



Comprehensive Partnership Program

Q: What is the Welch Allyn Comprehensive Partnership Program?

A: A program designed for Welch Allyn equipment that minimizes interruptions to your workflow and controls your costs.

Q: Who is involved?

A: The Comprehensive Partnership Program is between:

- Welch Allyn: the manufacturer of the devices, and
- The owner of the device

Q: What is included?

A:

Connex[®] Vital Signs Monitor example:

	Warranty	Comprehensive Partnership Program
Term	2 year	1, 2 or 5 years
Device Parts & Labor	✓	✓
Loaners/Exchanges		✓
Clinical Online Training	✓	✓
Priority Shipping—Free		✓
Priority Service—Faster Turnaround		✓
Basic Access to Service Tool		✓
Calibration Services		Available Option
Real-Time Remote Support		✓
Accidental Damage Accessory Protection		✓ (includes all wired components: SpO ₂ , temperature probes, power cords and cables)

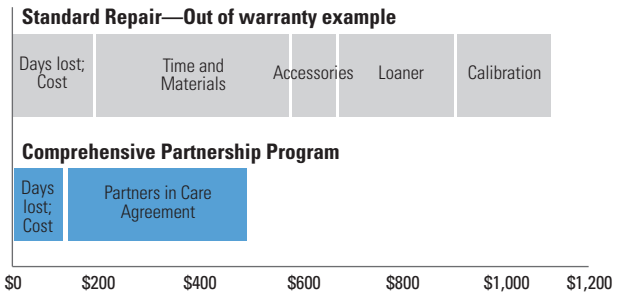


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Cost & Time Savings Comparison*

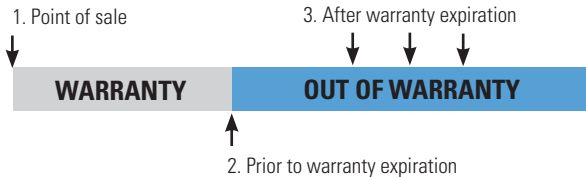


*Example based on Spot Vital Signs® LXi Device with a \$3150.00 list price, annual usage of 250 days in service, with average repair, calibration and 1 year Partners in CareSM Services agreement costs.

Q: When can a Comprehensive Partnership Program be purchased?

A: Anytime on a covered device!

1. Point of sale
2. Prior to warranty expiration
3. After warranty expiration



Q: How does the purchase process work?

- 1** Place an order, just like a product.
- 2** A Welch Allyn Partners in Care activation card will be sent directly to the customer.
- 3** Customer calls Welch Allyn to activate Comprehensive Partnership Program.
- 4** Welch Allyn sets up the Comprehensive Partnership Program with the customer.
- 5** Customer receives a Welcome Package from Welch Allyn; including signed program with service terms.
- 6** Customer receives the service needed to maximize the uninterrupted use of the equipment.

Please note that Partners in Care Programs cannot be sold for devices already in need of repair.

To learn more, please call 1.800.535.6663
or go to www.welchallyn.com/services.



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