

# Account business review template

# Agenda

- Introductions
- Philips IGTD
  - Who we are
  - How did we get here
  - Where are we going
- Account overview
  - Disposables
  - Assets
  - Contract overview
- Business review
  - 2-year purchase history
  - Year-over-year numbers per product
  - Quarter-over-quarter numbers per product
  - Overall IGT spend
- Recent support and resources
- Future opportunities

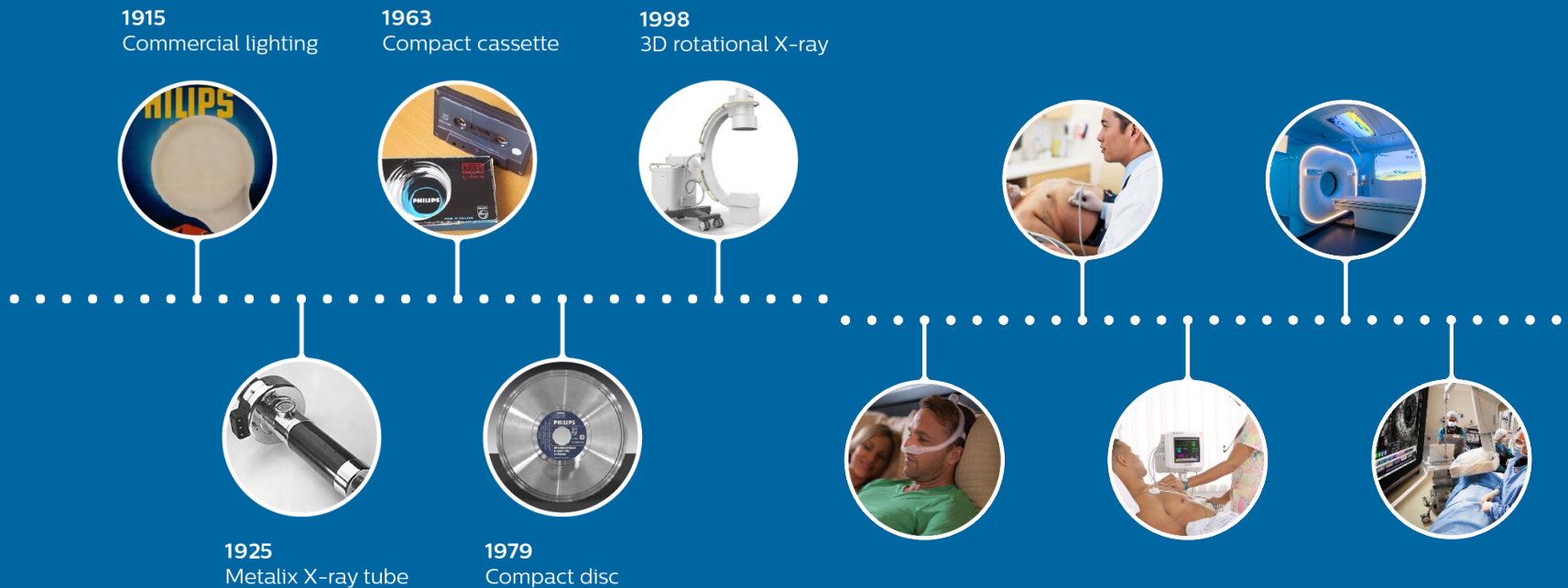


# Philips Image Guided Therapy Devices

# Philips' evolution into a healthcare company



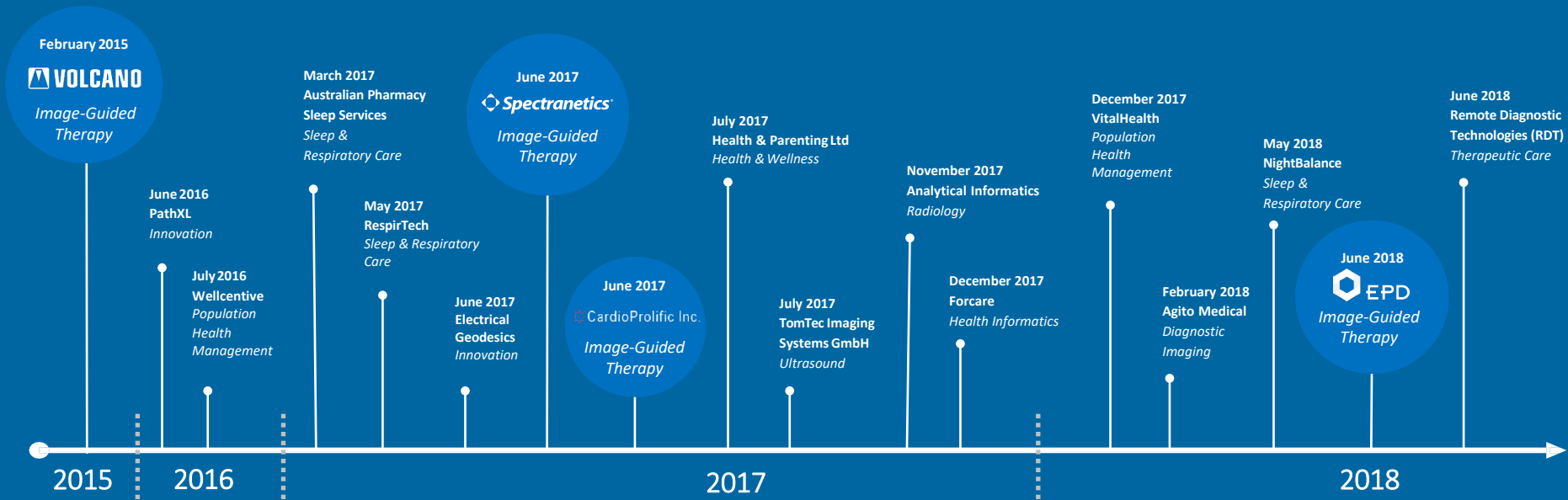
For over 125 years, Philips has been improving people's lives with a steady flow of ground-breaking innovations





# Recent Philips acquisitions

## Expanding our capabilities in health technology



# Philips Image Guided Therapy



## Image Guided Therapy

### Businesses

#### IGT Systems

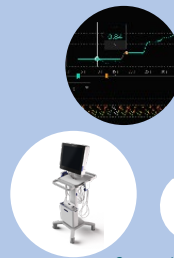


Fixed



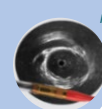
Mobile

#### IGT Devices



Functional Measurement (FM)

Coronary Intravascular Ultrasound (IVUS)



PV IVUS



Atherectomy



IVUS-guided re-entry



Drug coated balloon



Scoring balloon technology



3D ICE



Extraction tools

EP

#### EPD Solutions



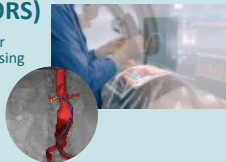
Dielectric Sensing



### IGT Solutions

#### Eclipse (FORS)

Real-time 3D fiber optical shape sensing of catheters and guide wires



#### Compass

Ultrasound needle visualization & tracking for improved drug delivery



INSITU

#### Cath Lab Managed Services (CLMS)

A comprehensive approach to technology management covering procurement, installation, commissioning, training, maintenance, upgrading and replacement of equipment at a fixed service fee.



#### Office Based Labs (OBL)

Orchestrating the details needed to open OBLs and ASCs including financing, site-planning, equipment, business solutions and operational support.





# Account name



# Account overview

**IDN:**

**GPO:**

## Assets

Product	Location	Contract	Service Agreement

## Disposables

Product	Location	Consignment	Service Agreement





# Contract commitment overview

**Current Contract Type:**

**Start Date:**

**Expiration Date:**

**Yearly Commitment:**

**Progress Toward Commitment:**

# Business review: 2-year revenue

- Include data from Revenue Report showing revenue from previous 2 years.

## Commentary:

- Overall % change
- Products:
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change

# Business review: Year-over-year revenue

- Insert data from Revenue Report showing total YoY numbers by product

## Commentary:

- Overall % change
- Products:
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change

# Business review: Quarter-over-quarter

- Insert data from Revenue Report showing QoQ Numbers by product

## Commentary:

- Overall % change
- Products:
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change
  - - % change



# Business review: Total Philips IGT revenue

- Peripheral Vasculature:
- Cardiology
- Lead Management:
- Systems (Capital):

Total:



# Recent support and resources

## Training and Medical Education


## Other




# Future opportunities

## Product Opportunities


## Educational Opportunities