



Launchplan

RBP-100



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Inhalt

1. Introduction	3
2. Positioning RBP-100:	4
3. RBP-100	5
4. Features	6
5. RBP-100 Models	7
6. Selling Points	11
7. Technical features	12
8. Packaging & content	13
9. Accessories	14
10. Frequently Asked Questions (FAQ)	15
11. Pricing*	16
12. Certificates	18

1. Introduction

In this launch plan we provide the most important information to facilitate market introduction of RBP-100.

Please review the table content.

With RBP-100, Riester introduces a new generation of medical devices for BP-monitoring. It is our aim to support reliable determination of patient's health data such as blood pressure.

This device is handy and clinical grade and can be installed in medical facilities of all kind. It is available in different versions: mobile, table, wall device and rail.

The user menu is comprehensive and supports the ease of use.

For a flexible approach to the patient RBP-100 offers several reading modes. Manual mode as well as fully automated (oscillometric) mode are available. The quality of readings is now enhanced by introducing the triple reading average mode. Thus, the „white-coat-effect“ can be addressed and eliminated.

A large, high resolution LCD screen provides very good visibility when reading results. To avoid skin reactions, skin friendly latex free cuffs are available in different sizes. Comprehensive table supports ordering and selection of spare parts.

Riester offers a variety of marketing support such as productfolder, pictures, banners, posters, videos and more. In addition, to allow fast penetration of this new device, your efforts are supported by an attractive price structure.

2. Positioning RBP-100:

The RBP-100 for safety and flexibility for medical practice

Clinical grade BP & Spot-Check



RBP-100®

Aneroid Devices



big ben®



ri-medic

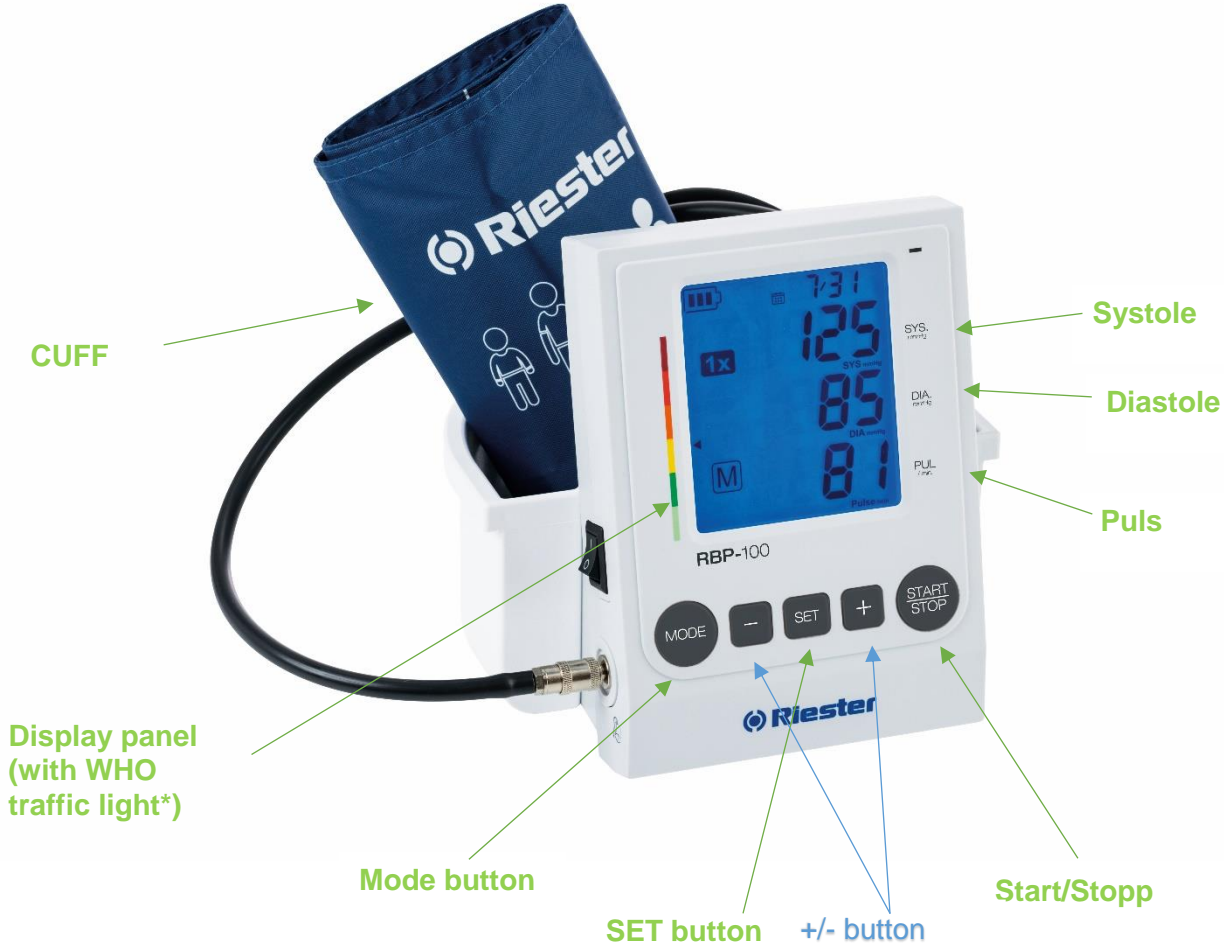


e-mega®

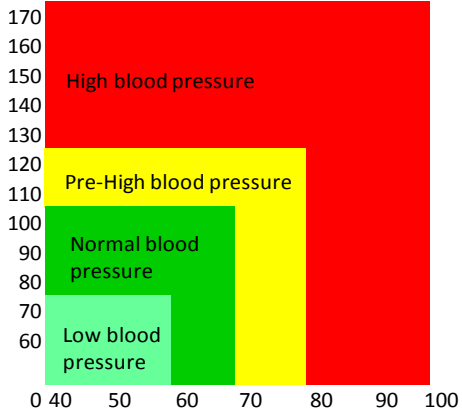


R1 shock-proof®

3. RBP-100



* WHO traffic light: Defined colour classification of the World Health Organisation



4. Features

Criteria	RBP-100	ri-medic
Easy to use	√	√
LCD display	√	√
LCD size, cm	7x8	5,5x12,5
Average mode	√	no
Measurement intervals: sec.	15 / 30 / 45 / 60	no
Memory	√ (210)	1
Cuff tube: cm	30	70
Tube prolongation: cm	250	240
Cuff size	M / L-XL (22 – 52)	L-XL (24 – 44)
Method: oscillometric and auscultatory	√	√
Arrhythmia detection	√	√
Systolic measurement: mmHg	60 - 255	60 - 270
Diastolic measurement: mmHg	30 - 200	30 - 170
Pulse: bpm	40-200	30 - 200
Measurement ± sec.	30-40	40
Deflation rate: auscu mode: mmHg	3	3
Battery	NimH	LED plumb
Battery capacity measurements	1,000	200
Battery included	all versions	only table and mobile
Adaptor + power cabel	√	√
Weight: gramm	510	2200
Table version with basket	√	√
Mobile version with basket	√	√
Wall version with basket	√	√

5. RBP-100 Models

Model	Wall	Table	Mobile	Rail
Dimension (cm/in) (L x W x H):	170x135x41 cm 67x53x16 in + basket	170x135x41 + basket	170x135x41 + basket and metal stand	170x135x41 + basket
Weight (gramm)	510	510	510	510
Metal stand Height adjustable: cm			75 - 120	
Storage basket: small plastic Size: LxWxH 250 x 90 x 200 mm (9.8 x 3.5 x 7.9 inc)	X	X	X	X
Adapter + power cabel	X	X	X	X
Rechargeable NiMH Battery 1,000 measurements	X	X	X	X
LCD Display 80 x 70 mm	X	X	X	X
Cuffs including 30 cm tube & connector	M = 22-32 cm L-XL = 32-52 cm	M = 22-32 cm L-XL = 32-52 cm	M = 22-32 cm L-XL = 32-52 cm	M = 22-32 cm L-XL = 32-52 cm
Tube elongation 2.5 m	X	X	X	X
				Universal clamp for rail attachment

Optional: Storage basket: metal (size LxWxH: 230 x 230 x 250 mm (9.1 x 9.1 x 9.8 in))

Cuff in M (22-32 cm, 9-13 in) and L-XL (32-53 cm, 13-21 in) without D-Ring

- Skin-friendly Material (Latex free)
- Tube length 30 cm (12 in) with plastic flying connector
- Extension Tube length 2,50 m (98 in)
Device side end: 1 pc metal connector socket
Cuff-side-end: Plastic flying connector with metal connector
- Easy to handle due to quick lock

Optional: S cuff (14-22- cm, 6-9 in)

Metal stand:

- Height adjustable 75 cm (30 in) to 120 cm (47 in) with shock absorber
- Stable base frame
- Mobile with 5 wheels
- With basket

**Optional:**

Additional basket small for mobile stand,
25x9x20 (10x4x8 in), Art.-no.: 10392

Additional basket big for mobile stand,
23x23x25 (9x9x10 in), Art.-no.: 10393



Availability

RBP-100 Wall model



RBP table model



RBP-100 mobile



RBP-100 rail



6. Selling Points

Features RBP-100	Benefit RBP-100
State of the art hand held device	Small, light handy and mobile
LCD screen	Pleasant and easy legible
Auscultatory mode	Direct patient contact Verification of automatically generated data
Oscillometric mode	Automatic, fast measurement
Average measurement	For more safety for nurse, doctor and patient reliability (reduces the white-coat-effect)
Automatical Stand-by-Mode	Fast availablitiy, sustainable
Memory 210	Storage capacity for 210 readings
Arrythmia detection	Fast detection Patient protection
Available in 4 versions <ul style="list-style-type: none"> - Wall modul - Table modul - Mobile modul - Rail modul 	Flexible, as needed
Battery /AC adaptor with cable	Flexibility 1,000 measurements are possible
Quick connector	Simple and fast cuff change
Better price with the same features as existing more expensive devices	Affordable value for money
Certified in accordance with: ISO EN 13485 According to: 93/42 EWG	Medical Device Class IIa

7. Technical features

Operating conditions:	10 - 40 °C / 50 - 104 °F 15 - 95 % relative maximum humidity
Storage conditions:	-20 - +55 °C / -4 - +131 °F 15 - 95 % relative maximum humidity
Weight:	510g (including batteries)
Dimensions:	170 x 135x 41 mm (7x5x2 in)
Size metal stand	75 – 120 cm (30 – 47 in)
Basket (LxWxH)	250x90x200 mm
Size LCD screen	8x7 cm
Measuring procedure:	oscillometric, corresponding to Korotkoff method: Phase I systolic, Phase V diastolic
Measurement range:	60 - 255 mmHg – systolic blood pressure 30 - 200 mmHg – diastolic blood pressure 40 - 200 beats per minute – pulse
Cuff pressure display range:	0 - 299 mmHg
Resolution:	1 mmHg
Static accuracy:	pressure within ± 3 mmHg
Pulse accuracy:	± 5 % of the readout value
Voltage source:	NiMH Battery pack, 4.8V 2400mAh Mains adapter DC 7.5V, 1.5 mA
Battery run time	approx. 1000 measurements (after the battery pack is fully charged)
Battery included	All versions
Adaptor / power cable	Input: 100-240V AC 50/60Hz, 500mA; Output: 7.5V DC; 1.5A
Adaptor including 4 connector	Europe, UK, US, Australia
Cuff size	M, L-XL (22-52 cm), latex free
Cuff tube	30 cm
Tube prolongation	250 cm
How many cuffs are included	2 (M, L-XL)*
Measurement rates (sec)	15 / 30/ 45 / 60
Duration of measurement	30 – 40 sec.
Memory	210 measurements
Arrhythmia detection	Yes
Deflation rate: ausco mode mmHg	3
Reference to standards:	EN 1060-1 / -3 / -4; IEC 60601-1; IEC 60601-1-2 (EMC)
Expected service life	Device: 2 years or 10,000 measurements Accessories: 1 year
Cleaning	<i>cuff can be cleaned with a medical grade mild disinfectant spray (i.e. Cidex, Enzol, 10 % Bleach Solution)</i>

*Optional: Cuff size S = 17 – 22 cm

8. Packaging & content

Order Number	Standardunit
1742 1746 (nova - Indonesia only)	RBP-100 - Wall Wall panel Instruction for use 2.5 airtube with metal connector NiMH Battery pack (4 pieces), 4.8V 2400mAh AC/DC Adapter 7.5V, 1.5 mA (EU, US, UK, Austr.) Rating Label 2 Cuffs: M and L-.XL soft cuff: Velcro with a plastic flying connector includes Airtube 30 cm basket: small plastic
1740 1744 (nova - Indonesia only)	RBP-100 - Table Instruction for use 2.5 airtube (device side) with metal connector NiMH Battery pack, 4.8V 2400mAh AC/DC Adapter 7.5V, 1.5 mA (EU, US, UK, Austr.) Rating Label 2 Cuffs: M and L-XL soft cuff:Velcro with a plastic flying connector includes Airtube 30 cm basket: small plastic
1741 1745 (nova – Indonesia only)	RBP-100 - Mobile with sturdy mobile base Instruction for use 2.5 airtube (device side) with metal connector NiMH Battery pack, 4.8V 2400mAh AC/DC Adapter 7.5V, 1.5 mA (EU, US, UK, Austr.) Rating Label 2 Cuffs: M and L-XL soft cuff: Velcro with a plastic flying connector includes Airtube 30 cm basket: small plastic Optional: Additional basket small, 25x9x20, Art.-no.: 10392 Additional basket big, 23x23x25, Art.-no.: 10393
1743 1747 (nova – Indonesia only)	RBP-100 - Rail Instruction for use 2.5 airtube with metal connector NiMH Battery pack, 4.8V 2400mAh AC/DC Adapter 7.5V, 1.5 mA (EU, US, UK, Austr.) Rating Label 2 Cuffs: M and L-.XL soft cuff without D-Ring with a plastic flying connector includes Airtube 30 cm basket: small plastic

9. Accessories

Order Number	Accessory
162	S soft cuff with a plastic flying connector includes Airtube 15 cm
163	M soft cuff with a plastic flying connector includes Airtube 15 cm
164	L-XL soft cuff with a plastic flying connector includes Airtube 15 cm
10697	2.5 m Air Tube Device side: 1 pc metal connector socket Cuff-side: Plastic flying connector
10698	AC/DC Adapter 7.5V / 1.5 mA Inclusive standard adapter as well as US, UK, Australia
10696	NIMH AA Battery Pack Rechargeable NiMH rechargeable battery pack (4 batteries in one pack)

10. Frequently Asked Questions (FAQ)

How do I find the Setting Mode?

Please Press „SET“ Button when BPM in Stand-by Mode

How can I use the RBP-100 to do a manual BP?

Put on the cuff on patients arm as you normally do. For using 1xMode, press start/stop button when 1xMode is selected in Stand-by mode..

*Before inflation begins, BPM executes Soft Rest & Zeroing
Inflation begins*

What can I do in the Setting Mode?

Possibilities:

Select the Date & Time

Select 12 hour / 24 hour Format

Select 3x Mode Interval

Select Beep on/off

What ist he batterie runtime?

It is a minimum of 1,000 readings

How do I have to clean the cuffs?

The cuff can be cleaned with a medical grade mild disinfectant spray (i.e. Cidex, Enzol, 10 % Bleach Solution)

How often can I use the cuff?

The lifecycle of the velcro/seaming: 10,000 openings or closings

Which kind of patients can we measure with the RBP-100?

The RBP is valided for patient over 3 years of age.

11. Pricing*

Article-no: 1740**RBP-100 - Table**

Instruction for use

2.5 airtube (98.42 in) (device side) with metal connector

NiMH Battery pack, 4.8V 2400mAh

AC/DC Adapter 7.5V, 1.5 A (EU, US, UK, Austr.)

Rating Label

2 Cuffs: M 22 – 32 cm (8.66 to 12.60 in) and

L-XL (32-52 cm (12.60 to 20.47 in) soft cuff:Velcro

with a plastic flying connector

includes Airtube 30 cm (11.81 in)

basket: small plastic

Price in Euro: 151,10

*Price US \$: 175,28

Article-no: 1741**RBP-100 - Mobile with sturdy mobile base**

Instruction for use

2.5 airtube (device side) with metal connector

NiMH Battery pack, 4.8V 2400mAh

AC/DC Adapter 7.5V, 1.5 A (EU, US, UK, Austr.)

Rating Label

2 Cuffs: M and L-XL soft cuff: Velcro

with a plastic flying connector

includes Airtube 30 cm (11.81)

basket: small plastic

Price in Euro: 190,70

*Price US \$: 221,21

Optional: Additional basket small, 25x9x20 cm (9.84x3.54x7.87)

Art.-no.: 10392

Additional basket big, 23x23x25 cm (9.05x9.05x9.84)

Art.-no.: 10393

Article-no: 1742**RBP-100 - Wall**

Wall mount

Instruction for use

2.5 airtube with metal connector

NiMH Battery pack (4 pieces), 4.8V 2400mAh

AC/DC Adapter 7.5V, 1.5 A (EU, US, UK, Austr.)

Rating Label

2 Cuffs: M and L-.XL soft cuff: Velcro

with a plastic flying connector

includes Airtube 30 cm (11.81 in)

basket: small plastic

Price in Euro: 161,70

*Price US \$: 187,57

*Exchange rate US \$: 1,16

Customer Launchplan RBP-100

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Author: Bettina Lingenfelder

Article-no: 1743**RBP-100 - Rail**

Price in Euro: 156,00

*Price in US \$: 180,96

Instruction for use

2.5 airtube with metal connector

NiMH Battery pack, 4.8V 2400mAh

AC/DC Adapter 7.5V, 1.5 mA (EU, US, UK, Austr.)

Rating Label

2 Cuffs: M and L-.XL soft cuff without D-Ring

with a plastic flying connector

includes Airtube 30 cm (11.81 in)

basket: small plastic

Article-no: 1744 (1740)

RBP-100 desk nova

Article-no: 1746

RBP-100 wall nova ((1742)

Article-no: 1745

RBP-100 floor nova (1741)

Article-no: 1747

RBP-100 rail nova (1743)

12. Certificates

Approval RBP-100:

According to EU Directive 93/42 EWG

ISO EN 13485, Medical Device Class IIa

BIHS validated technology