

**NuBORNE™**  
500 Infant Warmer

## Product Presentation

 **international**  
**BIOMEDICAL®**

When it comes to newborn and infant care, reliable solutions are paramount to a child's development. International Biomedical's NuBorne 500 Infant Warmer is an affordable, feature rich microenvironment that provides dependable infant thermoregulation.

The NuBorne 500 allows caregivers to offer a high level of care with low cost of ownership. Designed for labor and delivery (L&D), the newborn care area, or the NICU, the NuBorne 500 delivers consistent warming support that is necessary for infant growth and facilitates the proven, successful clinical practice of developmental care.

The NuBorne 500 is easy to use, easy to clean, and backed by dependable International Biomedical after sales support.



## Sales Opportunities:

- ⦿ Labor & Delivery
- ⦿ NICU
- ⦿ Birthing Centers
- ⦿ Delivery Wards
- ⦿ Step Down Nursery
- ⦿ Emergency Rooms

## Worldwide Market Potential:

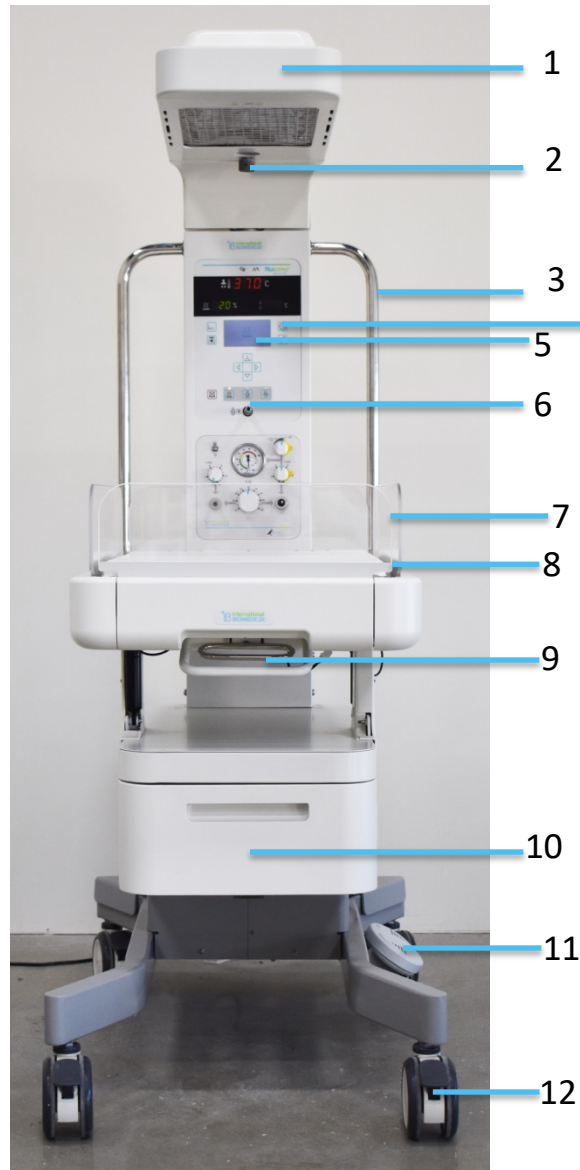
- ⦿ Over the next five years the industry overview of warmer growth (CAGR) is **a little over 7%**
- ⦿ Total number of warmers produced in 2016: > 30,000 units
- ⦿ The market report separates warmers into two styles: **Luxury** and **General**
- ⦿ **Luxury** is defined as a warmer with many accessories: scale, resuscitation, VHA, etc.
- ⦿ **General** as a warmer that provides the basic function of keeping the infant warm
- ⦿ Percent sold as **Luxury: 55%**
- ⦿ Percent sold as **General: 45%**

\*Data QYR Healthcare Research Center (4/2016); QYR only looks at GE, Draeger, F&P, Natus and very limited ATOM information

*Market data from 2016 worldwide (the latest published)*

## Feature Locations

The feature rich package provides quality care at an exceptional value



1. Dual side-swivel heater head assembly
2. Dimmable observation light
3. Accessory rails
4. APGAR timer
5. Microprocessor controlled color screen
6. Temperature probe receptacle
7. Easy-open sidewalls
8. X-ray tray
9. Self-locking tilt mechanism
10. Storage drawer
11. Adjustable bed height
12. Dual wheel, lockable casters (4)



## Standard Features



- ⦿ **Three care modes:** kangaroo, servo and manual
- ⦿ **Microcontroller** for temperature management
- ⦿ **LED/LCD combination color display**
- ⦿ **Visible and audible alerts** clearly communicate alarms
- ⦿ **Integrated APGAR timer** alarms at 1, 5, 10 & 20 minutes
- ⦿ **Front mounted temperature probe**
- ⦿ **96 hours of temperature trending data**

## Pre-Warm

- ⦿ **100% power for 10 minutes upon startup**
  - ⦿ **After 10 minutes, power automatically reduces to 50% indefinitely**
- ⦿ **All alarms are disabled**
- ⦿ **Does NOT require a temperature probe**
- ⦿ **Intended to keep the mattress warm until patient is admitted to the bed**

## Manual

- ⦿ **Controlled by % Heater Power – 0 – 100% in increments of 5%**
- ⦿ **“Check Baby” Alarm** - Occurs every 12 minutes if heater power is set above 25%
- ⦿ **Does NOT require a temperature probe**

## Kangaroo

- ⦿ **Heater Power automatically reduced to 25% to keep the mattress warm**
- ⦿ **High/Low Patient Temperature Alarm ACTIVE**
  - ⦿ Low Temperature Alarm—2.5°C BELOW set point
  - ⦿ High Temperature Alarm—1.0°C ABOVE set point
- ⦿ **REQUIRES a temperature probe – 3m probe length allows for mom to be near the bed**
- ⦿ **After 60 minutes, automatically returns to manual mode and sounds “Check Baby” alarm**

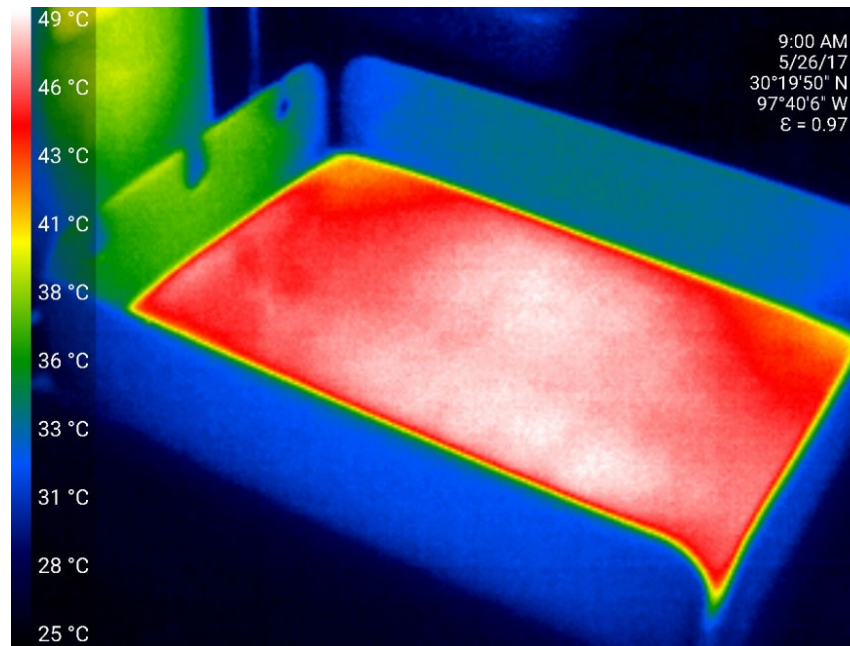
*Kangaroo care mode supports skin to skin and mother/baby developmental care concepts.*





## Warmer Head Features

- ◉ **Ceramic heating element**
- ◉ **Reflector profile design** provides uniform heat across the entire mattress surface
- ◉ **Dual side swivel heater hood** with automatic heater cut off



Thermal Image of NuBorne 500 Bed

## Standard Features



### Mattress Platform

Easy-to-open, removable sidewalls for clinician access and cleaning.

- Biocompatible Infant Mattress
- Mattress Size: 47 x 67 x 2.5 cm
- Maximum Patient Weight: 10 kg



### Vertical Height Adjustment

Quiet, smooth operation for an adjustable bed height of 90-110 cm, floor to bed.

## Standard Features



### Accessory Rail

Ideal for pole-mounted accessories, such as the optional IV pole (pictured).



### Adjustable Observation Light

Freely adjustable light intensity that provides full bed coverage (up to 1000 lux).

## Standard Features



### X-ray Tray

Clear acrylic x-ray tray that is lightweight but strong. Allows clinicians to take x-rays without disturbing the patient. Go digital by removing the x-ray tray and utilizing the digital cassette.



### Self Locking Tilt Mechanism

Allows easy Trendelenburg and reverse Trendelenburg positioning without disturbing the patient and is lockable within the range of  $\pm 12^\circ$ .

## Standard Features



### Lockable Wheels

Four dual lockable casters for easier mobility. (14 cm diameter)



### Storage Drawer

25 x 38 x 18 cm storage drawer allows for quick access to necessary supplies. Easy to remove and clean.

Storage Drawer Max Weight: 5 kg



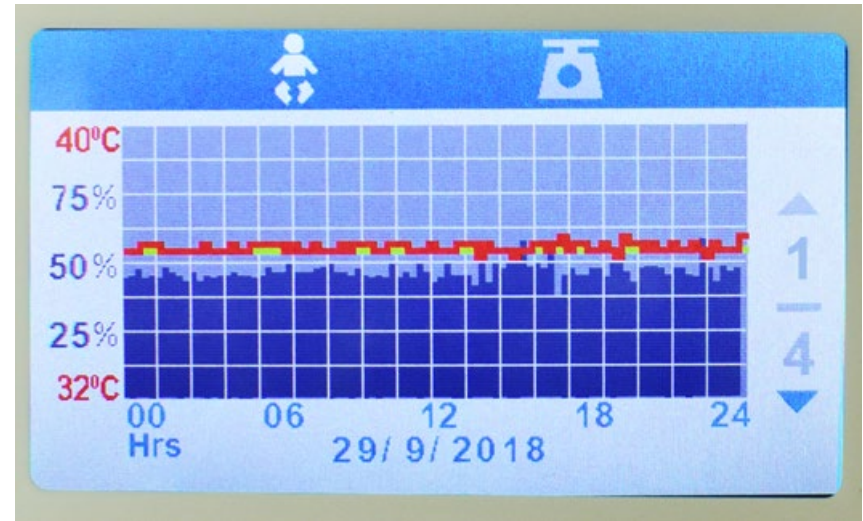
## Standard Features



### Color Display

Provides data trending, APGAR timer and scale\* function on a full color screen.

*\*If equipped.*



### Temperature Trending

View set and measured temperature trending data for up to 96 hours.



## Options

### Resuscitation

- Blender and two delivery outlets for T-piece and/or bag and mask resuscitation.
- Freely adjustable safety stops limit excessive PIP and L/min flow rate.
- Compliant with NRP guidelines for resuscitation.



## Options



### In-bed Scale

- Integrated and NAWI certified in-bed scale that provides quick and easy infant weighing.
- Allows for trending capability of the last 30 infant weights.
- Easy to follow audio and visual step-by-step weighing instructions shown on color display.

## Accessories

### Uninterrupted Power Supply (UPS)

- ⦿ The UPS system allows for mobility and the option to unplug the device and maintain power for transport
- ⦿ One plug powers both the NuBorne 500 and charges the UPS system\*
- ⦿ Zero downtime for on-the-go warming and resuscitation\*
- ⦿ Complete mobile unit that allows one piece of equipment to move from L&D to NICU or special care nursery
- ⦿ Up to 40 minutes of battery life

*\*If equipped.*



## Accessories

### Uninterrupted Power Supply (UPS)

- ⦿ The UPS system is rear mounted for quick access and easy maintenance
- ⦿ Mounting location does not interfere with the vertical height adjustment
- ⦿ Up to 40 minutes of battery life at 50% heater output



## Accessories



### Accessory Shelf

Perfect for support equipment such as monitors and resuscitation devices.

- Shelf Size: 28 x 28 cm
- Maximum Weight: 7 kg



### IV Pole

Mounts to both left and right accessory rail with 2 hook IV hanger.



### Cylinder Mounting

Quick release holders for air and oxygen cylinders. Does not interfere with VHA or UPS\*.

- ⦿ Diameter range 10 - 14 cm
- ⦿ Length range 29 – 66 cm



### Pressure Diffusing Mattress

Provides a comfortable and stable sleeping surface that helps reduce infant stress.

Mattress Size: 47 W x 66 L x 4 H cm

*\*If equipped.*

*Strictly confidential. Not for distribution.*

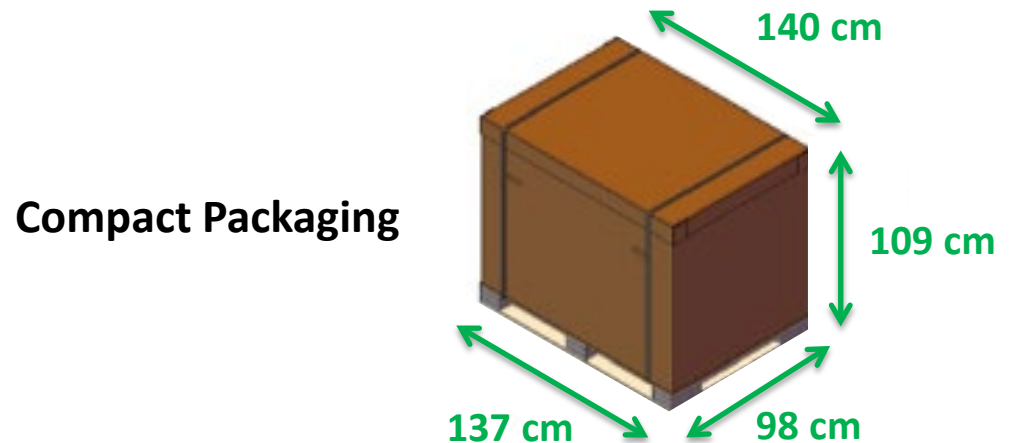
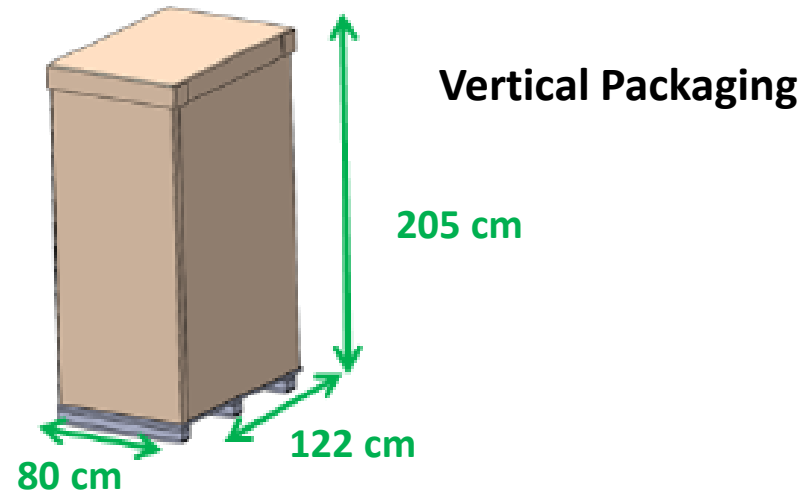


## What's in the Box?

- ⦿ Power Cord
- ⦿ Reusable Temperature Probe
- ⦿ Operators Manual
- ⦿ Service Manual

## Packaging Options

- ⦿ **Vertical Packaging**
  - ⦿ Prepared for sea freight
- ⦿ **Compact Packaging**
  - ⦿ Prepared for air freight



## Competition

### Fisher & Paykel Cosy Cot

- ⦿ **Product OBSOLETE as of September 29<sup>th</sup>, 2017**
- ⦿ Not an integrated system
- ⦿ Options 'stick out' – not streamlined
- ⦿ Foot controlled VHA
- ⦿ UPS restricts lower height level
- ⦿ Limited product portfolio
- ⦿ Unreliable service



## Competition

### AirShields– IICS 90

- ⦿ **OBSOLETE since 2010**
- ⦿ **Not microprocessor controlled**
- ⦿ **Difficult to move and lock into place**
- ⦿ **Old technology for warming**



## Competition

### Drager Resuscitaire – BEFORE 2013

- ⦿ Old design since 1998
- ⦿ No built in scale
- ⦿ Difficult to push (single wheel caster)
- ⦿ Drop down equipment storage bin
- ⦿ No trending capability
- ⦿ No heater shut off when head is rotated
- ⦿ Difficult to lock into position
- ⦿ Non-adjustable exam light
- ⦿ No labeling of VHA switch



## Competition

### Drager Resuscitaire – AFTER 2013

- ⦿ Re-design in 2013
- ⦿ No built in scale
- ⦿ No trending capability for temperature or weight
- ⦿ No digital x-ray tray
- ⦿ Non-adjustable exam light
- ⦿ Tilt wheel may take more time to adjust position



## Competition

### Atom Medical – I-103

- ⦿ Scale not integrated
- ⦿ Drawer not standard
- ⦿ Many add on features make it difficult to move





**Thank you and  
successful selling!**