

Welch Allyn
KleenSpec Single Use LED Vaginal Specula



Overview

Introducing the *NEW* KleenSpec Single Use LED Vaginal Specula



Overview:

A single-use vaginal specula and integrated LED light source that provides the time-saving convenience of a product that's always ready to use. Simply pull the switch for 30 minutes of peak on-time; and when the exam is completed, dispose of the entire unit.

The integrated light source produces uniform light output to help provide the visualization needed for improved patient outcomes. Ideal for emergency, labour and delivery departments as well as primary care facilities.

Available in extra small, small and medium sizes.

Goal:

Protect, defend and grow Welch Allyn's market position in the Women's Health business through product differentiation.



Target Markets

Key Customer Segments

Hospital Departments

- Emergency
- Obstetrics and Gynaecology
- Maternity and Delivery Rooms
- Infection Control
- Sexual Health Centres

Primary Care

- General Practitioners
- Medical Centres/Clinics
- Obstetricians and Gynaecologists
- Family Planning

Positioning

Convenience—No need for an additional light source that may be missing or have a discharged battery

Cross Contamination—No need to clean or reprocess a light source that is to be used on the next patient

Product Features

Integrated LED Light Source

- All in one solution for convenience—ready to use straight out of the bag
- Simply pull switch to activate the light
- No need to locate a separate light source
- Provides continuous light output for 30 minutes
- Emits crisp white light with no blue or yellow hues for true visualization of tissue colour
- Uniform light output, with no hot spots or shadows, to help provide the visualization needed for improved patients exams
- LED light source is sealed within the handle to remove any patient risk, and the light placement also provides an unobstructed view of the exam area
- Nothing to reprocess or clean, reducing the danger of cross contamination
- Made in the USA of 100% acrylic

Lithium Primary Batteries

- Single Use Only
- Long shelf life of over 5 years
- Able to withstand extreme temperature variations—superior to alkaline batteries
- Option to remove the lithium battery and LED from the speculum for disposal or recycling

Frequently Asked Questions

Q. How long does the LED light source last?

A. The battery will have 30 mins of usage, however, it will emit a low light for a few hours

Q. What is the Shelf Life?

A. Greater than 5 years

Q. Where is the expiration date located?

A. It is located on the pull switch in month and year format.

Q. If the Customer choses to remove batteries, how do they remove them?

A. Pull illuminator out of the handle, and pull plastic housing apart.

Q. Does the Customer have to remove the light source after use?

A. No, only if they chose to. They can dispose of the entire LED Vaginal Speculum.

Q. Are the single use LED vaginal speculum individually wrapped?

A. Yes, they are individually wrapped.

Q. Can I reuse the LED light source?

A. No, single use only.

Q. Will this work with the cordless or corded light source?

A. No.

Q. Will the LED vaginal speculum be available in a large size?

A. Not at this time. If there is a demand, Welch Allyn will look at it.

Q. Is it available in a sterile version?

A. Not at this time. If there is a demand, Welch Allyn will look at it.

Q. What is the type of battery?

A. Two lithium primary batteries (single use only).

FAQ's Continued

Q. What is the type of light source?

A. Light Emitting Diode (LED)

Q. How do I activate it or turn it on?

A. Pull the clear switch out from the bottom of the handle.

Q. Is there anything else I need to purchase?

A. No, it comes ready to use out of the bag.

Q. What is the Shelf Life?

A. Greater than 5 years

Q. Can I purchase the single use LED light source separately?

A. No, it only comes integrated into the vaginal speculum.

Q. Do the cases/boxes have a lot code?

A. Yes, they have a lot code that indicates the date of manufacture.

Q. What style of vaginal speculum are the single use LED vaginal speculum?

A. They are Pederson style.

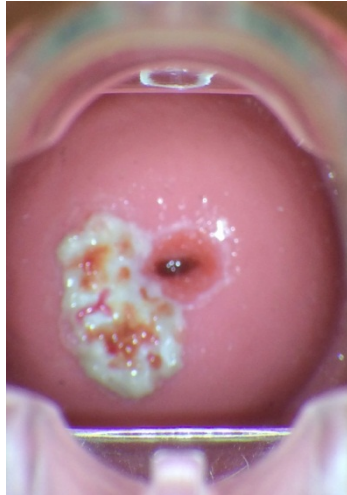
Q. Do the single use LED vaginal speculums say Welch Allyn on them?

A. Yes, Welch Allyn is on the thumb tab.

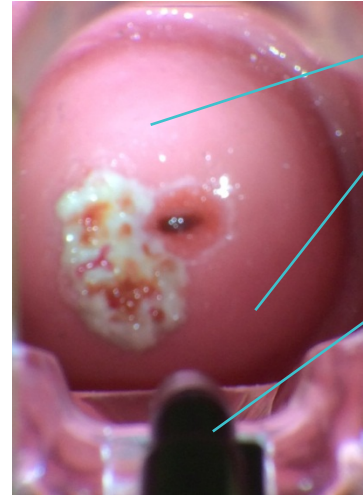
Competition: Welch Allyn vs. OBP Medical

Welch Allyn KleenSpec Single Use LED Vaginal Specula	OBP Medical ER Spec
Made in USA	Made in China
100% Acrylic that provides smooth moulded edges—better for patient comfort	Styrene/Acrylic Blend with sharper edges
50% stronger than competitor Vaginal Speculum - reduces risk of cracking or breaking	Not as strong as 100% acrylic
Light Source located in the handle and sealed away from patient	Light Source located in blade, not sealed away from patient
Removable battery and LED for recycling/ disposal	Non-removable battery and LED
2 Lithium Primary Batteries	3 Alkaline Batteries
30 minutes of usage from light source	20 minutes
Shelf Life > 5 Years	Shelf Life 2 Years
Light output - Uniform light output, no hot spots or shadows	Light output - Not uniform light output, hot spots, and shadows

Light Output Comparison



Welch Allyn



Hot Spot

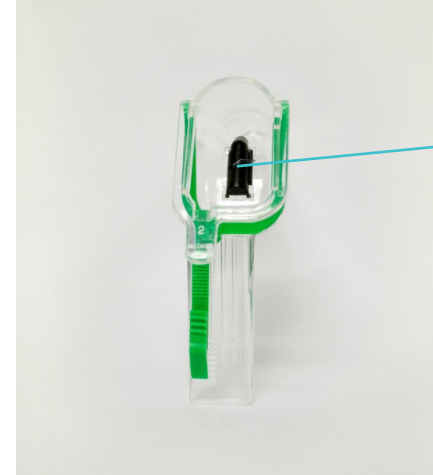
Shadow

Light Source and Alkaline Batteries located in blade not sealed away from patient

OBP Medical

Light Source Location Comparison

Welch Allyn



OBP Medical

Light Source Distracts and Obstructs view