

Carestream

DRX-Compass X-ray System Marketing Toolkit



**Carestream and you.
We're better together.**



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ABOUT THIS DOCUMENT

Carestream is committed to providing the marketing support and tools you need to increase sales. This marketing Toolkit offers the personalized elements you need to effectively promote the DRX-Compass X-ray System, including logos and photography, social media, e-blast campaigns, and a website. We want to help you energize your DRX-Compass X-ray System sales this year. And we're committed to providing all the tools you need for maximum success.

EXCITING NEW CAPABILITIES.

Versatility Meets Value.

Many facilities, maybe yours, would like to step up to the benefits of a full X-ray suite with advanced features. And of course, you'd also want the versatility, functionality and quality that you can rely on through the years and growth of your facility. But perhaps you've been waiting for the right one. Now it's here.

The CARESTREAM DRX-Compass X-ray System is your way forward to a successful future. It has just the right features and options to take your work to a new level of efficiency by meeting your most pressing needs now, and providing a clear expansion pathway as your needs evolve. Whatever your needs, the DRX-Compass X-ray System will keep you headed toward superb performance and a solution that will grow along with you.

Advantages at a Glance:

- Exceptional image quality to support accurate diagnoses.
- Scalable and upgradeable technology to help eliminate obsolescence.
- Wide selection of components to configure the ideal system for your needs.
- Advanced Smart Features to automate tasks and workflow steps that streamline processes, support radiographer productivity, save time and enhance patient care.



**Click Here to Download
the Brand guidelines**

LOGOS AND IMAGES



Using consistent, high-quality graphics and photography in your marketing materials reinforce your customers' perceptions of you and the products you sell.

We're providing logos and images for use across all marketing materials. Images are in high resolution for print and low resolution for use on the Web.

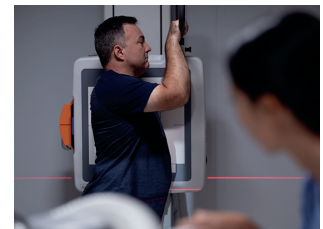
LOGOS



EQUIPMENT



PHOTOS



X-RAY IMAGES

In this toolkit, you'll find a sample of X-ray images. We're continuously building on this library and will notify you when new images become available.

Contact Carestream WW Marketing for any special image requests.



[Click Here to
Download the files](#)

COPY & VALUE PROPOSITIONS



Your website is often the first place end users will see if you have the products they need. Make sure it looks good and offers the most comprehensive purchasing decision information.

A Word document is provided with this kit that includes product details and value propositions you can incorporate into your website or other marketing materials.

We've also included product promotion artwork and files for creating custom headers or artwork for the web pages.



RADIOLOGIST



RADIOGRAPHER



*RADIOLOGY
ADMINISTRATOR*



PATIENT



*PHYSICIST AND
BIOMEDICAL ENGINEER*



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PRODUCT COMPARISON MATRIX



Use this sales aid to show the features and benefits of the DRX-Compass as a comparison tool to find the best fit for their inspection applications.

This page resumes the main differences but uses the Technical Specification documentation for more detailed information.

Specification	DRX-Evolution Plus	DRX-Compass
Wallstand	Vertical Movement-Motor (standard) Motorized tilting (Standard) Manual Angulation Functional lighting	Vertical motorization (Optional) LLI with vertical motorization (Optional) Bucky support cassette application Bucky in charging (Optional) Wireless on Demand bucky (Optional) Includes a rotational bucky tray & and Intermix tray (the Intermix is needed for a 4343 detector)
Table	Elevating & Floating 320 kg Weight Capacity Faster than Current More range than current Easy installation tabletop Rotation bucky Functional Lighting Tabletop carbon fiber (7 Al Eq)	Elevating with floating Elevating(QT-750) (Standard) Bucky support cassette application Bucky in charging (Optional) Mechanical link between Table bucky and TubeStand (optional)
Detector	DRX Plus 4343 Wireless CSI (Optional) DRX Plus 3543 Wireless CSI (Optional) DRX Plus 2530 Wireless CSI (Optional) Lux 35 Detector** (Optional) DRX-LC Detector (optional)	CSH Focus DR detector 4343 Wireless CSI (Optional) CSH Focus DR detector 3543 Wireless CSI (Optional) DRX Plus 4343 CSI Detector (Optional) DRX Plus 3543 CSI Detector (Optional) DRX Plus 2530C (tabletop application only) (Optional) DRX-LC Detector (optional)
Accessories	Remote control adds OTC longitudinal and vertical moving button DRX-LC Cart DRX-LC Stand Compression Straps Grid / Detector Holders Patient Handgrips Alternate Operator Controls Foot pedals for both sides of the table Weight Distribution Cap Table Pad	DRX-LC Cart DRX-LC Stand Access Point Physical grid (Optional) Remote Control (Optional) Compression straps Detector Holders Patient Handgrips Weight Distribution Cap Table Pad
Console & Software	Standard Enhanced Console Workstation All ImageView Options	ImageView (Swiftwater & Valhalla) Qvision ImageView (Digital-Ready Analog) Upgrade HDD capacity to 1TB
Regulatory Baseline	CFDA FDA CE Brazil – not in country list Seismic	CE FDA (510K & UDI) CFDA (for DR only)
OTC	5 Axis Movement X,Y,Z , alpha, beta 12 Inch Tube display Retain OTC Handle Reduced Tube head Profile Functional lighting Servo motorization Asymmetric collimation	Vertical Movement-motorized/manual Auto Tracking in the vertical direction- Standard Alpha movement motorization (Optional) Optional X/Y Movement motorization Optional Remote Control Optional Auto Long Length Imaging Beta Rotation Available as manual only 10.1 inch Display
Generator	65KW / 80KW Everest 2.0	40/50/65/80kw Single phase available
Tube	400KHu / 600KHu Canon/ Varian	200 / 300 / 400 KHU
Collimator	Ralco Manual Carestream Manual Automatic Collimator Dual Energy Collimator	Manual Collimator Automatic Collimator (Optional)
Differentiator Features	128 auto positions linkable to unlimited procedures/views, Auto LLI & Single Shot LLI, Smart Noise Cancellation, Functional LED Lighting, Dual Energy, Digital Tomo Synthesis, All Image View Options, Smart Positioning, Smart Technique, Smart Collimation, Bone Suppression (Optional), Pneumothorax and PICC software (Optional) Pediatric Optimization and Enhancement Software, Advance Tube Head Display software (enables changing of techniques at the tube head)	Bone Suppression Software, Pneumothorax, PICC Auto LLI & Single Shot LLI, Smart Positioning, Smart Technique, Smart Collimation, Smart Noise Cancellation, Extended Arm (tube), Pediatric Optimization and Enhancement Software, Advance Tube Head Display software (enables changing of techniques at the tube head)



[Click Here to Download the files](#)

SELL SHEETS



When we work together to promote products, you stand to gain more sales. Be sure to use these materials to create more awareness among your customers.

DRX-Compass Family



Click Here to
Download the files

WHITEPAPERS



WHITEPAPER
SmartGrid



WHITEPAPER
Bone Supression



WHITEPAPER Smart
Noise Cancellation

E-BLAST TEMPLATE & CONTENT



Sending a series of e-blasts to your customers in a predetermined time frame will help to keep your company top-of-mind when they need products.

As part of the Carestream DRX-Compass X-ray System advertising schedule, we're deploying a series of e-blasts to professionals that have opted-in to receive our messages.

We're providing the assets used in our e-blasts to use with your name and contact information.

YOUR LOGO HERE

DRX-COMPASS

X-ray System

Versatility Meets Value.

It has just the right selection of advanced features and options to take your workflow to a new level of efficiency.

- Exceptional image quality to support accurate diagnoses.
- Scalable and upgradeable technology to help eliminate obsolescence.
- Advanced Smart Features to automate tasks and workflow steps.

Navigate the All-New DRX-Compass Family X-ray System.

A solution that will grow along with you.

[Learn more](#)

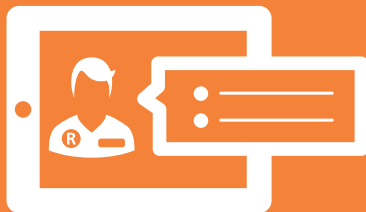
Carestream
Channel
Partner



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Download the files](#)

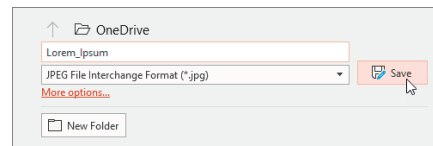
Instructions to create an E-blast from PowerPoint.

Email Marketing Campaigns
with Landing Pages
– Fast and Affordable!

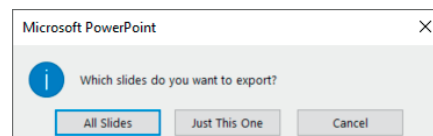


- ① **Download and open** the e-blast template provided in this toolkit.
- ② **Edit the text** with the information you want to send to your client.
- ③ Once the information is complete, in the slide thumbnail pane, on the left side of the PowerPoint window, select the slide you want to save.
- ④ Click **File > Save As** (or Save a Copy if your presentation on OneDrive or SharePoint). Navigate to the folder where you want to save your slide.
- ⑤ Type the name of your slide image in the File name text box.
- ⑥ Click to open the **Save as Type drop-down menu**. Select one of the following image formats for your slide.

Select: **JPEG File Interchange Format (.jpg)**
or **PNG Portable Network Graphics Format (.png)**




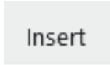

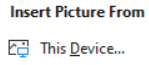
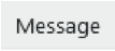



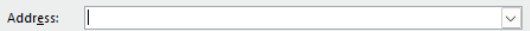
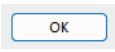
- ⑦ Click **Save**. Review the PowerPoint dialog box, and select **Just This One** to save your selected slide as an image.



Instructions to send an E-blast from Outlook.

Email Marketing Campaigns
with Landing Pages
– Fast and Affordable!



- ① Open a new email on Outlook. 
- ② Click on the insert command. 
- ③ Click on the “pictures” icon  and select the option “This Device”, choose the e-blast image you created on PowerPoint. 
- ④ Click on “message” 
- ⑤ Select the image and then click on the option “Center text” 
- ⑥ Once the image is centered, click on the “link” icon 
- ⑦ In the pop-up window, choose “Existing File or Web Page”. 
On the “Address” field,  copy and paste the website address of the landing page or the page you want the e-blast to link to. We recommend checking that the link is visualized correctly on your browser first.
- ⑧ Click on “OK” 
- ⑨ Choose the recipients, write the email’s “Subject” and click “Send”

That’s it!, You sent an e-blast from your email quickly and easily.

LANDING PAGE TEMPLATE




Carestream is actively promoting the DRX-Compass X-ray System through e-blast campaigns with a landing page.

You can use this example landing page to create your own branded landing page using the website artwork and copy content supplied in this toolkit.

YOUR LOGO HERE

Navigate New Directions in Performance.




DRX-COMPASS

Advantages at a Glance


- Exceptional image quality to support accurate diagnoses
- Scalable and upgradeable technology to help eliminate obsolescence.
- Wide selection of components to configure the ideal system for your needs.
- Advanced Smart Features to automate tasks and workflow steps that streamline processes, support radiographer productivity, save time and enhance patient care.

Navigate the All-New DRX-Compass X-ray System.



The Fastest Route to a Successful Imaging Future.

As you travel to the future of imaging, what's your next step? Perhaps you need to accelerate your X-ray workflow. Or add a new imaging solution to your facility to provide better patient care. Whenever you're located, we have the smart solutions you need: Full-digital imaging rooms and leading-edge mobile units. Wireless, shareable detectors and CR to DR retrofit kits. Affordable CR systems. Advanced digital images and our Managed Print Solutions service. And as always, the gold-standard in X-ray film technology.



Contact us!

Name*

Company*

E-mail*

Phone*

Carestream
Channel Partner



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Download the files

Be Social.



Where Should You Post?

LinkedIn is an effective platform for sharing informative content. Professionals who are on LinkedIn are looking for opportunities to connect with others in their industry to learn and grow together.

Facebook promotes the “human” side of the brand and lets you connect with customers in a less formal way.

Twitter is a place to see the latest news and “what’s happening.” It’s common to use Twitter for content marketing.

Instagram helps show off company culture and can also portray the “human” side of your business.

Use Social Media to Engage with Customers and Prospects on the Platforms They Prefer.

Most of your target audience is using social media to find industry-related news and education. Be proactive and connect with your prospects and buyers on the social platforms they use.

- 92% of B2B buyers use social media platforms specifically to engage with industry thought leaders (Bambu, 2019).
- More than 50% of revenue across 14 major industries is generated by social sales. 75% of B2B buyers and 84% of C-level executives are influenced by social media when making purchasing decisions. (smallbizgenius, 2020)

Connecting with customers and prospective customers can benefit you in several ways:

- Build/strengthen relationships
- Introduce yourself to non-customers
- Expose your content to a broader audience
- Create opportunities to engage with customers and prospects

What Should You Post?

LinkedIn is more of an educational platform. Feature informative industry content rather than sales literature on your company’s LinkedIn page.

- Share blogs. Embed a link to one of the blogs we’ve provided in the toolkit. Be sure to comment on why the information is relevant to your audience.
- Share an industry article that would interest your prospects and customers or insights you’ve learned from a recent webinar or customer visit.*
- Share a photo and interesting comments from a customer visit.* Link to your company website.
- Share information about an upcoming event where people can meet you and your team. Include a link to your company website.
- Share photos and information about new products you are carrying. (It’s ok to do occasional product posts.) Link to your company website.
- Share news releases you have created – and don’t forget the link to your website.
- Make sure your sales team and other employees share the posts on their LinkedIn feeds, too. This will increase the number of people who see the posts.

*Always get permission from customers before posting any information about them.

Be Social. (Continued)



Where Should You Post?

LinkedIn is an effective platform for sharing informative content. Professionals who are on LinkedIn are looking for opportunities to connect with others in their industry to learn and grow together.

Facebook promotes the “human” side of the brand and lets you connect with customers in a less formal way.

Twitter is a place to see the latest news and “what’s happening.” It’s common to use Twitter for content marketing.

Instagram helps show off company culture and can also portray the “human” side of your business.

Facebook is the platform for more promotional and product-focused content.

- Use the product images we’ve provided in the toolkit. Add your personal comments to the post, and link the post to your company website.
- Rotate different product videos and images weekly.
- Post photos of your employees at work, having fun, and at events.
- Let people know about community and non-profit events you support.

The content you post on your Facebook and LinkedIn pages can be repurposed on your **Twitter** feed.

Much of the content you post on your Facebook and LinkedIn pages can also be posted on **Instagram**. In addition to showcasing company culture, Instagram is an ideal forum for showing off great photos.

Don’t Have Social Pages for Your Company?

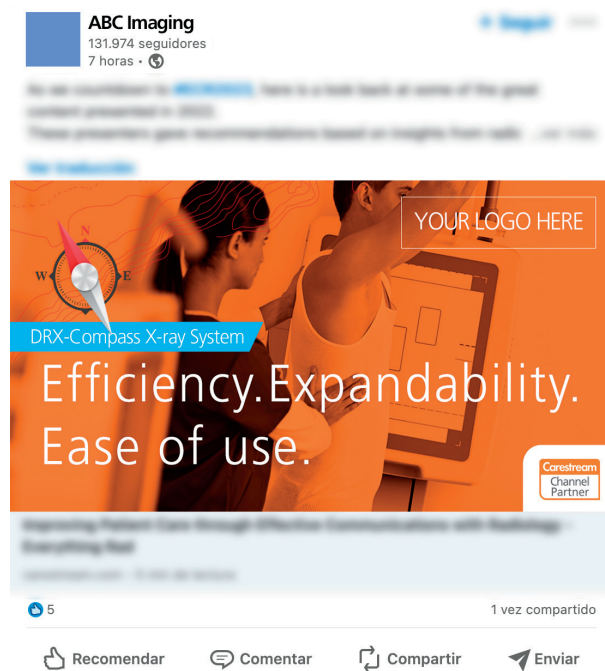
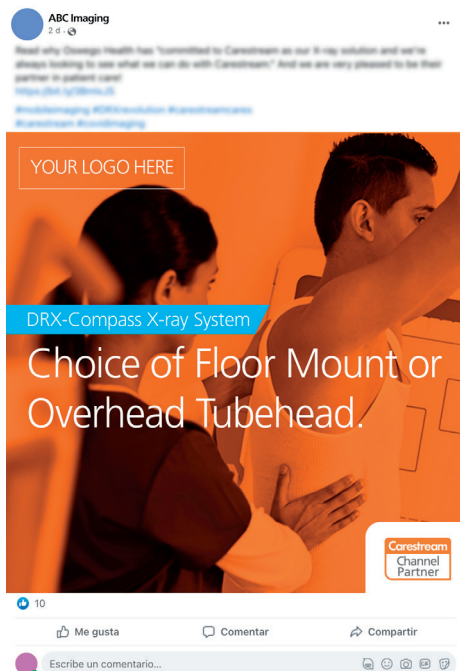
If your company doesn’t have branded social channels, then post the content on your personal social media. We recommend focusing on LinkedIn. Reason: it’s likely you and your employees have professional connections with your prospects and customers on LinkedIn. It’s less likely that their friends and followers on Facebook are in the medical imaging profession.

SOCIAL MEDIA SUPPORT



Most of your target audience uses social media to find industry-related news and education. Be proactive and find buyers where they prefer to hang out, rather than hoping they somehow find you.

Today, it's essential to integrate social media into your marketing activities. We've created a social media post and artwork for you to use in your Linked In, Facebook and Instagram accounts.



Click Here to
Download the files

PRESENTATION PPT



A PowerPoint is provided for you to present the DRX-Compass X-ray System your way. If you have any questions, don't hesitate to contact us.

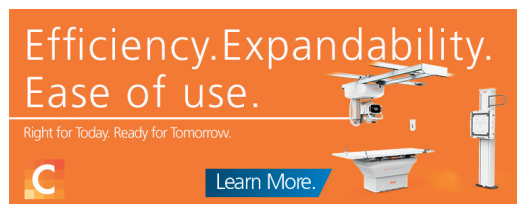


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E-SIGNATURE



Use this promotional E-Signature in your Email communications to spread the word to customers about the DRX-Compass X-ray System with every touch!



[Click Here to
Download the files](#)

PROMOTIONAL VIDEO



Share our promotional videos to promote the DRX-Compass X-ray System dynamically and its full potential to your customers.



[Click Here to
Download the files](#)

3D ROOM PLANNER



Unlock the full potential of your medical imaging facility with Carestream's 3D Room Planner. Say goodbye to guesswork and hello to precision in equipment placement. Elevate your imaging capabilities and transform your space into a hub of efficiency and innovation. Experience the future of medical imaging facility planning today!



Click Here to go
to 3D Room Planner

CONTACT

At Carestream, we've worked closely with our end users for valuable insight into product improvements. We are committed to building supportive and interactive relationships using valuable insights to create better products and services.

We don't just make products. We listen to your needs with a solutions-based approach to meet your challenges. You can always count on us for the right combination of digital or film products to increase your productivity and profitability.

We offer real value because we value our relationships with you and your customers.

**Carestream and you.
We're better together.**

If you have any questions on improving your DRX-Compass X-ray System product marketing or special requests for marketing assistance, don't hesitate to contact us. Our goal is to provide you with all of the tools and support necessary for improved sales and success.

carestream.com



Rx only

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