



# ForTec Companies

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Forwarding Technology



Surgical Laser Services



Lithotripsy Services



Laser Vision Correction



Laser Maintenance and Repair



Laser Accessory Sales



Cardiothoracic Services

ForTec Companies provides expert comprehensive medical technology outsourcing solutions designed to alleviate the complexities of managing, maintaining and staffing a professional state-of-the-art medical technology program.

Offering a full inventory of modern equipment, ForTec can help reduce costs associated with capital equipment acquisition, service contracts, technicians, staff training, insurance and down-time for maintenance. ForTec's full-service outsourcing also helps insure equipment performance, increase procedure volumes and provide incentives for physician recruitment through access to a full inventory of advanced technology systems.

Supporting a wide range of medical specialties, ForTec is committed to surpassing customer expectations through the delivery of the highest-quality customized medical technology solutions and services.

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# We support the following specialties with medical technology:

- Urology
- Aesthetics
- Ophthalmic
- Orthopedics
- GYN
- ENT
- Cardiothoracic
- GI
- General Surgery
- And Much More

ForTec Companies is the leading medical outsourcing company in the United States due to its unwavering commitment to surpassing customer expectations. We offer unparalleled customer service through the delivery of exceptional customized medical technology solutions and services.

## About ForTec Companies

Founded in 1988, ForTec Companies was created on the belief that hospitals, surgical centers, medical offices and patients would benefit from outsourcing technology and highly trained technicians on an “as needed basis”.

ForTec Companies got its start in servicing the laser needs of the Ophthalmic community.

Today, ForTec Companies is one of the nation’s largest outsourcing companies, with more than 400 systems, 200 technicians and 150 fleet vehicles. We have the broadest geographical coverage of any outsourcing company with offices across the country.

ForTec Companies continues to be the gold standard in the medical outsourcing industry because we provide our customers with full-service medical outsourcing and utilize meticulously maintained and constantly upgraded equipment.

We currently offer the following services on an “as needed basis”:

- Surgical Lasers
- Lithotripsy
- Laser Vision Correction
- Laser Accessories (Fibers, Glasses, Etc.)
- Laser Maintenance & Repair



## ForTec Customized Outsourcing

Customized outsourcing gives you the ability to receive a newly customized program or update your existing program to suit your facility's needs. There are numerous benefits of outsourcing with ForTec, including:

- Access to a full inventory of modern medical technology
- Educational programs for your staff
- Limited exposure to "downtime" for maintenance
- Physician satisfaction/recruitment
- Advanced technology to increase procedure volumes
- Elimination of the need for costly service contracts
- No risk of equipment obsolescence
- Savings on staffing/training

Rapidly changing technology can leave facilities with outdated or obsolete equipment that can require costly upgrades or service. ForTec Companies can help your facility stay on the cutting-edge of today's medical advances.

“ We have been working with ForTec Companies for many years and have been very satisfied and appreciative of their services. Their technicians are timely, laser savvy, knowledgeable and professional. Because ForTec provides trained technicians to operate the equipment, we have been able to reduce staffing and scheduling conflicts. They have consistently been able to accommodate our case coverage needs, whether scheduled or with short notice. Our physicians and staff are very satisfied with their large inventory of cutting-edge advanced technology, without the risk or approval process involved in a capital purchase. We enhanced and expanded our services, which has allowed us to sustain a competitive edge and reduce equipment obsolescence. ”

— Debra Johnson RN, Director of Surgical Services, South Pointe Hospital, a Cleveland Clinic Hospital

## Assess.

ForTec will perform an evaluation of your current technology program and help you understand the value of your existing equipment. We will also help you to evaluate your facility's usage patterns by looking at the types of medical technology your physicians use and prefer.

## Quote.

Based on our assessment, ForTec will provide recommendations we believe will improve your program and offer cost saving solutions. Options may include utilizing your existing equipment and supplementing additional services.

## Educate.

We assist with in-services and educational programs for your staff. These educational programs are customized to meet the needs of your staff and exceed nationally certified guidelines.

“ We have had a very good relationship with ForTec for several years now. Their staff is timely, very knowledgeable and extremely friendly, from the schedulers to the technicians who come in for the cases. They have been extremely reliable and flexible in scheduling our cases.

ForTec is compliant with the ANSI standards and keeps current with new technology. Our staff and MD's like having the technicians on hand for each case because of their knowledge base.

They do the annual safety in-services for my staff and will also do maintenance and or PM's if you own your own laser. ”

— Jeanine Cunningham, Director of Surgical Services, Anna Jaques Hospital, Newburyport, MA

## ForTec Companies Inventory

ForTec Companies offers more than 400 systems in a variety of wavelengths for various medical specialties:

### Aesthetics

- Aura
- Ceralas D15/980nm
- Cynosure Alexandrite
- Erbium
- Fraxel re:store
- LIGHT Sheer
- Pulsed-Dye Vascular
- Q-Switched Nd:YAG
- UltraPulse CO2
- Vbeam
- Sciton

### ENT

- 630nm PDT Diode
- Aura
- CO2 - Coherent, Sharplan
- Iris Medical Tx 532
- KTP/YAG
- SSI CO2
- UltraPulse CO2
- OmniGuide

### Ophthalmic

- Iris Medical Diode SLx
- Iris Medical Tx 532
- Ophthalmic Nd:YAG
- PDT Diode
- Visx STAR S4 IR Excimer
- Ceralas G2
- Argon
- Ziemer Femto LDV

### Non-Laser

- Argon Beam Coagulator

## **Surgical**

- Aura
- CO2 - Coherent, Sharplan
- SLT YAG
- SSI CO2
- UltraPulse CO2
- Evolve SLV
- KTP/YAG

## **GYN**

- CO2 - Coherent, Sharplan
- SLT YAG
- SSI CO2
- UltraPulse CO2
- KTP/YAG

## **Orthopedics**

- Holmium: YAG

## **Urological**

- Argon Beam Coagulator
- CO2 - Coherent, Sharplan
- Dornier Compact Delta
- ESWL
- Evolve SLV
- GreenLight PVP
- Holmium: YAG
- Modulith SLX-F2
- Pulsed-Dye Lithotripter
- SLT YAG
- SSI CO2
- UltraPulse CO2

## **Neuro/Spine**

- OmniGuide

## **Cardio**

- Co2

## **ForTec Fibers**

We continually research cost-effective disposable materials to utilize in our outsourcing program.





## ForTec Service & Repair

ForTec Companies employ manufacturer trained service engineers to ensure our equipment is meticulously maintained. The benefits of these highly skilled engineers are also available to our customers for use of facility owned equipment.

ForTec Companies provides various service packages, which include as needed service calls and term contracts:

- Preventative Maintenance
- One-Time Repair
- On-Site Service
- Full-Service Packages

Our service engineers are available to trouble-shoot your equipment over the phone.

Interim systems are also available to guarantee our customers' business will not be interrupted.

These service offerings reflect our commitment to providing unparalleled customer service.

## ForTec Technicians

ForTec Companies provides each client with a trained technician to assist with all scheduled procedures. Additionally, the technician acts as the equipment safety technician to ensure proper room setup and safe equipment operation in accordance with American National Standards Institute recommendations. Our technician education is a top priority so we provide a positive experience for physicians, staff and patients.

## The Benefit of Technicians

### Pre-Procedure

The day of your scheduled equipment request, the technician will arrive to set up the equipment, perform required adjustments and complete equipment safety checklists.

### Intra-Procedure

Our technicians will assist your team by providing technical assistance on manufacturer-suggested delivery devices and power settings. They will also document all equipment activities and settings for case documentation.

### Post-Procedure

Upon case completion, the technician will present the completed equipment safety checklist and procedural summary forms to the operating room supervisor or circulating nurse. Your staff will never have to be concerned with the operation, pickup or drop-off of the equipment.

## 24x7 Dedicated Technicians

ForTec Companies provides you with the option to staff a full-time technician, dedicated to your facility at all times.





## ForTec Education & Training

### Physician Training

ForTec Companies and our business partners are committed to sharing our expertise on new technology. We believe it is imperative that physicians using these new products have access to training, which provides the best experience for your physicians and patients.

### Staff Training

- Educational Programs

We provide comprehensive educational programs to train your staff to be comfortable and efficient on any system you use from ForTec Companies.

Our team will customize an in-service training program to help ensure safe and consistent equipment operation.

- Webinars

ForTec offers Webinars for those interested in Web education on specific technologies.

## ForTec Scheduling

When you outsource your program with ForTec Companies, your facility will have access to a full inventory of modern systems, medical technology educational programs, and assistance from a certified technician, along with 24 hour, seven days a week scheduling.

When you schedule each procedure with us, we will provide:

- A confirmation number
- A confirmation call one day prior to the delivery of the equipment
- Detailed records of equipment needs and preferences
- Availability for same day scheduling

For our high procedure volume customers, we will dedicate a technician to your facility in order to respond to your needs. Our on-site technician will be backed by a team of more than 200 technicians, in the event there are overlapping cases or the on-site technician is unavailable.



