

ULTRASOUND 2017

WHAT VENDOR STRENGTHS HELP PROVIDERS SUCCEED?

KLAS™ | MARCH 2017 | PERFORMANCE REPORT

SonoSite Most Adopted and Considered Vendor for Point-of-Care Ultrasound

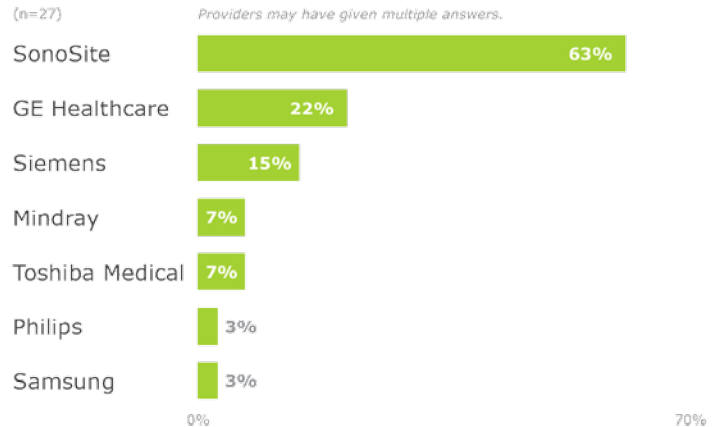
Point-of-care ultrasound has expanded rapidly. While KLAS did not target organizations using SonoSite, nearly two-thirds of respondents using GE Healthcare, Philips, Siemens, or Toshiba Medical in other ultrasound areas were found to be using SonoSite for their current point-of-care ultrasound.

Providers are also considering SonoSite most often for future point-of-care ultrasound requirements, followed distantly by GE Healthcare and Siemens. Mindray is also under consideration by a few organizations.

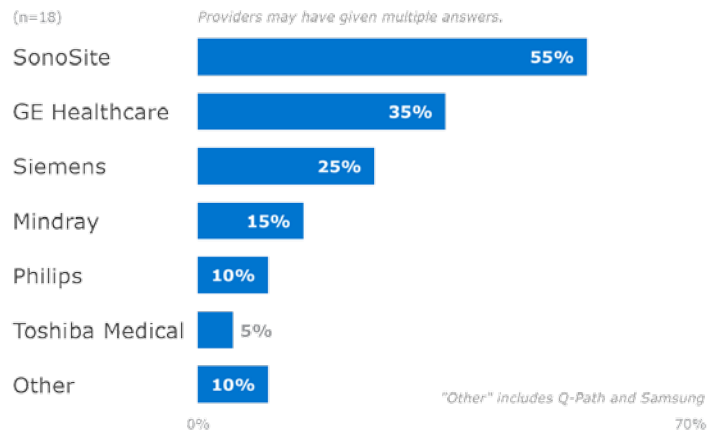
“ We have point-of-care ultrasounds now, but we are having some challenges. . . . The doctors feel that SonoSite has much better equipment for anesthesia, line placement, and nerve blocks. The SonoSite product also has better imaging and is easier to use because there are not so many steps to go through.”

—Executive Director of Imaging

Who Are Providers Using for Point-of-Care Ultrasound?



Who Are Providers Considering for Point-of-Care Ultrasound?



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63% of Human, Non-Radiologist Doctors **USE SonoSite** for their Point-of-Care Ultrasound.

SonoSite – Leading the Industry in Ease-of-Use Point-of-Care Ultrasound for Physicians.

EASE OF USE



LAST YEAR WE:

✈️ 🚆 🚗 TRAVELED
101,964 MILES
TO MEET WITH USERS



(that's equal to traveling around the world 4 times)

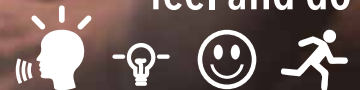
ENGAGED

280
USERS

to make sure we were on the right track

PUT 1,400 HRS

of research toward
studying what our
users say, think,
feel and do



OUR USERS

EMPLOY THE USE OF
ULTRASOUND
TO FIND AN ANSWER
AS QUICKLY AS POSSIBLE

⌚ TIME SPENT

adjusting image parameters



IS TIME TAKEN AWAY FROM
SEARCHING FOR A DIAGNOSIS

THAT'S WHY WE SPEND

7.5 MONTHS
(> 1700 HRS)

OPTIMIZING IMAGE QUALITY
FOR EACH TRANSDUCER