

DLCO Demo Experiences

Think global, let's share your Experience:

Please send us your actual demo experiences for a publication. They help your dealer friends all around the world and they help **you** sell.



Using the simulator in demo situations:

Just as we planned the use of the HR simulator in introducing EasyOne Pro is of immense benefit:

n d d is bringing new things to the table;
new things are always suspicious at first.

New things need to be proven.

New things, if they give different results, people believe are wrong.

What always was is always right.

We hate changes implied upon us.

n d d's new approach:

- a **portable** unit that can be set up in just minutes and is ready for use almost instantly.
- **no calibration** needed whatsoever
- **doing DLCO outside** the "save environment" the lab; far from having experts making sure that equipment as previously used work fine and on are on target

n d d's new technology

n d d's new ease of use

In 3 cases in Australia Viasys was the equipment in place:

The operators and scientists working with the Viasys systems were used to their numbers and were confronted with the fact that:

- with n d d EasyOne they were all reading **5-6 units higher** Then the simulator came into action and the true situation was discovered:
- Sensor Medics equipment (all 3) were reading **5-6 units lower against the simulator**
- n d d EasyOne was reading **right on target of the simulator**
- needless to say that the Sensor Medics equipment was **properly calibrated** as per the norms of the concerned laboratories.
- Very concerned laboratories ... as it turned out

So expect some stir when you do your EasyOne Pro demo. Be prepared and have your simulator ready. It helps your sales. And you help to bring Quality into the LFT labs.



Our dealer in Australia is now preparing to rent out the calibration check services with their simulator to help the concerned professionals out there to find the true status.

And EasyOne Pro has already a name quite different from the initial plan:

- **Portable DLCO; DLCO to go**

More likely to the new truth:

- **Precise DLCO; DLCO to stay...**

The TLC issue

TLC_{SB} versus TLC_{bodybox} and TLC washout also gets another meaning:

Many of the users when checking their TLC done by EasyOne Pro versus their other one are “surprised” to see that they are the same.

Sometimes difference is a shock and sometimes similarity is.

In any case the discussion around Punjabi (see our application note) is very appropriate in these circumstances and very well accepted.

And of course **Punjabi correction is implemented** in the new EasyOne Pro SW to be released.