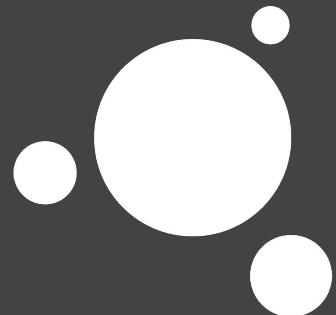


** CONFIDENTIAL **



MAXTEC

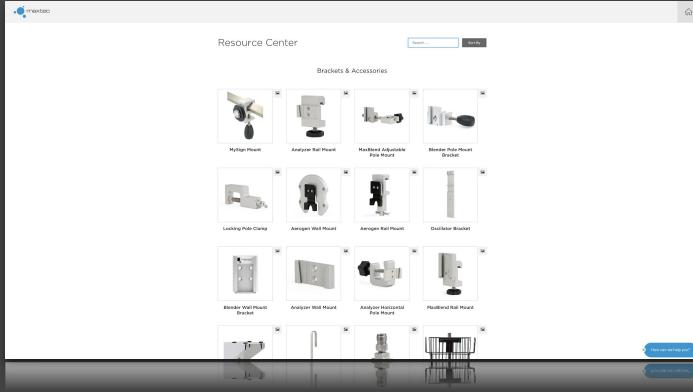
June 2018

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maxtec.com



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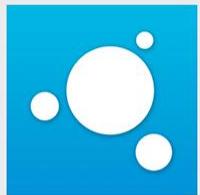
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Maxtec

Yesterday at 2:28pm ·

Maxtec is looking for a Quality Assurance Manager. We'd love to have you join our fun Maxtec team! Apply here:
<https://jobs.smartrecruiters.com/.../743999670569550-quality-...>

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Brian Laycock and 2 others

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Write a comment...



Maxtec

May 15 at 10:34am ·

Introducing the BlenderBuddy 2! The BlenderBuddy 2 equips your blender with the Maxtec DFB dual-scale flow meter and a built-in oxygen port. It securely attaches to your blender using the DISS outlet connection. The BlenderBuddy 2 has a micro bleed, greatly reducing the amount of wasted gas and resulting in cost savings. Learn more here:

<https://www.maxtec.com/product/delivery/blenderbuddy-2/...>

#OxygenAnalyzer #RespiratoryProducts #RespiratoryCare
#FlowMeter #RespiratoryTherapist #RespiratoryDevices #LungHealth
#Respiratory #Therapy #WeAreMaxtec #SLC #Medical



Maxtec
MaxBlend Family
“Good / Better / Best”
Opportunity

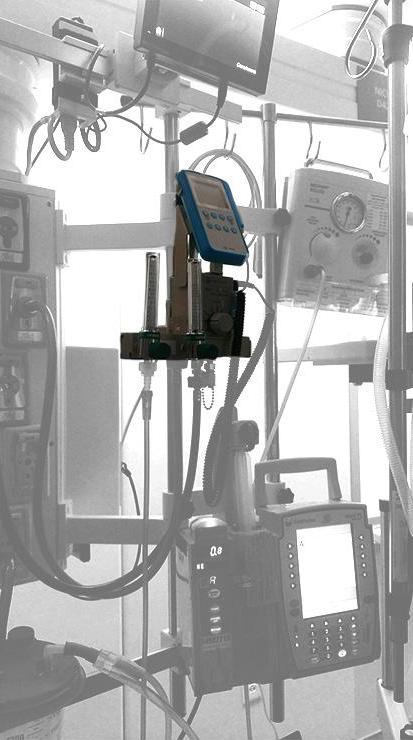
Why it Matters





Baby Brody

BORN AT 25 WEEKS



“This is reality and **what we do at Maxtec**. Never thought I would have a baby that was depending on something we once made.”

◀ **Mandy Steinmann**
FORMER MAXTEC EMPLOYEE



Opportunity



300 Bed Hospital = +30 Blenders 10%

10/12 in NICU

10/12 RT

10/12 Dedicated Equip. (NeoPuff, Vents, Perf..., O.R., etc...)

1 Million Beds (*conservative*) = 100,000 Blender Opportunities

Add \$ 150-\$1,200 to each so let's say \$600 on average =

\$60 Million USA Market Opportunity

or say you have 35 potential accounts that average 200 beds

you are chasing **\$500,000** in your own region.

“Show Me the Blender”

Ask the customer to show you their Blenders



1. AARC Guidelines
 - 11.2.1 & 11.2.2 (See Below)
2. ECRI recommendations
3. Reportable Safety Issues

11.2.1 All oxygen delivery systems should be checked at least once per day.

11.2.2 More frequent checks by calibrated analyzer are necessary in systems

11.2.2.1 susceptible to variation in oxygen concentration (eg, **high-flow blending systems**)

11.2.2.2 applied to patients with **artificial airways**

11.2.2.3 delivering a **heated gas mixture**

11.2.2.4 applied to patients who are clinically unstable or who require an **FIO₂ of 0.50 or higher**.





Mix And Blend - Best



Maxblend 2

FEATURES

- **Updated in 2017**
- New acrylic flow meter
 - DFB - Designed for blenders
 - Pressure compensated
 - Dual scale - 2 flowmeters in 1
 - Backlighting added
- Newly designed monitor
 - Back Lit LCD for easy reading
 - Smart Alarms (Automatically set at +/-3% of current FiO2)
 - Alarm System conforms to **IEC 60601-1-8**
 - Easily Adjustable
- Gas Bleed Control added for gas savings
- New Max-550 O2 Sensor
- Power options for continuous use
 - DC Power Port and Battery option
 - Improved fully enclosed battery compartment
- Reduced overall weight



Mix And Blend - Better



Maxblend Lite



Blender Buddy 2



Mix And Blend - Good



MaxVenturi

Pro's

- Low Cost to Buy / Low Cost to Own
- Do you have areas in your hospital without piped air?
- Are you using the MaxVenturi for transport?



Cons:

- Flows aren't accurate / passive flow - (*Set Flow Only, not delivered or actual flow.*)
- Not designed for large back pressure applications (Designed for adult large bore tubing)
- Learning curve to utilize

MaxFlow2 Mini “System”



- Allows both flow control and O2 monitoring
- Simple package



Blender = **\$350 - \$450** to properly maintain every **2 years**

- **10 Year Cost Of Ownership = apx \$1,750**

MaxVenturi = **\$160** to properly maintain every **4 years**

- **10 Year Cost Of Ownership = apx \$400**

MaxFlo2 Mini = **\$160** to properly maintain every **4 years**

- **10 Year Cost Of Ownership = apx \$400**

Have your customer show you the blender and we will show you the MONEY!



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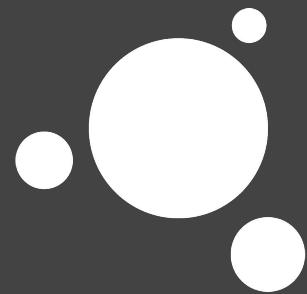
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THANK YOU