



## VascuTherm3 Competitive Analysis

The VascuTherm3 differs from current post operative medical devices in the following ways:

1. **THERMAL THERAPY** - The VascuTherm3 is the only device in the Canadian marketplace to offer precise temperature control without the use of ice. The device offers both cooling and heating in a controlled therapeutic range eliminating the risk of thermal tissue damage associated with ice. In addition, precise temperature control extends the amount of time a patient can receive treatment. The VascuTherm3 is also sequential which allows the unit to be programmed to offer cold therapy, hot therapy, or contrast therapy. The contrast cycle provides the patient with 20 minutes of cold therapy followed by 10 minutes of hot therapy. There is no other device in the Canadian marketplace that can offer CPU controlled iceless cooling, heating, and a hot/cold contrast. Once the device is filled with the coolant mixture, it does not have to be refilled for up to 3 months. As a result, there is no interruption in patient therapy.
2. **COMPRESSION** - The VascuTherm3 offers CPU controlled compression. Unlike many of the devices currently in the marketplace, the VascuTherm3 has a dedicated compression line in all therapeutic wraps. The compression is not a result of the fluid entering the wrap via gravity like other basic forms of technology. The VascuTherm3 offers compression at a rate of 35mmhg at wound site aiding in thermal transfer rate, increasing range of motion, and improving wound healing. The compression occurs intermittently and has been predetermined to provide patients with maximum benefit.
3. **DVT and ARTERIAL INSUFFICIENCY** - The VascuTherm3 offers DVT Prevention and Arterial Insufficiency therapy that can occur at the same time as the thermal therapy. There are dedicated compression lines within the device that are not related to the therapeutic wraps. As a result, a patient can benefit from DVT prevention therapy post operatively while at the same time treating their wound site. This greatly reduces the occurrence of post operation complication relating to blood flow and improves wound healing. Although there are medical devices that currently offer DVT Prevention therapy, the VascuTherm3 is the only technology to offer thermal therapy as well as DVT Prevention therapy simultaneously.
4. **SMART TECHNOLOGY** - The VascuTherm3 is highly sophisticated. The device will be pre-programmed by Peak Medical Group at the recommendation of a medical professional. This therapy cannot be altered by the patient. The device does not require gravity to work allowing for convenient therapy. The internal CPU allows Peak Medical Group to track patient compliance and report these results to the medical professional or insurance provider.



5. **PATIENT SAFETY** -The VascuTherm3, as mentioned above, offers a host of therapeutic benefits. It is important to note that all therapeutic ranges have been predetermined and approved by the FDA and CSA for patient use. In terms of thermal therapy, at the coldest (43°F) and hottest (105°F) settings there is no risk of thermal tissue damage. Compression rates vary (DVT=100mmhg, AI=120mmhg, Wound Site 35mmhg), but have been set in accordance to maximum therapeutic benefit without risk of injury. The patient themselves will not be able to alter the therapy recommended by the medical professional without consent by said professional.
  
6. **CONVEINENCE** - It is the goal of Peak Medical Group to provide each surgical facility with seamless integration of the VascuTherm3. Peak Medical Group would be happy to provide educational in-service days for your staff and surgeons to aide in the integration process by whatever means necessary. Once the device is recommended by the medical professional, Peak Medical Group will program the unit as per their recommendations, deliver the unit to the patient's home, educate the patient on how to use the device and arrange for pick up of the unit once the therapy period has completed. Any questions relating to the device will come to Peak Medical Group via a 24/7 patient support call center that is answered by an engineer who has constructed the device. The phone numbers are as follows: 1-800-242-3232 or 1-800-757-4635.

### TREATMENT MODALITIES

**Compression Therapy** - Alternating/Intermittent programmable compression.

**Thermal Therapy** - Hot or Cold.

**Contrast Therapy** - Automatically alternates from hot to cold therapy (20 minutes at 49°F and 10 minutes at 105°F repeating continuously) for pain management. Combined with compression to enhance thermal transfer.

**DVT Prophylaxis** - Decrease the risk of deep venous thrombosis (DVT). Primarily post surgical.



### INDICATIONS

**Edema** - Reduction of edema associated with soft tissue injuries such as burns, postoperative edema, and ligament sprains.

**Lymphedema** - Treatment of disorders associated with vascular or lymphatic insufficiency such as Chronic Venous Insufficiency (CVI), venous stasis ulcers, post-mastectomy edema and chronic lymphedema.

**Arterial Insufficiency** - Treat and assist healing of cutaneous ulceration (wounds), reduce wound healing time, enhance arterial circulation (blood flow), reduce compartmental pressures, reduce edema (swelling), reduce the need for anticoagulant (blood thinning) medications. Aids blood flow back to the heart.

**Pain** - Cold or Heat therapy for pain management.

