

MARKETING BULLETIN

April 2019
 Marcus Super
 Director of InstruSafe Sales & Marketing



INSTRUSAFE

New XL Transport Container Now Available

We are thrilled to announce the addition of the XL Transport Container to our InstruSafe portfolio of products! This new and unique transport container was developed in partnership with Intuitive Surgical with the focus on creating a long enough solution to be able to transport, and accommodate the soaking of, *da Vinci® SP™*, *Xi™* scopes and *EndoWrist®* instruments. We are proud to say that it is the first and only container of its size to be introduced to the market!

Product Offering

Until now, there wasn't a solution large enough to transport or soak *SP*, *Xi* scopes or *EndoWrist* instruments in, and unfortunately, many facilities don't have sinks large enough to get the job done either. So when Intuitive Surgical, Inc. revised its reprocessing guide to instruct minimum soaking times for its instruments, many facilities resorted to buying plastic storage bins at retail stores to get by.

The XL Transport Container includes many design features that help to make its user's job easier and more efficient. These features include:

- It is bright red in color and has built in biohazard symbols, rather than adhesives that can peel off over time, to clearly identify the nature of its contents.
- The container cover has a dedicated "soak start time" space for the user to record the soak time with a dry erase marker. The marker can be washed off after so it can be used time after time.
- The container lid has a gasket making it splash proof.
- The cover is secured with unique, ergonomic latches.
- The container features nice, large handles on each end for safe lifting.
- It was specially designed to fit on a cart wash rack.
- The highly durable material is able to withstand very high temperatures.



IN-PIC-20-D

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Features continued

- The container is designed to be nested, meaning that the base sits on top of the cover when it is being used, or multiple can be stacked, without them sliding around.
- All of the accessories are replaceable and aren't screwed into place, allowing maintenance to be done with ease.
- The size of the container was chosen strategically, making it long enough to fit current da Vinci instruments.
- When designing the container, our specialists identified that the weight could be heavy when filled with liquid, so they built a drain and hose into the design so it doesn't need to be tipped to empty it.
**The XL Transport Container can be bought with or without the drain.*

Product Information

Part Number	Product Category	Item Name	Dimensions Inches (in)	Dimensions Metric (mm)	Retail Price
IN-PIC-20	Transport Container	XL Transport Container	34 L x 17 ¼ W x 6 H	864 L x 438 W x 152 H	\$420
IN-PIC-20-D	Transport Container	XL Transport Container Drain Installed	34 L x 17 ¼ W x 6 H	864 L x 438 W x 152 H	\$470

Next Steps

1. Introduce the XL Transport Container to all of your accounts that currently own, or are planning to purchase, the *da Vinci* Surgical System.
2. Recommend the XL Transport Container to be used with any other large laparoscopic or bariatric instruments, or other *da Vinci* platform instruments, that don't fit into other smaller container options.

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