

YOUR COMPREHENSIVE SELLING GUIDE

Midmark HEINE® Diagnostic Instruments





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The perfect partnership.

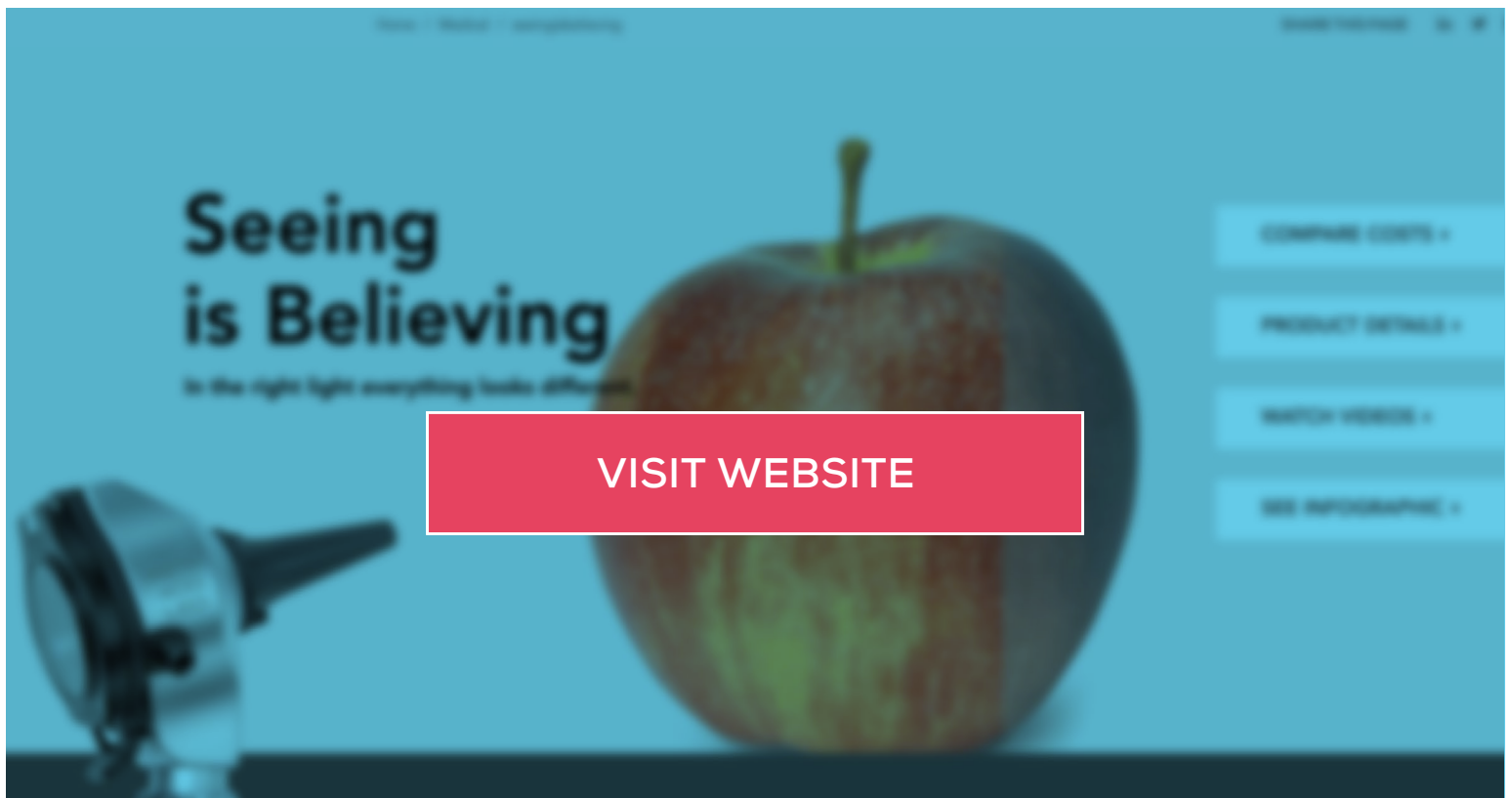
Healthcare organizations are faced with a unique set of challenges in today's rapidly evolving market. Value-based payment models have placed an increased focus on positive clinical outcomes—even the smallest detail can have an impact on the patient experience. That's why we partnered with HEINE, a respected manufacturer for over 70 years, to bring you the latest diagnostic instrument technologies.



A new opportunity comes to light.

When it comes to diagnostic instruments, you may not think there's much difference. They all do the same thing, right? Technically, they do—but some do it better.

LED Illumination + Superior Optics + Quality Design



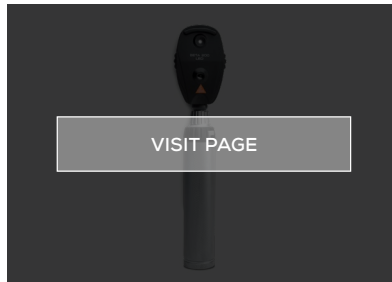
Midmark HEINE® Diagnostic Instruments

Setting a solid foundation for better care.

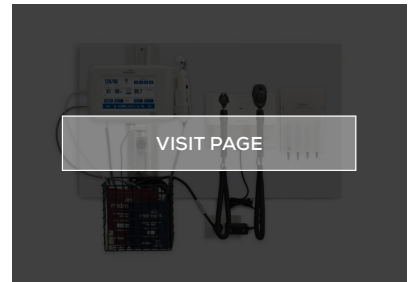
K180™ LED Otoscopes
+ Ophthalmoscopes



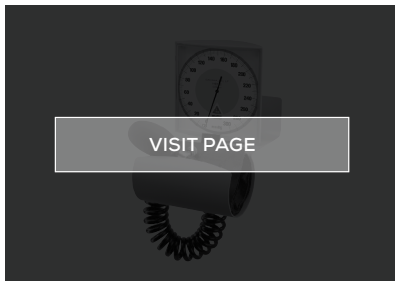
BETA® LED Otoscopes
+ Ophthalmoscopes



Midmark HEINE®
Wall Set Kits



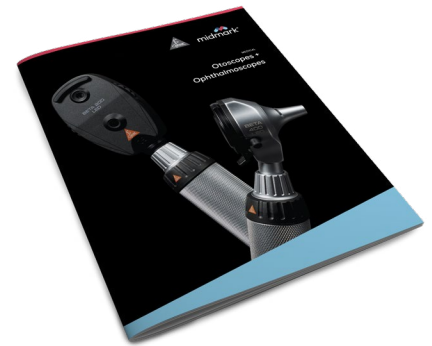
GAMMA™
Sphygmomanometers





Otosopes + Ophthalmoscopes

Diagnostic Instruments



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GAMMA™ Sphygmomanometers

Diagnostic Instruments



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Midmark HEINE® Diagnostic Instruments


Part numbers + pricing



Midmark HEINE® Ophthalmoscopes

COMPARISON CHART






PRODUCT FEATURES	HEINE BETA® 200	HEINE K180™
		
Performance		
Light Source	LED	LED
Color Temperature	LED: 3,300 K	LED: 3,300 K
CRI	Typ. 95 R9 typ. 93	Typ. 95 R9 typ. 93
Brightness Control	Continuous between 100 - 3% with one-finger operation	Continuous between 100 - 3% with one-finger operation
Optics	Aspherical Optical System (AOS) elliptical beam, reflex free	Precision spherical optics with proprietary glare-mitigating coating
Magnification	15x	15x
Field of View	5-10°	5-10°
Durability		
Sealing	Dust-resistant	Dust-resistant
Frame	Aluminum	Polycarbonate
Window	Scratch-resistant glass	Scratch-resistant glass
Light Source Life Expectancy	LED: typ. 100,000 hrs	LED: typ. 100,000 hrs
Function		
Lenses/Rekoss Disc	27	27
Range of Lenses	27 single lenses +1D steps from 1-10, 15, 20, 40 -1D steps 1-10, 15, 20, 25, 35	+1D steps from 1-10, 15, 20, 40 -1D steps 1-10, 15, 20, 25, 35
Apertures	5 - large spot, small spot, hemispace, slit, fixation star with grid	3 - large spot, small spot, slit
Filters	Red-free with all apertures, cobalt blue	Red-free, cobalt blue

Midmark HEINE® Otosopes

COMPARISON CHART



PRODUCT FEATURES	HEINE BETA® 400	HEINE BETA® 200	HEINE K180™
			
Performance			
Magnification	4.2x	3x	3x
Light Source	LED	LED	LED
Color Temperature	LED: typ. 3,500 K	LED: typ. 3,500 K	LED: typ. 3,500 K
CRI	Typ. ≥ 97 R9 > 93	Typ. ≥ 97 R9 > 93	Typ. ≥ 97 R9 > 93
Luminous Flux (without tip/with 4-mm tip)	LED: typ. 15 lm/typ. 5.9 lm	LED: typ. 15 lm/typ. 5.9 lm	LED: typ. 15 lm/typ. 5.9 lm
Brightness Control	Continuous between 100 - 3%	Continuous between 100 - 3%	Continuous between 100 - 3%
Depth of Field	Wide range of exceptionally sharp spatial images	Wide range of exceptionally sharp spatial images	Fixed
Field of View	3 mm	3 mm	3 mm
Durability			
Housing	Metal	Metal	Polycarbonate
Window	Scratch-resistant multi-coated glass	Scratch-resistant multi-coated glass	Acrylic
Light Source Life Expectancy	LED: typ. 100,000 hrs	LED: typ. 100,000 hrs	LED: typ. 100,000 hrs
Function			
Instrumentation	Optics flip open	Swiveling window	Swiveling window
Cleaning	Smooth surfaces, wide-opening window allows for easy cleaning	Smooth surfaces, wide-opening window allows for easy cleaning	Smooth surfaces, wide-opening window allows for easy cleaning
Pneumatic Testing	Sealed connection for optimal testing	Sealed connection for optimal testing	Available

Key Takeaways:

Midmark HEINE® LED Otosopes + Ophthalmoscopes

Great outcomes start with great care powered by great equipment. With Midmark HEINE diagnostic instruments, clinicians can see clearly, diagnose with confidence and provide patients with the care they deserve. Engineered for proper visualization, this equipment provides superior optics and magnification, high-quality illumination and color rendering, and a dust-resistant design.



- 1 Superior Optics + Magnification**
The BETA® 200 LED Ophthalmoscope is the only ophthalmoscope to use glare-free technology called the Aspherical Optical System (AOS). AOS redirects corneal reflections away from the examiner's path of sight, providing a crisp, clear view of the entire fundus.
The BETA® 400 LED Otoscope provides 4.2x magnification—the maximum possible magnification needed to obtain a clear view while maintaining focus within the ear canal.
- 2 LED^{HO} Technology**
HEINE was the first company to replicate halogen color-rendering index (CRI) properties and improve them using LED technology. The CRI indicates how colors are reproduced in comparison with daylight. Midmark HEINE diagnostic instruments have exceptionally high CRI values, ensuring that our customers can see colors as they truly are, contributing to a more accurate diagnosis and better outcomes.
- 3 Dust-Resistant Design**
The dust-resistant design protects the optical components and ensures maintenance-free operation.

Better view. Better care. Better outcomes.

Scan to learn more.



Seeing clearly is the key
to early, accurate diagnosis.



DOWNLOAD INFOGRAPHIC
GENERAL



DOWNLOAD INFOGRAPHIC
DIABETIC RETINOPATHY

Seeing is believing

The Aspherical Optical System



LED^{HQ} Technology



Commercial Insight Video



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MKT-00158

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