

# “minisono” Sales Guide

2019. 02



## 1. Concept

- "Anywhere Anytime Anybody"
- It gives high performance enough to use anyone who needs ultrasound diagnostic system.
- It can be used scanning a patient and make a diagnosis quickly, anywhere with Tablet PC.
- The long-term target is replacing the compact system to the minisono.
- The minisono can appeal to the customers as following :
  - 1) Customers who want to carry it easily and use it for procedures of a hospital ward
  - 2) Beginners for Ultrasound system who can't spend budget to buy Ultrasound system.
  - 3) Skilled customers who want secondary system

## 2. Target Market

- MSK / Rehabilitation Medical Treatment
- Vascular
- Point of care
- Anesthesiology / ENT
- Surgery/ Ultrasound Guided Interventional
- Procedures of a hospital ward (Central line Insertion, Ascites/Pleural Puncture, F/U after surgery)

## 3. Product



minisono L3-12



minisono C1-6

- Tx Channels: 32ch
- Weight: L3-12 - 172g / C1-6 - 183g
- Scan time: 120 minutes
- Tablet PC: Microsoft Surface Pro
- Connection type: USB 2.0 type
- B-Mode
- Color Doppler Mode
- **Pulse Wave Mode**
- M-Mode
- Application: Small Parts, MSK, Vascular
- OS: Windows 10
- Caliper: Distance, Circumstance, Area, Volume
- Image Review: E-View
- DICOM 3.0
- Xspeed
- **Full SRI**
- **SCI**

### High Performance/Affordability

1. Miniaturization Technology
2. Supported PW mode

### Efficient Workflow

1. Optimized in a space-constrained environment (by zero footprint)
2. Light weight (No battery on transducers)
3. Max scan time is up to 2 hours (Standby mode : up to 4~5 hours)
4. High Brightness Display (Surface Pro)

### Built-in security features from Windows 10

1. Identity protection: MS Passport / Windows Hello
2. Information protection: BitLocker
3. Threat resistance: Window Defender/Device Guard

# I. Overview

## 4. Surface Pro

- **Use the 12.3" display with 2736 x 1824 (267ppi) High Brightness Display / Touch screen**
  - High resolution PixelSense™ (2736 x 1824) Display
  - Image review with fine IQ even in bright places
- **Provide various surface accessories / environment-friendly usability (Weight : 768g)**



UAG Metropolis Surface Go Case  
(Military drop-test standards)



Type cover, Mobile Mouse, Surface pen



Surface pro bag



Docking Station

- **Using Windows 10 security features for Surface**
  - The most security-conscious system for the medical environment
  - NSA adds Windows 10 and Surface to list for classified use

 디바이스 보호 Device Protection	 위협 방어 Threat Resistance	 신원 보호 Identity Protection	 정보 보호 Information Protection	 지능형 위협탐지 및 보호 Breach detection investigation & response
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## 5. Strong point

- Ultrasound diagnostic tool with handheld probes
- Easily carry it anywhere you need to diagnosis

### High Performance

- Applied FSRI, SCI Technology
- Available PW mode – Expanding diagnostic range
- Economical price with excellent performance

### Workflow

- Charging Probe from Tablet Battery
  - Scan time: 120 minutes
- 2736 x 1824 High resolution display
  - Can be reviewed images in bright places
- LED indicator for the system status
- Assigned frequently used function keys onto Keyboard



### Security / Data Sharing

- Strong security features from Windows 10
  - Identity Protection,
  - Information Protection,
  - Threat Resistance
- Wireless DICOM/ DICOM 3.0
- WIFI connectivity

### Portability, Design

- Compact probe
  - L3-12: 172g, C1-6: 183g
- Provide various surface accessories
- Dedicated storage bag for minisono
- Built-in Kickstand from Surface device

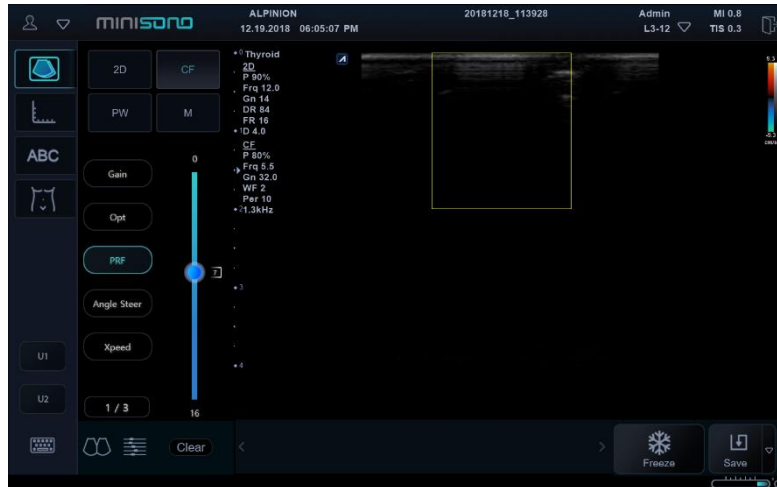
## 5. Strong point

- **LED Indicator : The system status in color at the bottom of the probe**
  - Blue : Operating
  - Purple : Freeze
  - Red : Shutdown (Forced shutdown condition with probe temperature rising to 48 degrees)



## 5. Strong point

- Assigned frequently used function keys onto Keyboard
  - Freeze/Unfreeze : Space key
  - Save : Korean/English and Alt Key of right side
  - Depth : Up/Down( ^ v ) arrow key
  - Gain : Left/Right(< >) arrow key





## II. Comparison (Tablet based Ultrasound systems)

- Support mobile devices
- Probe supports Linear, Convex or Phased array

	Alpinion MiniSono	Philips Lumify	Sonosite iViz	GE Vscan Extended	Siemens Freestyle
Model					
Release	2019	2015	2015	2016	2013
Main Target	MSK, Anesthesiology, ENT, Surgery	Primary Care, EM, OB/GYN, MSK	Primary Care, EM, OB/GYN, Cardiology	Primary Care, EM, Cardiology	Primary Care, EM, Anesthesiology, Interventional Rad.
System	MS Surface Pro	상용 Smart device (Android)	자체 Tablet(Android)	자체 Tablet	자체 Tablet
OS	Windows 10	Android	Android	N/A	N/A
Mode	2D, CF, M, PW	2D, CF, M	2D, CF, M	2D, CF	2D, CF
Feature	Xpeed, SA, THI, SRI	AutoSCAN	THI, Res, Pen	AutoCycle	Needle V, Trapezoidal mode
Probes	Wired L3-12 Wired C1-6	Wired L12-4, C5-2, S4-1	Wired L38v (5~10M), P21v (1~5M)	Wired Linear (3.3~8.0M) PA (1.7~3.8M)	Wireless L13-5, L8-3, C5-2
Probe Weight	L3-12 - 172g C1-6 - 183g	140~150g	120~130g	120g	243g
Scan time	120 min.	60 min.	60 min.	60 min.	90 min.



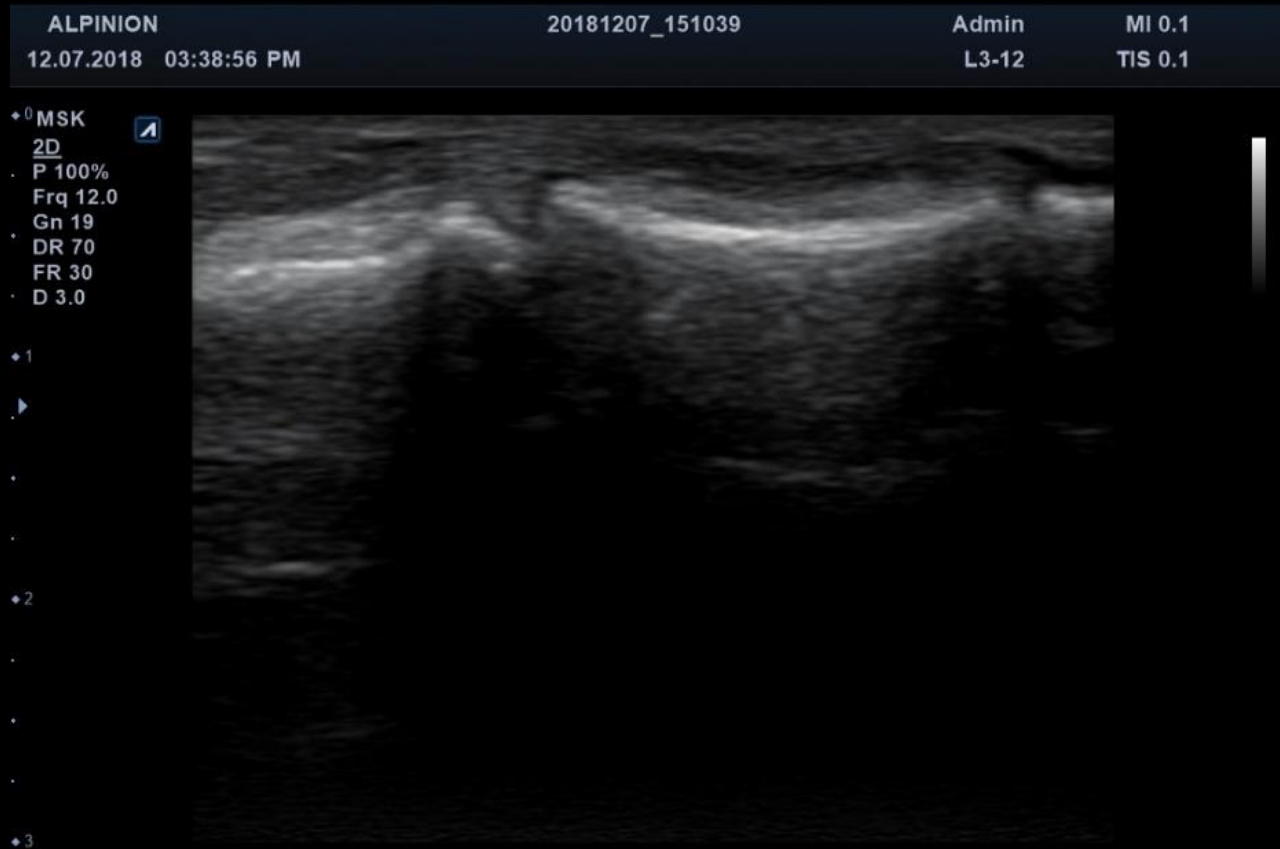
# Linear - Thyroid

- Higher Contrast resolution helps to differentiate various structures in different grayscale



# Linear – MSK Superficial

- Excellent visualization for Bone structure



# Linear – Peripheral Vein

- Good Penetration with differentiate various structures

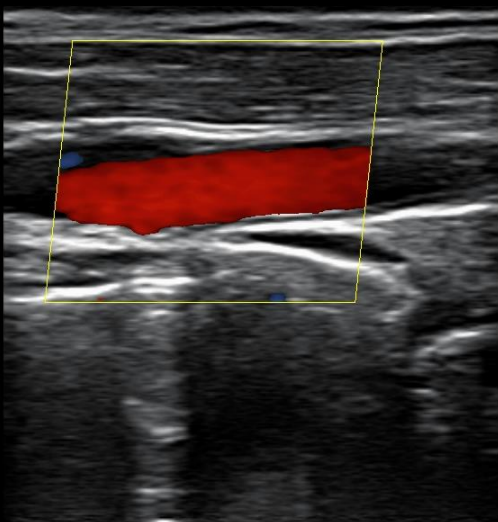


# Linear – Carotid

- Good PW Sensitivity

ALPINION 20181207\_151039 Admin MI 0.9  
12.07.2018 03:57:15 PM L3-12 TIS 0.4

0 Carotid  
2D  
P 100%  
Frq 12.0  
Gn 11  
DR 80  
FR 12  
D 4.0  
CF  
P 90%  
Frq 5.5  
Gn 28.0  
WF 2  
Per 5  
3.6kHz

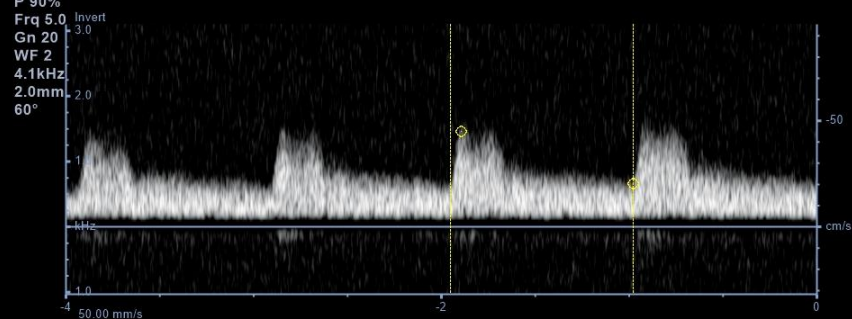


ALPINION 20181207\_151039 Admin MI 0.7  
12.07.2018 03:57:43 PM L3-12 TIS 0.6

PS 44.95 cm/s  
ED 20.35 cm/s  
S/D 2.21  
PI 0.87  
RI 0.55

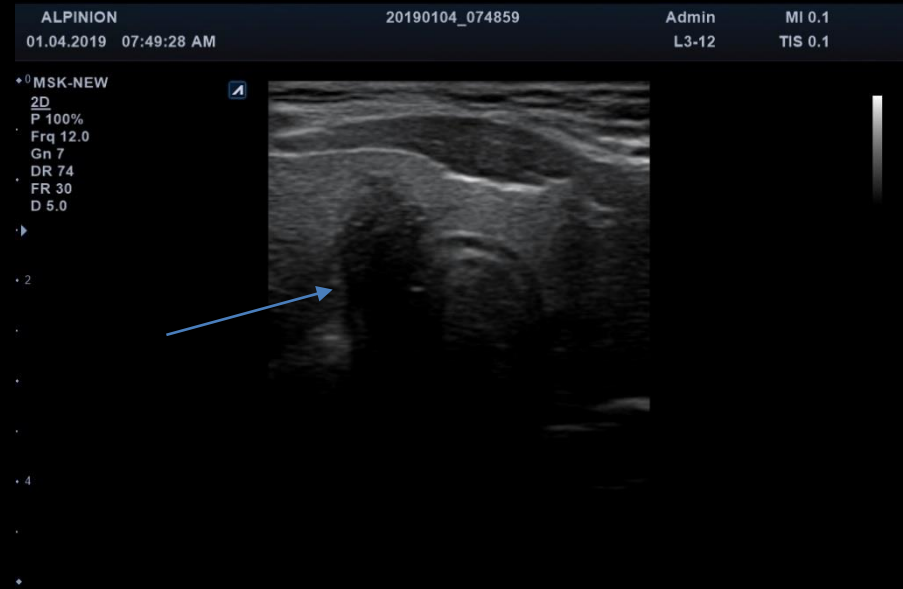
D 4.0  
CF  
P 90%  
Frq 5.5  
Gn 28.0  
WF 2  
Per 5  
3.6kHz

PW  
P 90%  
Frq 5.0  
Gn 20  
WF 2  
4.1kHz  
2.0mm  
60°



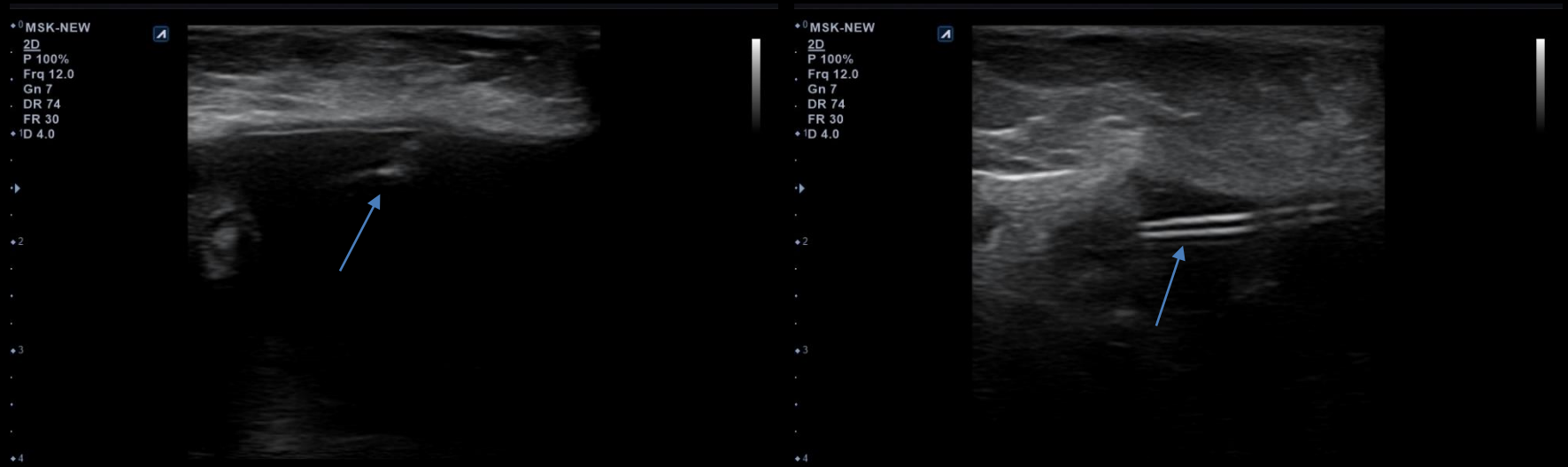
# Linear – Thyroid with mass

- Well represented mass in Thyroid parenchyma



# Linear – Catheterization

- Well represented Catheterization



# Convex - Abdominal

- Visualized abdominal up to 20cm





# III. SW Installation

- USB Stick contains Base SW, Application SW and User Manual
- The following SW must be installed before minisono is used (Must be connected probe to Surface when installing SW)
  - Base Software : MiniSonoBaseSetup\_v1.x.x.x.exe
  - Application Software: VI1000GI\_v1.x.x.x.r.Nausicaa\_quickpatient.exe

Application Name	Inatall
ODBC Load	Installed ③
Access Database Engine	Installed
Visual Studio 2013 Redistributable	Installed
Python 2.7	Installed
MSSQL 2012 express	Not Installed ②
Adobe Reader	Not Installed
Cypress FX3 USB	Not Installed
Ram Disk Setup	Not Installed
Ram Disk Load	Not Installed

① Press "Install" to install Base software

② Press "Install" in the window of MiniSonoSetting

③ If some files are not installed, press "Install All"

④ When all files are installed, tab **OK** to complete the installation Base software

Press "Next" to install Application software

- Rebooting is required when completed Base and application SW
- Once the Surface reboot is complete, you can find the minisono icon on your desktop
- Double-Tab the minisono icon to start the program





*"We are ultrasound professionals."*

[www.ALPINION.com](http://www.ALPINION.com)

**END OF PRESENTATION**

## Optimize for Medical Environment

minisono can be used in a variety of medical environments,  
It can increase the efficiency of diagnostic



## Portability & Connectivity

It is convenient to carry anywhere, anytime,  
Provides a convenient network environment.

