

HEINE Classic+ Laryngoscopes

Life cycle cost savings vs. look-alike alternatives

Reliable performance of HEINE Laryngoscopes pays off.

A smart investment

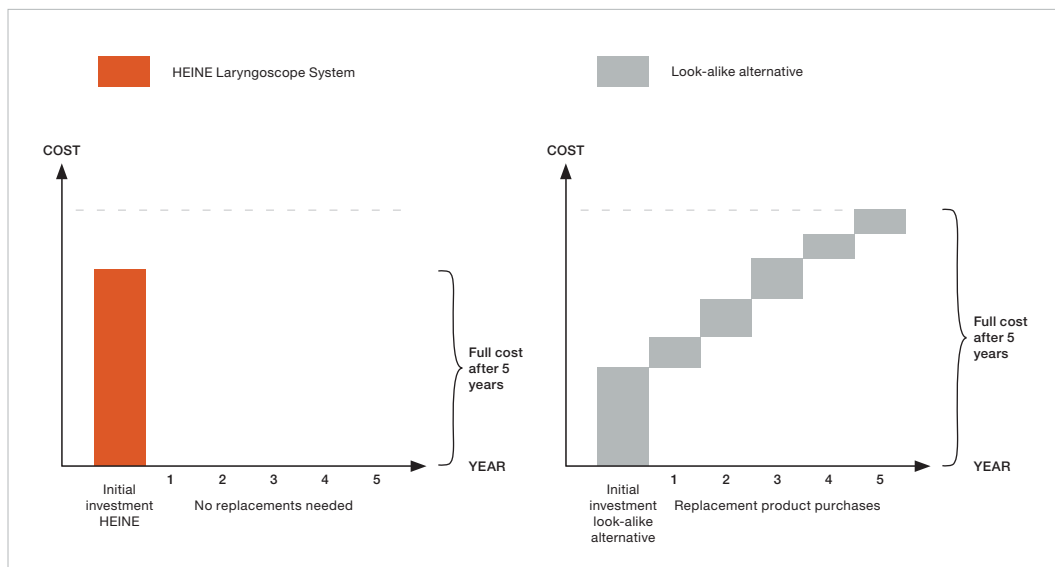
HEINE Laryngoscopes outlast and outperform other systems. They incur almost no operating costs and actually represent a lower investment overall when compared to “less expensive” look-alike products. This is why thousands of hospitals and institutions worldwide trust in HEINE quality when deciding on laryngoscope systems.

Reliable performance over years

An initial investment in reliable performance of HEINE Laryngoscopes will pay off in the first several years of use, but the real value extends beyond. Today at many institutions our Classic+ Laryngoscopes are still performing after 20 years or more of daily use.

The high cost of low quality

Other systems can incur 30% or more in total costs over 5 years of service, due to the high failure rates and subsequent replacement costs of the laryngoscopes caused by reprocessing. HEINE Classic+ Laryngoscopes come with our illumination guarantee, even with repeated autoclave cycles, and typically incur no replacement costs due to failure in the same time frame.



Cost model is based on average values compiled from completed cost analyses for a representative sample of institutions that subsequently converted to HEINE Laryngoscopes and handles. Example above is based on these values, as they apply to a 200 blade purchase where HEINE blades are twice the price of a look alike alternative and average estimated failure rates of the alternative laryngoscopes are as follows: 20% of the initial quantity in year 1, 40% of the remaining quantity in year 2, 60% (of the remaining quantity in year 3, 90% of the remaining quantity in year 4 and 100% after 5 years.



Cost savings HEINE Classic+ vs. look-alike alternatives due to less replacements

~30% per 5 years