



Value Analysis





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Product Description

While the Xenocor fog-free laparoscope was created to provide superior HD imagery to increase safety and efficiency for minimally invasive surgery it also offers hospitals, surgery centers and medical outreach organizations a dramatic reduction (90-100%) in capital expenditure. This advanced technology solves many of the challenges and risks encountered during laparoscopy, and also delivers an unrivaled level of portability, which enables minimally invasive surgery to be done virtually anywhere. The Xenoscope system is FDA cleared, CE marked and available for sale.

A single component, the Xenobox, is all that is needed to utilize the Xenoscope with any imaging platform or HD monitor. It functions as a universal adapter and power supply for the integrated light source and HD camera, replacing the two or three elements required by the competition. The Xenobox will be offered as a low-priced rental unit vs. a \$150K+ up-front commitment.





Key Stakeholder Benefits

PATIENTS

- Increased access to minimally invasive care
- Improved risk profile—eliminates cross-contamination
- Potential for less time under anesthesia due to reduced visibility related delays

PROVIDERS

- Reduced capital expenditure allows funds to be used elsewhere
- Plug and play set-up with no need for white balancing or scope warming
- Perform minimally invasive surgery virtually anywhere
- Shorter case times and less risk of turnover delays
- Fog free

ADMINISTRATORS

- Reduced capital expenditure
- Less sterility resources and chemicals used
- Eliminate maintenance contracts as well as cost for bulbs, cords and connectors
- Could impact charge capture for supplies to support maximal reimbursement

PAYERS

- Reduced patient length of stay and complications
- Expands point of care options to lower cost facilities





Value Proposition

ECONOMIC

- 95% lower start-up costs vs. traditional laparoscopic towers/booms
- Free up funds for other initiatives and investments
- Potential to capture reimbursement
- Eliminates ongoing maintenance cost and service agreements

CLINICAL

- Fog free
- No cross contamination risk
- Burn proof (for both arcing and tip heat)
- High visibility through surgical smoke and steam

OPERATIONAL

- No delay or turnover for scope cleaning
- No pausing to defog
- Fewer delays for smoke evacuation
- Eliminates the need for white balancing
- One cord to plug in for set-up



Up To
\$500K
Per OR




Based on current capital intensive models. Reusable scopes cost an average of over \$1,000/procedure according to a study by Eminence Clinical Research.



Key Facts About Laparoscopy

The Xenacor Value Proposition vs. competitors:

Exceptional image quality at lower cost of care

	Competitor 1	Competitor 2	Competitor 3	Competitor 4	 XENOCOR
Capital cost	\$125 – 500K	\$125 – 500K	\$125 – 500K	\$125 – 500K	\$0
Annual service contract cost	\$10 – 20K/system/year	\$10 – 20K/system/year	\$10 – 20K/system/year	\$10 – 20K/system/year	\$0
Re-processing and additional consumables cost	yes \$100 – 300/case	yes \$100 – 300/case	yes \$100 – 300/case	yes \$100 – 300/case	none \$0
Burn injury resistant	no	no	no	no	yes
Arc injury proof	no	no	no	no	yes
Cross-contamination proof	no	no	no	no	yes
Anti-fog	no	no	no	no	yes
Image clarity in smoke	no	no	no	no	yes
Reimbursable	yes	yes	yes	yes	no





Detailed Product Overview

Xenoscope – 5mm and 10mm disposable HD laparoscopes

Integrated Tuned LED Light Source

- No burn injury risk
- No white-balancing
- Clear imaging in smoke filled cavities

Polymer Shaft (No arc injury risk)

Additional Benefits:

- Single Use (no cross-contamination risk)
- Sterile (streamlined workflow with no delays)
- Robust, ergonomic and lightweight design
- Fog free imaging
- FDA cleared and CE marked
- Global IP protection (patents and patents pending)



Detailed Product Overview

Xenobox – HD Image Optimizer



Replaces:

- Image processor
- Light source
- Recording device

Benefits:

- 1080P HD clarity
- Ultra-compact (2in. x 4.5in. x 4.5in.)
- Plug and play set-up
- Compatible with current laparoscopic towers and HD monitors



Scenarios

SCENARIO 1 – ASC WANTS TO ADD GENERAL OR GYN LAPAROSCOPIC SERVICE LINE TO USE EXCESS CAPACITY

- ✓ Little to no upfront capital cost
- ✓ No commitment or contract required
- ✓ Minimize SPD workload
- ✓ Limit infection risk and associated costs

SCENARIO 2 – LARGE ACUTE CARE FACILITY WANTS TO AVOID CANCELLED CASES, REDUCE OR TIME AND CAPITAL EXPENDITURES

- ✓ Continue or expand laparoscopic service lines without added capital expense
- ✓ No need to cancel/delay a case due to scopes being unavailable or systems being down
- ✓ Free up SPD and Biomed personnel from repairs and turnover
- ✓ Limit patient and staff cross-contamination risks and associated costs

SCENARIO 3 – SURGEON AND TEAM TRAVELING TO AN UNDERSERVED MARKET

- ✓ Plug into any HD monitor
- ✓ Loaner program for image processor and insufflator with scope purchase
- ✓ Can teach laparoscopy to local surgeons which can be adopted more readily than capital intensive models that require ongoing maintenance
- ✓ Can be powered by a tablet with USB-C connection and our Xenoscope app

SCENARIO 4 – ARTICULATING LAPAROSCOPE IS REQUESTED BY COLO-RECTAL OR GYN SURGEON BUT THE REUSABLE OPTION IS TOO EXPENSIVE.

- ✓ Can perform procedures in any operating room
- ✓ Less financial commitment to enable any surgeon with an articulating laparoscope
- ✓ Can be plugged into existing HD laparoscopic infrastructure without buying more capital
- ✓ No repair costs or maintenance plans to worry about

SCENARIO 5 – PATIENTS ARE IN THE ICU, ER OR BATTLEFIELD AND SHOULD NOT BE MOVED, BUT THEY NEED A MINOR PROCEDURE OR DIAGNOSTIC LAPAROSCOPY

- ✓ Small footprint and easily mobilized
- ✓ Single-use, reduce the spread of infection
- ✓ Can be powered by a tablet with USB-C connection and our Xenoscope app



Product Specifications and Indications

DESCRIPTION

The Xenoscope™ is a single use, disposable laparoscope (with 10mm 0 degree, 10mm 30 degree and 5mm, deflectable options) that provides illuminated and high-definition visualization capabilities for diagnostic evaluations and surgical procedures.

INDICATIONS

The Xenoscope is to be utilized in diagnostic and therapeutic procedures for endoscopy and endoscopic surgery performed within the thoracic and peritoneal cavities including the female reproductive organs. The intended patient population is any individual undergoing a surgical examination or procedure, as prescribed by a licensed and trained practitioner.

PACKAGING

Xenoscopes are supplied in boxes of 10 individual sterile packages. Do not use if the package or scope shows signs of damage. Do not resterilize.





Contact Information



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