

Sales and Service Policies

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Sales and Service Policies

Prices:

Due to our continuing product improvement, Smith & Nephew Endoscopy reserves the right to change product prices and to discontinue product without prior notice.

Taxes Outside the U.S.:

The amount of any applicable sales, use, excise or other municipal, state, or federal taxes will be billed and collected by the selling company.

Taxes in the U.S.:

The amount of any applicable sales, use, excise, or other municipal, state, or federal taxes will be billed and collected by Smith & Nephew Endoscopy unless the customer possesses and provides an exemption certificate.

Terms of Payment:

For sales to customers residing in the U.S., the terms are net 30 days from date of invoice. Outside the U.S., please refer to terms defined by your Smith & Nephew Endoscopy Representative.

Delivery Outside the U.S.:

Unless otherwise specified, we reserve the right to make partial shipments and invoice them accordingly. Contact your Smith & Nephew Endoscopy Representative for specific delivery information in your country.

Delivery in the U.S.:

Shipment methods are at Smith & Nephew Endoscopy's discretion and all deliveries are F.O.B., Andover and Mansfield, Massachusetts, or Oklahoma City, Oklahoma, unless otherwise stated.

Standing orders can be arranged upon request. Please identify the product and quantity to be delivered to your facility on a weekly or monthly basis.

Next day delivery is available on all product requests received by 6 pm EST. Contact Smith & Nephew Customer Service for availability.

In certain areas special arrangements can be made, if required, for product delivery by 8 am local time.

Product Availability:

Not all products listed in this catalog are available in all countries. Contact your local Smith & Nephew Endoscopy representative.

Warranty:

Smith & Nephew Endoscopy products are guaranteed to be free from defects in material and workmanship for the warranty period for a particular product, beginning from date of invoice. This warranty is restricted to repair or replacement by Smith & Nephew Endoscopy, at its option, of any product found to be defective during the warranty period. Damage inflicted to a product by the user will result in additional charges and may void the warranty. This includes, but is not limited to, normal use-related damage, any attempted repairs by unauthorized service providers, using a sterilization method not approved by Smith & Nephew Endoscopy, and using the product in a way that is not intended by Smith & Nephew Endoscopy. All warranties apply to the original buyer only and are not transferable. In no event shall Smith & Nephew Endoscopy be liable for any anticipated profits, consequential damages, or loss of time incurred by the buyer with the purchase or use of any product.

Made to Order (MTO) Instruments:

We will accept orders for Made To Order (MTO) instruments. All Made To Order (MTO) sales are final. Service agreements are not available on MTO or custom products. These products are serviced on a repair only basis.

Minimum Order:

The minimum order amount is \$50 for sales orders and \$20 for service orders.

Smith & Nephew Endoscopy products are offered exclusively through authorized representatives. For the name and address of your local representative, contact our Customer Service Department.

Sales personnel may not alter the above terms, extend credit, or accept payment for merchandise.

Customer Service Phone: 1-800-343-5717 (Available 8 am–6 pm EST), Customer Service Fax: 1-800-554-6105

Option 1: Orders, **Option 2:** Technical Support, **Option 3:** Returns, Repairs, Service Exchanges, **Option 9:** Emergency Technical Assistance
Smith & Nephew Endoscopy, 150 Minuteman Road, Andover, Massachusetts 01810, U.S.A.

Trademarks

All trademarks acknowledged. The following are trademarks of Smith & Nephew:

ABLATOR [®]	ENDO-FIX [®]	RAPTORMITE [®]
ACCU-PASS [®]	EP-1 [®]	RAZORCUT [®]
ACROMIOBLASTER [®]	FAST-FIX [®]	ROTORLOC [®]
ACUFEX [®]	FLUORO-SHIELD [®]	SAPHYRE [®]
ACUFEX DUCKBILL [®]	FOOTPRINT [®]	SCOPEASSURED [®]
ACUTHERM [®]	GORE SMOOTHER [®]	SCULPTOR [®]
AGILE-CARE [®]	GRAFTMASTER [®]	SERVICE IQ [®]
ALLOGRAFTANCHOR [®]	HELICUT [®]	SILK ESCORT [®]
ARTHROGARDE [®]	INCISOR [®]	SOFTSILK [®]
ARTHRO-PIERCE [®]	INCISOR [®] PLUS	SPYROMITE [®]
AUTO SHUTTER COMMON LAW [®]	INTELIJET [®]	STINGRAY [®]
AUTOTEMP [®]	INTERCEPTRE [®]	STONECUTTER [®]
BACK DESIGN [®] (human form)	ISO-PAC [®]	SURETAC [®]
BIORAPTOR [®]	ISO-TAC [®]	SURGICAL ASSISTANT [®]
BIORCI [®]	KINSA [®]	SURILLIUM [®]
BIOSURE [®]	LEVELERT [®]	SYNOVATOR [®]
BONECUTTER [®]	LIGAMENT CHISEL [®]	T-FIX [®]
CANNU-FLEX [®]	MACROFRACTURE [®]	TAG [®]
CANNU-FLEX SILK [®]	MEDFLO [®]	TRAILBLAZER [®]
CARTOGEN [®]	MICRO VECTOR [®]	TRU [®]
CLEAR-TRAC [®]	MINITAC [®]	TRUBLOCK [®]
CLEAR-TRAC [®] COMPLETE	MINI-TAG [®]	TRUFIT [®]
CLOUD 9 [®]	MOSAICPLASTY [®]	TRUGRAFT [®]
CONDOR [®]	MULTI-TRAC [®]	TRUKOR [®]
CONDOR EXPRESS [®]	NEM [®]	TRUREPAIR [®]
CROSSTRAC [®]	NAVITAR [®]	TRURESCUE [®]
CUFF STITCH [®]	NEEDLESCOPE [®]	TRUREVISION [®]
DURABRAID [®]	NEOCYTE [®]	TRUSOLUTION [®]
DYNAMITE [®]	NOTCHBLASTER [®]	TRUWEDGE [®]
DYOBRITE [®]	NOTCHMASTER [®]	TURBOCUTTER [®]
DYONICS [®]	OBI [®]	TURBOTRIMMER [®]
DYONICS [®] ARTHROPAK [®]	OBI DEVICE [®]	TURBOWHISKER [®]
DYONICS [®] EP-1 [®]	ORA-50 [®]	TWINFIX [®]
DYONICS [®] POWER [®]	ORBIT [®]	ULTRABRAID [®]
EAS [®]	OSTEORAPTOR [®]	VULCAN [®]
ECTRA [®]	PHOENIX [®] 5.0	VECTOR [®]
EFLEX [®]	POLYGRAFT [®]	WHIPKNOT [®]
ELECTROBLADE [®]	POWERMAX [®]	
ELECTROTHERMAL [®]	PRO-TRAC [®]	
ELITE [®]	PS3500EP [®]	
ELITE SHOULDER SYSTEM [®]	RAP-PAC [®]	
ENDOBUTTON [®]	RAPTOR [®]	

Patents

These products are covered by one or more of the following patents:

U.S. Patent No. 4,203,444; 4,300,565; 4,655,752; 4,662,371; 4,669,473; 4,705,038; 4,712,545; 4,722,331; 4,741,330; 4,779,616; 4,781,183; 4,834,729; 4,842,578; 4,953,753; 4,969,450; 4,983,179; 5,010,876; 5,029,573; 5,035,695; 5,037,422; 5,041,129; 5,056,902; 5,076,431; 5,077,506; 5,100,417; 5,116,337; 5,133,729; 5,139,499; 5,139,520; 5,152,744; 5,152,763; 5,163,940; 5,192,287; 5,224,946; 5,234,430; 5,236,445; 5,258,015; 5,258,016; 5,261,914; 5,269,809; 5,270,622; 5,277,696; 5,290,282; 5,306,301; 5,312,438; 5,318,582; 5,320,635; 5,322,505; 5,324,301; 5,325,883; 5,336,225; 5,346,503; 5,356,419; 5,364,400; 5,366,477; 5,374,269; 5,380,334; 5,383,878; 5,400,805; 5,417,691; 5,423,819; 5,423,860; 5,437,675; 5,443,468; 5,454,811; 5,456,685; 5,458,596; 5,464,425; 5,496,326; 5,505,736; 5,510,070; 5,514,130; 5,522,843; 5,522,844; 5,549,676; 5,563,481; 5,569,242; 5,569,303; 5,571,195; 5,575,757; 5,590,570; 5,593,416; 5,601,558; 5,601,583; 5,602,449; 5,618,293; 5,620,415; 5,620,447; 5,621,830; 5,628,766; 5,630,798; 5,630,799; 5,630,826; 5,643,203; 5,643,302; 5,643,303; 5,645,588; 5,653,716; 5,662,611; 5,667,513; 5,672,945; 5,681,314; 5,687,742; 5,688,276; 5,690,659; 5,690,676; 5,690,678; 5,693,060; 5,695,522; 5,702,401; 5,707,350; 5,712,543; 5,718,706; 5,720,766; 5,727,428; 5,728,100; 5,730,747; 5,740,801; 5,741,281; 5,743,914; 5,745,647; 5,749,885; 5,755,731; 5,759,189; 5,769,894; 5,782,834; 5,782,924; 5,785,705; 5,792,182; 5,797,836; 5,804,936; 5,808,813; 5,817,095; 5,823,994; 5,833,692; 5,840,060; 5,842,477; 5,864,359; 5,871,493; 5,873,884; 5,882,339; 5,893,858; 5,893,874; 5,897,560; 5,899,907; 5,902,741; 5,906,577; 5,908,426; 5,913,867; 5,919,702; 5,921,956; 5,928,240; 5,928,945; 5,931,844; 5,935,149; 5,947,982; 5,947,990; 5,954,716; 5,957,836; 5,957,953; 5,961,521; 5,961,535; 5,964,696; 5,964,777; 5,968,050; 5,976,127; 5,980,504; 5,986,271; 5,989,247; 6,004,320; 6,007,533; 6,007,561; 6,007,570; 6,022,356; 6,030,400; 6,036,695; 6,042,573; 6,045,561; 6,048,354; 6,051,006; 6,056,752; 6,060,306; 6,068,604; 6,068,628; 6,073,051; 6,086,591; 6,086,592; 6,086,608; 6,090,122; 6,095,149; 6,099,514; 6,102,934; 6,117,161; 6,120,541; 6,121,042; 6,122,549; 6,123,710; 6,126,682; 6,129,661; 6,132,442; 6,135,999; 6,139,583; 6,146,385; 6,146,406; 6,149,654; 6,162,217; 6,168,593; 6,176,857; 6,187,011; 6,200,329; 6,214,001; 6,221,107; 6,231,606; 6,235,057; 6,246,913; 6,258,086; 6,261,311; 6,283,960; 6,290,715; 6,295,082; 6,328,752; 6,336,940; 6,350,262; 6,352,544; 6,355,053; 6,358,253; 6,358,273; 6,375,658; 6,379,350; 6,387,110; 6,436,116; 6,440,141; 6,443,963; 6,450,992; 6,451,030; 6,461,353; 6,461,357; 6,482,204; 6,482,210; 6,511,488; 6,517,568; 6,533,802; 6,537,278; 6,544,260; 6,547,810; 6,551,279; 6,583,232; 6,599,289; 6,620,185; 6,623,492; 6,638,276; 6,689,153

Returned Goods Policy

Outside the U.S.:

Please contact your local authorized Smith & Nephew Endoscopy representative.

In the U.S.:

This policy supports all transactions that occur within the United States. Smith & Nephew Endoscopy will repair or replace, at its discretion, products that have not been obsoleted, discontinued or found to have manufacturing or material defects within the warranty period. Customers will be billed for misuse and abuse. Warranties apply only to the original buyer.

Reason	Warranty Expiration Date	Packaging Requirements	Restocking Fee	Customer Freight Charge In/Out
Ordered incorrectly Overstocked product	30 Days	Original	No	Yes/Yes
Ordered incorrectly Overstocked product	31-60 Days	Original	Yes	Yes/Yes
Warranty of product repaired or exchanged within original warranty	Product Line	N/A	No	Yes/No
Warranty of product repaired or exchanged after original warranty	90 Days	N/A	No	Yes/No
Incorrect product shipped from Smith & Nephew Endoscopy	30 Days	Original	No	No/No
Program incentive	Program	N/A	No	Program
New product failures	30 Days	Original	No	No/No

Conditions:

The warranty period begins on the original invoice date.

Requests for credit returns must be received within 60 days of invoice date.

A Return Authorization Number (R.A. Number) is required to return product. Smith & Nephew Endoscopy will issue the R.A. Number

Restocking fee is 20% of product value invoiced.

Credit cannot be given for items damaged in return shipment due to inadequate packaging.

Customers will be billed for non-returns after 30 days of shipped replacement product.

To receive full credit, all products must be returned in full package quantities.

90 day warranty on repairs only applies to the defective component repaired.

Note: Returned product that is found to have been serviced by unauthorized service providers, sterilized using a method not approved by Smith & Nephew Endoscopy or used in a way that is not intended by Smith & Nephew Endoscopy will incur additional costs, regardless of warranty or service agreement status.

Smith & Nephew AGILE-CARE[®] Instrument Services

For the highest quality service and proven performance, choose Smith & Nephew's AGILE-CARE Instrument Services. As an FDA inspected, ISO 9001 certified manufacturer, only Smith & Nephew has the proprietary parts and knowledge to maintain your equipment to the original factory condition. Smith & Nephew has over 30 years of service experience, processing over 60,000 equipment repairs and 50,000 technical support calls each year. In fact, over 98% of all issues are resolved within 24 hours. Maximize the performance and life of your equipment by using AGILE-CARE Instrument Services.

Benefits

Responsiveness and uptime

AGILE-CARE Instrument Services resolves issues within 24 hours with technical phone support, on-site service and factory based service.

Flexibility

AGILE-CARE Instrument Services has a full range of services to meet your needs; from 24 hour service exchange to dedicated on-site service.

Ease of administration

AGILE-CARE Instrument Services provides one number to call and comprehensive service agreements to minimize your administrative complexity and paperwork.

Clinical performance

AGILE-CARE Instrument Services quality keeps your equipment in like-new condition with clear images helping you deliver better patient care.

Cost savings

AGILE-CARE Instrument Services provides "Wear and Tear" protection and the highest quality service. This minimizes repeat repairs and results in real cost savings.

Programs

AGILE-CARE Factory Service

Replacement Plan
Service Exchange
SCOPEASSURED[®]
Repair

AGILE-CARE On-Site Service*

Dedicated Plan
Standard Plan
Preventive Plan
Per-Incident



* Check with your sales representative for local availability

AGILE-CARE[◇] Factory Service

Smith & Nephew expertly services your equipment at our FDA inspected, ISO 9001 certified facilities. The following are “return to factory” based services ranging from service agreements to per-incident service. Please contact your Smith & Nephew sales representative for more information. Some countries may not offer these programs. Factory-based services utilize the Return Authorization (RA) process. See page iv for details.

Replacement Plan

The Replacement Plan is a service agreement that provides product replacement coverage for up to four years at a fixed price. Features include:

- Products are exchanged within 24 hours during normal business hours
- Coverage includes “Wear and Tear” protection. This covers use-related damage (front-end of scope is clipped)
- Available on new and existing products
- One purchase order provides coverage for an extended period of time
- Invoices can be monthly, quarterly or annual
- Software updates

Conditions: Standard terms and conditions for the Service Agreements apply. Products to be covered must be in good working condition and not previously repaired by a non-authorized third party. Products are subject to inspection prior to coverage being extended. For a quotation in the US, please contact your Smith & Nephew Endoscopy sales representative.

Service Exchange

This service provides product replacement on a per-incident basis. Features include:

- Products are exchanged within 24 hours during normal business hours
- Fixed price per exchange event

SCOPEASSURED[◇]

This scope-only service provides scope replacement on a per-incident basis. Features include:

- Scopes are exchanged within 24 hours during normal business hours
- Four price levels depending upon the level of damage

Repair

This per-incident service is for customized products not available for service exchange. Features include:

- Expert evaluation and quotation. (Declined quotations will be assessed a nominal evaluation fee)
- Repairs done within 72 hours after your quote approval

AGILE-CARE[◇] On-Site Service

Factory trained Smith & Nephew technicians provide maintenance and value-added services at your facility for your Endoscopic and Digital OR services. Please contact your Smith & Nephew sales representative for more information and availability. Some countries may not offer these programs.

Dedicated Plan

For facilities that require immediate issue resolution to maximize equipment utilization and OR uptime. Features include:

- Full-time factory trained technicians at your facility
- Immediate troubleshooting, preventive maintenance and staff training
- Can be combined with Replacement Plan service

Standard Plan

For facilities that demand 24-hour issue resolution. Features include:

- Local service technicians provide all-inclusive service and replacement products
- Quarterly, comprehensive preventive maintenance
- Fixed annual price can be locked in for up to four years and includes parts, labor and travel

Preventive Plan

For facilities that want quarterly PM's performed by our factory trained technicians. Features include:

- Helps prevent equipment failures and reduces life cycle repair costs
- Can be combined with Replacement Plan service
- Fixed annual price can be locked in for up to four years and includes limited parts, labor and travel

Per-Incident

For facilities that prefer the flexibility of "pay as you go" parts and labor. Features include:

- Available for troubleshooting, same-day replacements and preventive maintenance

Service Program Notations

Eligibility

The following items are not eligible for Repair: Any consumable or disposable products such as light guides, lamps, cords, batteries, blades and tube sets.

In addition to the above items, the following items are not eligible for Service Exchange or Replacement Plan: Made to Order or custom products, products beyond their designated service life, ACUFEX[®] instruments, cannulas, obturators, trocars, products serviced by unauthorized third parties, products sterilized by a method not approved by Smith & Nephew, or products used in a way not intended by Smith & Nephew.

Return Authorization Process

This process is used for all service exchanges and repairs. To initiate this process in the US, call 1-800-343-5717. Press option 3 for Returns, Repairs and Service Exchanges and provide the following information. For next day service exchange, your call must be made before 4pm EST.

- Your Smith & Nephew customer number
- Purchase order number
- Model and serial number
- Fax and phone number

Smith & Nephew will issue a Return Authorization Number (RA#). To ensure proper receipt of your defective unit, please include correspondence identifying the problem, the RA# and clearly mark the shipping container with the RA#. Include your decontamination certificate. Ship to the appropriate Service Center as instructed (or listed on page x. If this is a Service Exchange or SCOPEASSURED[®], and the defective unit is not received within 30 days, an invoice will be issued for the difference between the list price of a new unit and the service replacement price.

SCOPEASSURED[®] Levels

Under the SCOPEASSURED program, each scope is evaluated and classified within one of four damage levels.

Level 1: Replacement of distal lens on non-autoclavable endoscopes, fiber polish at distal and light post ends, repair light post damage, removal of deposits on distal and proximal windows.

Level 2: All of the above plus repair or replace broken or loose internal optics, replacement of rear window, repair of leaking eyepiece or video-endoscope housing, replacement of distal lens on autoclavable endoscopes

Level 3: All of the above plus major damage to the needle assembly (ex: bent, severe front-end damage)

Level 4: Damage beyond repair through misuse or unauthorized third party repair.

Serial Numbers

Service agreements require valid serial numbers to be supplied by customer before an agreement can be activated.

Standard Warranty versus Service Agreement

Standard warranty on products is for a limited time and covers only manufacturing defects. Coverage for “use-related” damage during and after standard warranty is available through a service agreement.

Service Centers

Country	Phone Number	Service Center Address
Australia	0011-61-7-3846-7800	Smith & Nephew Surgical Pty. Ltd Service Centre 188 Vulture Street South Brisbane QLD 4101 Australia
Brazil	011-5511-5586-3255	PCE-Pro Cirurgia Especializada Ltda. Rua Itapiru, 137 São Paulo, -SP - 04143-010 Brasil
Canada	905-813-7770	Smith & Nephew Canada 6685 Millcreek Drive Mississauga, ON L5N 5M5
Germany	011-49-746-2208317	Smith & Nephew GMBH Service Center Gaensaecker 27 D-78532 Tuttlingen Germany
Japan	011-81-3-5403-8671	Smith & Nephew KK daVinci SHIBA PARK A-3F 2-4-1 Shiba-Koen MINATO-KU Tokyo 105-0011, Japan
UK	011-44-1480-423240	Smith & Nephew Endoscopy Endoscopy House Cardinal Park Godmanchester, Huntingdon, PE29 2SN United Kingdom
US	1 800 343 5717 1 978 749 1000	Smith & Nephew, Inc Endoscopy 76 S Meridian Avenue Oklahoma City, OK 73107-6512

Attention: Use of reprocessed, single-use blades may permanently damage, impede performance or cause failure of your Arthroscopic Shaver System. Use of such products may render any warranties null and void.

New Product Warranty

The following warranty terms are in effect at time of catalog publication. Smith & Nephew reserves the right to modify any of the warranty terms below. For the latest warranty information, it is best to contact Smith & Nephew directly.

Description	New Product Warranty
CORDLESS INSTRUMENTS	
450 Drill	1 Year
Sagittal Saw	1 Year
800 Wire Driver	1 Year
MPC IV Charger	1 Year
PAC II Battery	30 Days
SHAVER COMPONENTS	
DYONICS® Power Control Units	2 Years
DYONICS Power Motor Drive Units	2 Years
DYONICS Power Footswitches	2 Years
DYONICS Power Corded Drill and Saw	1 Year
DYONICS POWERMAX® Motor Drive	180 Days
VISUALIZATION PRODUCTS	
CONDOR® Control System	1 Year
COUPLERS	
BEAMSPLITTERS	1 Year
LIGHT GUIDES	90 Days
VERSITIPS	90 Days
INSUFFLATORS	
IN-LINE GAS WARMER/HUMIDIFIER	90 Days
ACCESS 15 ARTHROSCOPIC FLUID IRRIGATION SYSTEM	
VULCAN® GENERATOR	1 Year
Footswitch	1 Year
ACUFEX® HAND INSTRUMENTS	
VIDEO MONITORS, PRINTERS, and VCR's	1 Year
HP PRINTERS	90 Days
CANNULAS, OBTURATORS, and TROCARS	
INTERCEPTRE® INSTRUMENTS	1 Year
STERILIZATION TRAYS and CARTS	1 Year

Service Replacement and Repair Warranty

All service replacement and repairs have a 90 day limited warranty

Notes: 90 day warranty on repairs only applies to the defective component repaired. Product returned that is found to have been serviced by unauthorized service providers, sterilized using a method not approved by Smith & Nephew Endoscopy or used in a way that is not intended by Smith & Nephew Endoscopy incur additional costs, regardless of warranty or service agreement status.

† Warranted to be free from defects in material and workmanship for their lifetime against failure in normal use.

Attention: Use of reprocessed, single-use blades may permanently damage, impede performance or cause failure of your Arthroscopic Shaver System. Use of such products may render any warranties null and void.

International Contacts

Smith & Nephew Group Companies

Country	Telephone
Australia	61-2-9857-3999
Austria	43-1-7079102
Belgium	32-2-702-2911
Canada	1-877-977-1772/1-905-813-7770
Central European Office	43-170-79102
P. R. China	86-21-6350-3100
Denmark	45-4580-6100
EDSC	33-148-64-78-84
Finland	358-010-218-7300
France	33-2-43-83-23-23
Germany	49-407-07-000
Netherlands	31-206543999
Hong Kong	852-2648-7700
India	91-22-4005-5090
Indonesia	62-21-5555 807/809/794
Ireland	353-1217-0444
Italy	39-039-60941
Japan	81-3-5443-5345
Korea	822-6001-7575
Malaysia	603-7958-7103
Mexico	525-628-0211
U. A. E.	971-4311-6300
New Zealand	64-9-828-4059
Norway	47-66-842020
Pakistan	92-21-256-1176
Philippines	632-575-4419
Portugal	351-1-446-0650
Puerto Rico	1-787-764-5115
Singapore	65-6-270-0552
South Africa	27-31-242-8111
Spain	34-93-373-7301
Sweden	46-31-746-5800
Switzerland	41-32-624-5660
Taiwan	886-22698-9711
Thailand	662-719-6227 or 6221
United Kingdom	01480-423200
United States	1-800-749-1000

International Contacts

Smith & Nephew Endoscopy Distributors

Country	Distributor	Telephone
Argentina	Droguería Martorani S.A.	(54 11) 4554-8100
Brazil	PCE	55115586-3255
Chile	Arenys Med	56-2-333-4437
Egypt	Horizon	202-2402-712
Greece	N. Carayannis Orthopaedic SA	30-210-6254900
Israel	Tradis Gat Ltd.	972-3-923-3345
Sri Lanka	Chemical Industries (Colombo Ltd.)	941-328-421-6
Turkey	Plato Grup	0212-284-6434
Venezuela	Eurociencia C.A.	58212-7007901

Smith & Nephew Endoscopy Financial Services

As a turnkey acquisition strategy for all Smith & Nephew Endoscopy products and services, we address the complexities that healthcare administrators face in today's market by offering the expertise to assist you in your effort to deliver the highest quality patient care in the most affordable way possible. Please call us for more information: 866-523-3278.

Financial Benefits

Flexibility

As your business grows and your needs change, you can add or upgrade at any point during the term through add-on schedules. You also have the option to include service contracts.

Upgraded technology

The healthcare industry demands that you have the latest technology, so a short-term operating lease can help you get the equipment and keep your cash. Your risk of getting caught with obsolete equipment is lower because you can upgrade or add equipment to meet your ever-changing needs.

Flexible end-of-term options

There are several options for disposing of equipment after the lease term ends, including returning the equipment, renewing the lease, or purchasing the equipment.

100% financing

Since a lease does not require a down payment, it is equivalent to 100% financing, which means you have more money to invest in revenue-generating activities.

Customized solutions

A variety of products are available, allowing you to tailor a program to fit your month-to-month or year-to-year cash flow needs. You are able to customize a program to address your needs and requirements, e.g., cash flow, budget, transaction structure, cyclical fluctuations.

Financial Programs

Cost-Per-Case Program

A program where you pay for the equipment as you use it. The cost-per-case expense can be applied to your operating budget, thereby freeing up capital budget dollars.

Cost-Per-Consumable Program

A program that enables you to standardize your OR with all Smith & Nephew Endoscopy products. An upcharge that covers the equipment you wish to acquire is applied to your consumables.

Fixed-Cost Financing Program

A fixed cost for the equipment you wish to acquire is invoiced monthly for your desired term. The fixed cost may be treated as an operating expense, thereby freeing up capital budget dollars. Consult with your accounting professional for advice.

Customized Program

Smith & Nephew Endoscopy will design a program tailored to meet your specific needs:

- Operating Leases

- Capital Leases

- Deferred Payment Program

- Step Up Lease Program

- Seasonal Cash Flow Lease Program

