

To help you better understand this new product and highlight all the key features to your potential customer, please read this helpful FAQ.

Q: Which patient population can RetCam Envision™ be used on?

A: Pediatrics

Q: What training is required to use RetCam? What types of clinicians use RetCam?

A: Natus offers clinical training for NICU staff including nurses, technologists, neonatologists, technicians and/or pediatric ophthalmologists.

Q: Who will handle the installation of RetCam Envision once delivered to a customer site?

A: Direct: Natus field service will install

A: Indirect: Authorized distribution partner will install

Q: How many lenses are included with RetCam Envision? And what types of lenses are they?

A: One, 130° lens is included. There is the option to purchase a portrait lens.

Q: What makes RetCam Envision DIFFERENT from Retcam 3?

A:

New Features	Benefits
Innovative RetCam Light Shaping Technology	Provides uniform illumination and focus across the entire 130° field of view. Enhanced illumination of darkly pigmented retinas.
Detachable lenses	Designed to support high level disinfection (HLD), multiple lenses facilitate cleaning and sterilization while the RetCam Envision is in use, eliminating costly downtime between patients.
Connectivity – Optional Bi-directional DICOM	Bi-directional DICOM enables automatic uploading of patient demographics prior to starting the exam, eliminating timely manual data entry and human errors.
	Images are automatically sent to PACE once the exam is complete, securely storing images for future use and long-term archiving.
24" touchscreen display, adjustable height cart and lightweight handpiece	Improved efficiency, workflow and ergonomics

*DICOM (Digital Imaging and Communications in Medicine) is the international standard for the management and transmission of medical images and related data.

Q: What RetCam configurations are available for purchase?

A: There are two configurations of RetCam Envision: one with fluorescein angiography (FA) and one without. Once RetCam Envision launches in a market, the legacy RetCam configurations will become end-of-sale (dates vary with registration and availability).

Q: How do you quote RetCam Envision?

Scenario #1. Bartz Community Hospital is seeking a RetCam Envision, without FA.

Tips: Always include **RCE-LNS-DICOM** (RetCam lens 130 & DICOM bundle) whenever possible. Alternatively, we recommend to always include an additional lens.

Part Number	Description
RCE-SYS130	RetCam Envision, with 130, w/o FA
RCE-LNS-DICOM	RetCam lens 130 & DICOM bundle
99-100048	Imaging practice kit
SVC800 Install_INC	Installation and in-service
CLIN600RetCamOS	Clinical on-site training up to five hours

Scenario #2. Malloy University Hospital is seeking a RetCam Envision, with FA. They would also like the additional portrait lens.

Tips: Always include **RCE-LNS-DICOM** (RetCam lens 130 & DICOM bundle) whenever possible. Alternatively, we recommend to always include an additional lens.

Part Number	Description
RCE-SYS130-FA	RetCam Envision, with 130, with FA
RCE-LNS-DICOM	RetCam lens 130 & DICOM bundle
60-000092	RetCam lens, portrait
99-100048	Imaging practice kit
SVC800 Install_INC	Installation and in-service
CLIN600RetCamOS	Clinical on-site training up to five hours

Q: Are there additional supplies needed to use RetCam Envision?

A: Yes. Clear base ophthalmic coupling gel and cleaning/disinfecting supplies are needed for use, however Natus does not offer these supplies for sale.

Q: Are the lenses detachable for ease of cleaning and infection control management?

A: Yes. There is a NEW detachable portrait & 130° lens. *Note - our competitor's lenses do not detach. Natus recommends purchasing additional lenses for efficient cleaning/disinfection processes.

Q: Is training available to customers on our Natus academies?

A: Yes. Professional clinical courses, eSeminars and resources are available on our Vision Care Academy. RetCam owners have access to exclusive educational content to help support their successful use for patient care.

Healthcare solutions with one thing in mind. You.

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