



# THE FUTURE IS IN YOUR HANDS

See why an upgrade to our new, Welch Allyn® Exam Tools, featuring long-lasting LED lamps, are investments that offer value in more ways than one.

OUR GUARANTEED  
LED LAMP WARRANTY  
**7 years**  
**\$0 cost**



YOU COULD BE PAYING  
**\$1,218<sup>1</sup>**  
ON AVERAGE TO REPLACE  
HALOGEN LAMPS OVER 7 YEARS

You could be saving time and cost long-term on halogen lamp replacements when you switch to our new LED devices, including these additional enhancements.

	LED LAMP	LED LAMP WARRANTY	DEVICE WARRANTY	DIGITALLY-CAPABLE <sup>2</sup>	QUICK EYE ALIGNMENT	
<b>MacroView® Plus Otoscope 238-3</b>	✓	7 years	5 years	✓	NA	<b>Cost to Upgrade<sup>3</sup> = \$266</b>
<b>PanOptic™ Plus Ophthalmoscope 118-3-US</b>	✓	7 years	5 years	N/A	✓	<b>Cost to Upgrade<sup>3</sup> = \$267</b>



With the features you gain, and the replacement costs you could avoid on halogen lamps, isn't it worth taking a closer look at an upgrade?



Connect with your Hillrom representative today to learn more or visit [hillrom.com/physicalexam](https://hillrom.com/physicalexam)

<sup>1</sup> The assumptions set forth to derive this average cost was based around the following primary care office scenario: Exam rooms per clinician: 4; exam time per eye or ear: 30 seconds; exams per day/per clinician: 15; exam days per year: 250; Welch Allyn 2022 average list price for a 3.5 V otoscope/ophthalmoscope halogen replacement lamp: \$49.50; halogen lamp life: 18 hours; device drops per year: 4; chance of broken lamp in drop: 25%.

<sup>2</sup> Combine the MacroView Plus Otoscope with the Welch Allyn iExaminer System (additional cost) and a smart device to capture and save digital images.

<sup>3</sup> Cost difference to upgrade from a similar Welch Allyn halogen device, to our new LED devices set forth in this table.

Hill-Rom reserves the right to make changes without notice in design, specifications and models. The only warranty Hill-Rom makes is the express written warranty extended on the sale or rental of its products.