure manometer	• Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps prevent barotrauma or pneumothoraces of babies' fragile lungs as a result of excessive pressure delivery • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia
	Pliable silicone bag body with thin-walled, indented *safe spots*	• Effectively enhances tactile feel of lung compliance • Helps reduce hand fatigue while bagging
	Pre-assembled bag	Integrated pressure manometer and optional filter are ready to go
	Configurable with many options	• Create a custom bag for you specific needs • Components come attached and ready to go
	Swiveling patient port	• Allows clinician to easily move around patient while maintaining proper position of the bag • No torque is applied on ET tube when in use
	Red fits-all connector	Enables quick visualization of proper O_2 connection
	Inflatable & non-inflatable face masks	Large variety of sizes and types to meet your needs
	2 Oxygen reservoirs available	Customizable for your specific needs
	Bacterial / viral filter (optional component)	• Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection
	PEEP valve (optional component)	Adjustable for meeting patient needs
	Pop-off valve	Allows clinician to use an appropriate pop-off level (40cm or 25cm H_2O) to help prevent excessively high inspiratory pressures
	CO_2 indicator (optional component)	Effective assessment tool for verifying ET tube placement
	Flex neck (optional component)	• Removable, flexible joint allows corrugated tubing to be joined with the patient valve • Reduces torque on ET tube
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*The SafeSpot Manual Resuscitation/Ventilation Bag with integrated pressure manometer and optional filter:* • Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps prevent barotrauma or pneumothoraces – thus improving patient outcomes • Helps achieve targeted volume / inspiratory pressure during transport • Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection

SafeSpot Resuscitation / Ventilation Bag

CALL POINTS	NICU, Anesthesia, Emergency/ER, Respiratory, Nursing, Physician, Risk Management, Infection Control, Critical Care, Code Blue, Rapid Response	
MARKET	**PRODUCT CONFIGURATION**	**COMPETITION**
	SafeSpot with integrated pressure manometer	None - Ventlab innovation
BEST PRACTICES	*For an effective sell:* • Target call points • Identify accounts not using SafeSpot product features • For accounts currently using similar features, there is a conversion opportunity • Target the clinician and build consensus with facility (understand who makes the decisions) • Demonstrate the product and highlight features from top to bottom • Provide clear sale follow up with staff education, in-service and proper training	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	• Because of the huge patient/staff safety features available, it is worth going off contract • Better product with greater value to you and your facility • We are on contract with HPG
	More expensive than my current bag	• We are in line with competition (in spite of the perception that we are more expensive due to features) • What is the cost of barotrauma or pneumothorax prevention? • Will reduce risk of barotrauma or pneumothoraces; how does your current bag help prevent this risk? • Prevention of barotrauma or pneumothoraces leads to lower patient care and facility costs
	We don't need a manometer. Why do I need a manometer?	• How are you currently achieving your target volume/inspiratory pressure? • How does your current bag help prevent the risk of barotrauma or pneumothoraces? • Integrated pressure manometer effectively promotes proper pressure delivery (<20cm$H_{2v}O$) for greater patient safety • Helps reduce risk of barotrauma or pneumothoraces
	Why do I need a filter?	• Has your staff had to be tested for TB? • Do you screen every patient? • Filter protects clinician, staff, other patients and visitors from contaminated expired content • Reduces spread of infection
RESOURCES	Product literature sheet + PDF, VT2000 training kit	

STAT Check Resuscitation / Ventilation Bag

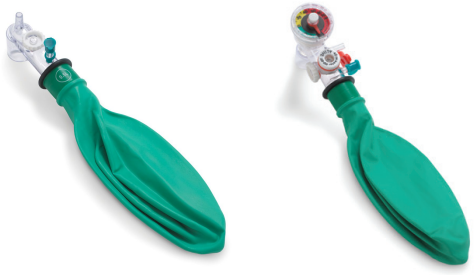
	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Integrated CO_2 indicator	• Effectively verify CO_2 exchange and ET tube placement • Permanently housed component • Colorimetric indicator fields makes it easy to visually assess
	Integrated pressure manometer	• Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonias • Helps achieve targeted volume / inspiratory pressure during transport
	Pliable bag body	Helps reduce hand fatigue while bagging
	Pre-assembled bag	Integrated pressure manometer and optional filter are ready to go
	Configurable with many options	• Create a custom bag for you specific needs • Components come attached and ready to go
	Swiveling patient port	• Allows clinician to easily move around patient while maintaining proper position of the bag • No torque is applied on ET tube when in use
	Red fits-all connector	Enables quick visualization of proper O_2 connection
	Inflatable & non-inflatable face masks	Large variety of sizes and types to meet your needs
	2 Oxygen reservoirs available	Customizable for your specific needs
	Bacterial / viral filter (optional component)	• Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection
	PEEP valve (optional component)	Adjustable for meeting patient needs
	Pop-off valve (optional component) *Standard on Infant bag	Allows clinician to use an appropriate pop-off level (40cm or 25cm H_2O) to help prevent excessively high inspiratory pressures
	Flex neck (optional component)	• Removable, flexible joint allows corrugated tubing to be joined with the patient valve • Reduces torque on ET tube
	Hand strap (optional component)	Maintain a positive grip on bag- Available with reservoir bag only
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*The STAT-Check Manual Resuscitation/Ventilation Bag with CO_2 indicator and integrated pressure manometer:* • Effectively verifies CO_2 exchange and ET tube placement • Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonia • Helps achieve targeted volume / inspiratory pressure during transport • Protects clinician, staff, other patients and visitors from cross contamination • Reduces spread of infection

STAT Check Resuscitation / Ventilation Bag

CALL POINTS	Anesthesia, Emergency/ER, Respiratory, Nursing, Physician, Risk Management, Infection Control, Critical Care, Code Blue, Rapid Response	
MARKET	**PRODUCT CONFIGURATION**	**COMPETITION**
	STAT-Check with integrated pressure manometer	None - Ventlab innovation
BEST PRACTICES	*For an effective sell:* • Target call points • Identify accounts not using STAT-Check product features • For accounts currently using similar features, there is a conversion opportunity • Target the clinician and build consensus with facility (understand who makes the decisions) • Demonstrate the product and highlight features from top to bottom • Provide clear sale follow up with staff education, in-service and proper training	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	• Because of the huge patient/staff safety features available, it is worth going off contract • Better product with greater value to you and your facility • We are on contract with HPG
	More expensive than my current bag	• We are in line with competition (in spite of the perception that we are more expensive due to features) • What is the cost of infection prevention? • Will reduce risk of VAP/VAE; how does your current bag help prevent the risk of VAP/VAE? • VAP prevention leads to lower patient care and facility costs • How do you currently detect CO_2 and verify tube placement?
	We don't need a manometer. Why do I need a manometer?	• How are you currently achieving your target volume/inspiratory pressure? • How does your current bag help prevent the risk of VAP/VAE? • Integrated pressure manometer effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce gastric insufflation, thus preventing vomiting, aspiration and resulting pneumonias
	Why do I need a filter?	• Has your staff had to be tested for TB? • Do you screen every patient? • Filter protects clinician, staff, other patients and visitors from contaminated expired content • Reduces spread of infection
RESOURCES	Product literature sheet + PDF, VT1000 training kit	

Hyperinflation System



	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Integrated pressure manometer (optional component)	• Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps prevent barotrauma or pneumothoraces of babies' fragile lungs as a result of excessive pressure delivery
	Pleated breathing bag	• Better tactile feel than self-inflating bags • Sizes .25L, .5L, 1L, 2L, and 3L for a variety of patient applications
	Stay put dial with red indicator	• Enables clinician to achieve targeted inspiratory pressure and PEEP
	Configurable	• Create a custom bag for you specific needs • Components come attached and ready to go
	Swiveling patient port	• Allows clinician to easily move around patient while maintaining proper position of the bag • No torque is applied on ET tube when in use
	Fits-all connector	Universal connection
	Inflatable face masks	Large variety of sizes to meet your needs
	Pop-off valve (optional component)	Allows clinician to use an appropriate pop-off level (40cm or 25cm H_2O) to help prevent excessively high inspiratory pressures
	Flex neck (optional component)	• Removable, flexible joint allows corrugated tubing to be joined with the patient valve • Reduces torque on ET tube
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*The Hyperinflation System with integrated pressure manometer:* • Effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps prevent barotrauma or pneumothoraces – thus improving patient outcomes • Helps achieve targeted volume / inspiratory pressure during transport

Hyperinflation System

CALL POINTS	NICU, Respiratory, Nursing, Physician	
MARKET	**PRODUCT CONFIGURATION**	**COMPETITION**
	Hyperinflation system with integrated pressure manometer	None - Ventlab innovation
	Hyperinflation system standard configuration	Ambu, CareFusion, Hudson, Mercury, Smiths, Vital Signs, Westmed
BEST PRACTICES	*For an effective sell:* • Target nurse manager in NICU • Emphasize benefits of manometer • Sell against other hyper bags; only target accounts already using hyper bags • Target the clinician and build consensus with facility (understand who makes the decisions) • Demonstrate the product and highlight features from top to bottom • Provide clear sale follow up with staff education, in-service and proper training	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	• Because of the huge patient/staff safety features available, it is worth going off contract • Better product with greater value to you and your facility • We are on contract with HPG
	More expensive than my current hyperinflation system	• We are in line with competition (in spite of the perception that we are more expensive due to features) • How does your current hyperinflation system help prevent barotrauma and pneumothoraces? • Barotrauma and pneumothoraces prevention leads to better patient outcomes plus lower patient care and facility costs
	We don't need a manometer. Why do I need a manometer?	• How are you currently achieving your target volume/inspiratory pressure? • How does your current hyperinflation system help prevent the risk of barotrauma and pneumothoraces? • Integrated pressure manometer effectively promotes proper pressure delivery (<20cmH_2O) for greater patient safety • Helps reduce the risk of barotrauma and pneumothoraces
RESOURCES	Product literature sheet + PDF, 2000 training kits	

Hygroscopic Condenser Humidifiers & Breathing Filters

	FEATURE	BENEFIT
PRODUCT ATTRIBUTES	Highly effective filtration capacity (99.99%)	Protects against cross contamination of patients and equipment
	Treated with calcium chloride	Increases heat and moisture absorption
	Exceed AARC specifications + high mgH_2O output (min. 30 mgH_2O/L)	Effectively keeps patient secretions from drying and becoming non-mobile
	Lightweight design and shaped	Results in better patient comfort and less weight on ET Tube
	Available in round, swivel, rectangular and angled shapes	Compatible with most breathing equipment, and easily cross to most competitors
	$ETCO_2$ Sampling port	Conveniently monitor $ETCO_2$ while on ventilator or anesthesia machine
	Single use, non-sterile, latex free	Helps prevent potential allergic reactions

VALUE PROPOSITION	*Hygroscopic condenser humidifiers (aka heat and moisture exchangers, HME/HMEF):* • Effectively provide heat and moisture delivery for ventilated patients • Help reduce the transmission of microbes and other particulate matter in the breathing system • Available in a variety of sizes and shapes, and come with or without filtration material.

Hygroscopic Condenser Humidifiers & Breathing Filters

CALL POINTS	Anesthesia, Respiratory	
MARKET	**PRODUCT**	**COMPETITION**
	HCH + B/V Filters	CareFusion, Hudson, Smiths, Vital Signs
BEST PRACTICES	*For an effective sell:* • See what the customer is using, take the product out of the bag • Sell unique features (example - with and without filter, swivel, sampling port)	
COMMON OBJECTIONS	**OBJECTION**	**RESPONSE**
	Not on contract	Self manufacturing allow for competitive pricing, even off contract
	We use a small HME that does not cost a lot	The bigger the HME surface area, the better the humidification
RESOURCES	Product literature sheet + PDF	

PRODUCT NUMBERING SYSTEM

Ventlab

AIRFLOW™ MANUAL RESUSCITATOR

FOR INTERNAL USE ONLY

PREFIX: Product Type
AF = AirFlow Resuscitation Bag

SUFFIX 1: Mask Option
M = Standard Mask*
- Size 2 Mask for Infant Bag
- Size 3 Mask for Child Bag
- Size 4 Mask for Pediatric Bag
- Size 5 Mask for Adult Bags

O = No Mask

SUFFIX 2: Tail Option
B = Inflatable O_2 Bag
C = Corrugated Tubing
X = Collapsible Accumulator (Adult Only)

A F 1 1 4 0 M B ☐

DIGIT 1: Size / Volume
1 = Adult / 1900ml
2 = Pediatric / 1000ml
3 = Infant / 300ml
4 = Child / 550ml
5 = Adult / 1500ml

DIGIT 2: Manometer
0 = No Manometer
1 = Manometer

DIGIT 3: Filter
0 = No Filter
4 = Filter

DIGIT 4: Safety Component
0 = Standard
2 = 40cm/H_2O Pop-Off Valve
4 = 25cm/H_2O Pop-Off Valve
6 = 12" Corrugated Tubing

ADDITIONAL SUFFIXES: Additional Accessories
P = PEEP Valve
PW = PEEP Valve Attached
T = 14' O_2 Tubing
OT = Salter 14' Tubing
O = Salter 7' Tubing
I = FENEM
K = Stat Check CO_2
KY = Stat Check Attached
F = B/V Filter
S = Strap
N = Flex Neck
C = Straight O_2 Connector
G = Airway
X = MaxCap

EXCEPTIONS
All AF3000- and AF4000-Series have a pop-off valve.

*Premium Vent Masks are standard on adult AirFlow Resuscitators. Blow Mold Masks are standard on all other sizes. The mask size and type can be changed upon request.

EXAMPLE
AF1140MBS-PK = AirFlow Resuscitation Bag, Adult / 1900ml Integrated Manometer + B/V Filter + Size 5 Mask + Inflatable O_2 Bag +Strap + PEEP Valve + Stat Check CO_2

Ventlab

TOP SKU BUILDS

Adult

AF5140MB: *AirFlow (AF)* Small Adult *(5)* *Mano (1)* *Filter (4)* *Standard (0)* *Mask (M)* *Res Bag (B)*

AF5140MBP: Same as above plus PEEP (P) in the bag

AF5140MB-PW: Same as above plus PEEP ATTACHED (PW)

AF5000MC: Basic bag with corrugated tubing- no mano or filter

Infant

AF3140MB: AirFlow, Infant, Mano, Filter, Mask, Res Bag

*All infant bags are standard with 40cm pop-off regardless

Pediatric

AF2142MB: AirFlow, Ped, Mano, Filter, 40cm pop-off, Mask, Res Bag

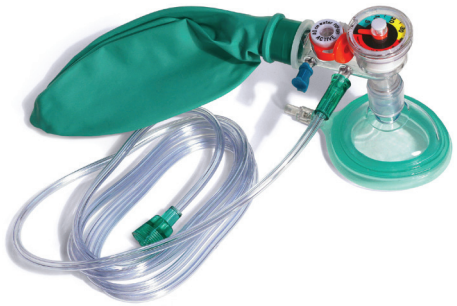
AF2142MC-3: AirFlow, Ped, Mano, Filter, 40cm pop-off, Mask, Corrugated Tubing, 3 masks (size 1,3,4)

PRODUCT NUMBERING SYSTEM

Ventlab

HYPERINFLATION SYSTEM

FOR INTERNAL USE ONLY



PREFIX: Product Type
HS = Hyperinflation System

Digit 4: Pop-Off Valve
0 = No Pop-Off
1 = 40cm/H_2O Pop-Off
4 = 25cm/H_2O Pop-Off

H S 4 0 5 1 □ - □

SUFFIX 2: Specialty Masks
M0 = Small Neonate Mask
M00 = Extra Small Neonate Mask
When specifying a specialty mask, use 0 for digit 2 in conjunction with the -M0 or -M00 suffix

DIGIT 1: Manometer
1 = No Manometer
4 = Manometer

DIGIT 2: Mask Option*
0 = No Mask
1 = Small Infant
2 = Infant
3 = Small Child
4 = Child
5 = Adult
6 = Large Adult

DIGIT 3: Breathing Bag Volume
1 = 1 Liter
2 = 2 Liter
3 = 3 Liter
4 = ¼ Liter
5 = ½ Liter

SUFFIX 1: Accessories
T = 14' O_2 Tubing
C = Column Manometer (HS1000 series only)
E = Engineered Medical Systems Manometer (HS1000 series only)
G = 2 Pieces of O_2 tubing
Z = Designated Mask in Zip Bag
N = Flex Neck
B = Salter 7' O_2 Tubing
P = Pop-off Cap Removed
M = Blow Mold Mask

EXAMPLE
HS4051N = Hyperinflation System, Integrated Manometer + No Mask + ½ Liter Breathing Bag + 40cm/H_2O Pop-Off Valve + Flex Neck

* Premium Vent Masks are standard on all Hyperinflation Systems. The mask size and type can be changed upon request.

Ventlab

TOP SKU BUILDS

HS4051:	Hyper *(HS)*	Mano *(4)*	No mask *(0)*	1/2L *(5)*	40cmH20 pop-off *(1)*
HS4251:	Hyper	Mano	Infant Mask	1/2L	40cmH20 pop-off
HS4011:	Hyper	Mano	No mask	1L	40cmH20 pop-off
***HS4044:**	Hyper	Mano	No mask	1/4L bag	25cmH20 pop-off

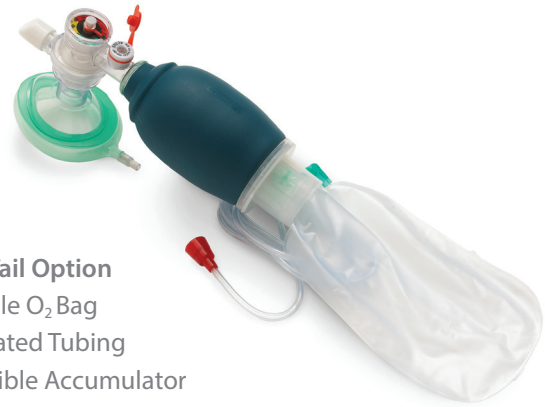
*More specific to NICU – Competition does not advertise they have this offering

PRODUCT NUMBERING SYSTEM

Ventlab

V-CARE™ MANUAL RESUSCITATOR

FOR INTERNAL USE ONLY



PREFIX: Product Type
VN = Premium Resuscitation Bag

SUFFIX 1: Mask Option
M = Standard Mask*
- Size 2 Mask for Infant Bag
- Size 3 Mask for Child Bag
- Size 4 Mask for Pediatric Bag
- Size 5 Mask for Adult Bag

O = No Mask

SUFFIX 2: Tail Option
B = Inflatable O_2 Bag
C = Corrugated Tubing
X = Collapsible Accumulator

V N 3 1 0 0 M B ☐

ADDITIONAL SUFFIXES: Additional Accessories
P = PEEP Valve
PW = PEEP Valve Attached
T = 14' O_2 Tubing
OT = Salter 14' Tubing
O = Salter 7' Tubing
I = FENEM
K = Stat Check CO_2
KY = Stat Check Attached
F = B/V Filter
S = Strap
N = Flex Neck
C = Straight O_2 Connector
G = Airway

DIGIT 1: Size / Volume
2 = Pediatric / 1000ml
3 = Infant / 300ml
4 = Child / 550ml
5 = Adult / 1500ml

DIGIT 2: Manometer
0 = No Manometer
1 = Manometer

DIGIT 3: Safety Component
0 = Does not change unless digit 4 has more than one option

DIGIT 4: Safety Component
0 = Standard
2 = 40cm/H_2O Pop-Off Valve
3 = Verify Bulb
4 = 25cm/H_2O Pop-Off Valve
6 =12" Corrugated Tubing

EXCEPTIONS
All VN5000-Series have an integrated manometer.
All VN3000- and VN4000-Series have a pop-off valve.

EXAMPLE
VN5003MX-N = Premium Resuscitation Bag, Adult / 1500ml
Verify Bulb + Size 5 Mask + Collapsible Accumulator + Flex Neck

*Premium Vent Masks are standard on Premium Resuscitators.
The mask size and type can be changed upon request.