# Your global market leader of consumable respiratory and anesthesia products.





# **Expanding Clinical Solutions Aligned to Your Care Continuum**

SunMed is a respected North American manufacturer and distributor of one of the most comprehensive portfolios of consumable medical devices for anesthesia and respiratory care. For more than 40 years, SunMed has expanded their product offering by adding reputable brands such as

Salter Labs, Ventlab, Ethox Medical, and Westmed. The SunMed family of brands offers a product portfolio that spans the continuum of care from first responder to home care, with safety, patient comfort, and clinical performance in mind.



**Patient Safety** 

Intubation products to perform faster, less traumatic intubations

Anesthesia products that improve sedation safety



**Patient Comfort** 

Anatomic designs and soft materials that fit and feel better

All products designed with usability and comfort in mind



**Hospital Efficiency** 

Respiratory products that enhance procedure effectiveness

Rapid aerosol delivery that improves workflow and reduces FD LOS

### **Continuous Improvement**

Our relationship with clinicians, key opinion leaders, and industry leaders empowers us to lead innovations and provide continuous improvements to maximize product safety and patient comfort. SunMed's OEM and private label division

partners with leading medical device companies to design, manufacture, control, and deliver products that will grow their businesses.

## **Complete Continuum of Care**

From initial airway visualization to post-op monitoring, SunMed offers complete anesthesia and respiratory care solutions. Our expansive lineup includes EtCO<sub>2</sub> cannulas, disposable and reusable laryngoscopes, airways, pressure infusers, resuscitation bags, filters, circuits and oxygen delivery.



#### **Monitoring**

Oral/Nasal EtCO<sub>2</sub> Cannulas, Nasal EtCO<sub>2</sub> Cannulas, Masks, Sampling lines, CO<sub>2</sub> indicators, Blood Pressure Cuffs, ABGs

#### **Medication Delivery**

Nebulizers (Small Volume, Large Volume, High Performance), Valved Holding Chambers, Masks

#### **Oxygen Delivery**

Nasal Cannulas, Oxygen Masks, Supply Tubing, Humidifiers, Securement

### Airway Management

Disposable & Reusable Laryngoscopes, Bougies, Endotracheal Tubes, Laryngeal Mask Airways, Oral & Nasal Airways

#### Resuscitation

Manual Resuscitators, Hyperinflation Systems, T-Piece Resuscitators, CO₂ Indicators, Various Masks and Filters

#### Ventilation

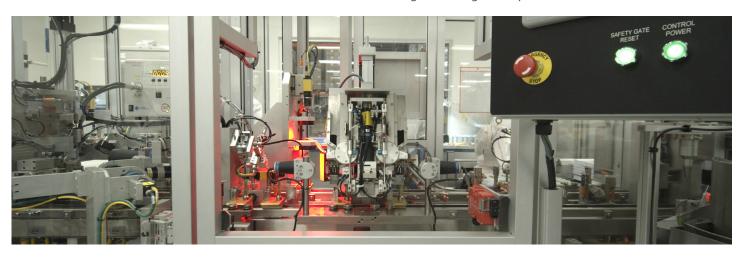
B/V & HME Filters, Circuits, CPAP Masks, Non-Invasive Ventilation Masks



# Minimizing Your Total Cost of Care Through Integrated Manufacturing and Logistics

Company-owned and controlled global manufacturing ensures flexibility and responsiveness for our customers. Over 80% of SunMed's family of products are produced at our Zhuhai, China, and Mexico facilities. Our key production capabilities include injection molding, extrusion, RF sealing, blow molding, dip molding, compression molding, durable goods, and assembly. Direct access to our manufacturing facilities allows SunMed's product engineering to be nimble and adaptive to customer requests.

Through our combined manufacturing capabilities, customers globally have greater access to our products. Our four distribution warehouses in Texas, Arizona, Michigan, and Belgium provide faster global supply chain responsiveness. The relationships we maintain with over 30 large and small U.S. distributors, and contracts with all major Group Purchasing Organizations (GPOs) provide more clinicians with the right products when patients need it most. And finally, our sales footprint spans over 100 countries and is now supported through our integrated operations.



### **Our Manufacturing Capabilities Include**

# Cleanroom and Sterile Manufacturing

- ISO Class 7 Clean Rooms
- ISO Class 8 Clean Rooms
- ETO Sterilization
- E-Beam Sterilization

# **Tool and Design Manufacturing**

- Mold Tooling Design
- · Domestic and Off-Shore Tool Build
- Tool Validation
- Wire and Sinker EDM Manufacturing Capabilities
- CNC Shop for In-House Tooling Fabrication

#### Molding

- · Injection Molding
- Extrusion Molding
- Compression Molding
- · Blow Molding
- · Dip Molding

#### Welding

- RF Welding
- Impulse Welding
- · Ultrasonic Welding

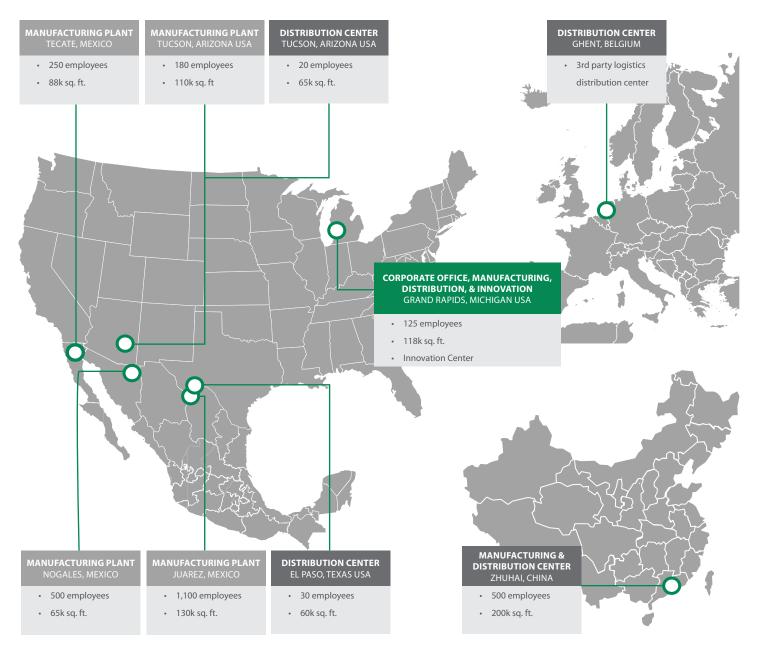
# Fulfillment and Supply Chain Management

- Vendor Managed Inventory (VMI)
- 5 Distribution Locations
- Kitting and assembly



## **Our Global Footprint**

Low-cost manufacturing footprint in Asia and North America with China, US, and EU distribution centers



**6**Global Manufacturing Sites

**820K+**Manufacturing Sq. Ft.

Global Distribution Sites

New Innovation Center

FDA Registered
All Manufacturing Sites

MDSAP Compliant
All Manufacturing Sites

**ISO 13485**All Manufacturing Sites

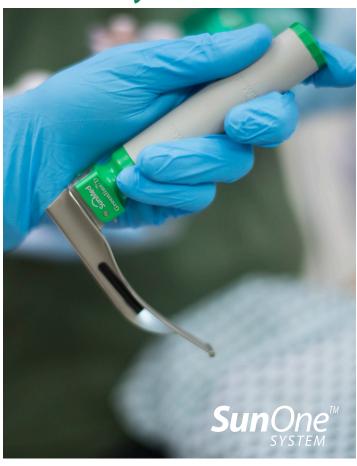
,

#### MOST EXPANSIVE LARYNGOSCOPE SELECTION

SunMed offers one of the largest selections of laryngoscopes available for difficult and routine intubations. The variety of blade and handle styles include popular features such as: fiber optic illumination, LED illumination, disposable materials,

mercury free batteries, non-painted blade surfaces, anti-glare finishes, specialty blades for unique intubations, and fully compliant with ISO Standard 7376.

# **SunOne<sup>™</sup> System**



SunOne™ is a complete single patient use fiber optic laryngoscope system that reduces the risk of crosscontamination commonly associated with reusable blades and handles. Each SunOne component is sterile and individually packaged, ready for patient use.

Featuring eight types of disposable fiber optic blades in a variety of sizes for both routine and difficult adult and pediatric intubations. All blades are compatible with the single patient use LED handles. With the large selection of laryngoscope blades, facilities can easily eliminate reprocessing costs for reusable laryngoscopes when choosing the SunOne System.



**Disposable Handles** 









**All-Metal Blades** 



#### **IntuBrite®**

Our unique Dual LED lighting system, combining ultraviolet and white LED light, provides clear illumination and definition to greatly improve visualization of the airway. Each blade is constructed from recycled aircraft aluminum, and the handles from aircraft aluminum. The two-click feature helps ensure bulbs in blade are securely engaged with power source.

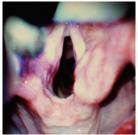
IntuBrite® features the full range for the OR, sizes as small as Miller 000 for the NICU, and configurations that simplify crash cart stocking help the entire hospital benefit from choosing IntuBrite laryngoscopes. IntuBrite blades are available in both sterile and non-sterile packaging and clinicians have the option for individually or combo packaged blades and handles.



#### **Dual LED lighting**

Blended ultraviolet and white LED illumination Improved clarity and definition without glare Outstanding visualization of the glottic opening Exceptional depth perception and tissue detail





IntuBrite Ultraviolet + White Dual LED



Competitive Fiber Optic LED





## AirFlow™

The single use Airflow™ Manual Resuscitator from SunMed can come equipped with an integrated pressure manometer to promote proper pressure delivery. Available with pre-attached bacterial/viral filter, oxygen reservoir, mask, and other components to give clinicians several configurations to choose from.



Integrated Pressure Manometer



Pop-Off Valve



Bacterial / Viral Filter



CO<sub>2</sub> Indicator



(Some limitations apply)



Inflatable O<sub>2</sub> Reservoir



Corrugated O<sub>2</sub> Tubing



Face Masks



PEEP Valve





# **Hyperinflation**

Available in five different pleated inflation bag sizes. Available with our signature integrated pressure manometer and components to create a custom system.



Inflation bags feature a patient port swivel to help the clinician move around the patient while maintaining proper resuscitation.











# Air-Q®3

The advanced, silicone Air-Q®3 helps deliver safety and confidence in airway management, no matter what airway challenges you face. The unique ET tube ramp and epiglottis elevator aid in fast, easy, and safe intubations.

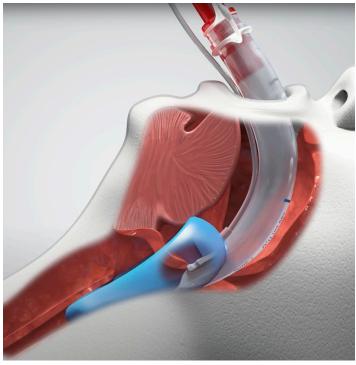












#### Air-Q®3 Intubating **ILA Airway provides**

- Anatomically correct placement of the masked airway
- Lifting of the epiglottis to maximize access
- Guide ramp to assist with ETT insertion and placement



**Epiglottis Elevator** 



# SalterSTAT™ EtCO<sub>2</sub> Cannulas

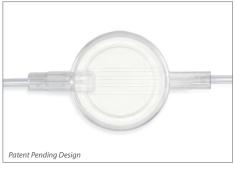
The SalterSTAT™ unsurpassed range of configurations helps healthcare systems improve patient safety by making capnography monitoring possible in more situations. Cannulas, masks, and sampling lines with innovative features make Salter's capnography products the most popular Luer-Style capnography products in the world.

# Compatible Reflective Connector



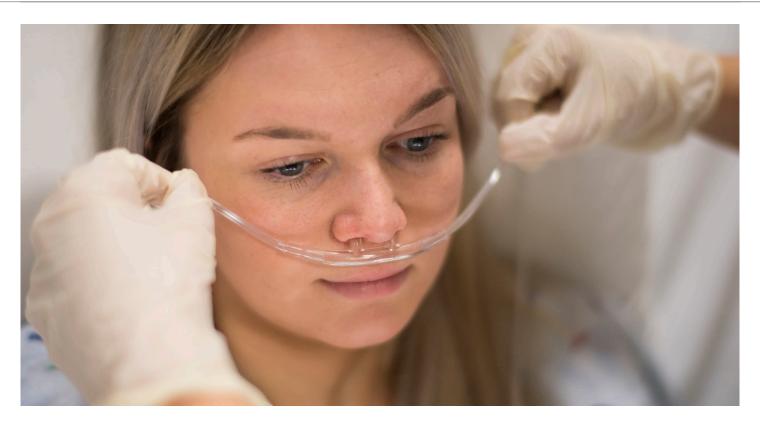


#### **Hydrophobic Filter**



# Nafion® Tubing for Long-Term Applications





# **16SOFT Oxygen Cannulas**

Curved, comfortable prongs fit gently into patients' nostrils without pressing too hard on the upper lip. Soft, pliable, stretchable tubing curves around the cheeks and ears, lessening pressure. The 16SOFT also features a slide bolo to resist twisting and turning of the tube.





#### **16SOFT Nasal Cannulas provide**

- Curved, tapered nasal prongs
- Comfortably shaped facepieces
- Lightweight feel
- Odorless
- Twist-resisting slide bolo
- Quality and wearability
- Ribbed connectors for easy gripping



# **Comfort Soft Plus® Oxygen Cannulas**

The unique elastomeric properties of the over-the-ear Comfort Soft Plus® tubing minimizes friction and shear forces on the skin at all contact points and acts as a "strain relief" when a patient turns their head. As a result, Comfort Soft Plus cannulas are more comfortable, enhancing patient compliance and therapy outcomes.



Standard Flow Cannula

# Comfort Soft Plus® Oxygen Cannulas provide

- A broad range of sizes from neonates to adults allows for system-wide standardization
- Enhanced comfort that increases patient compliance
- Direct economic benefits associated with the reduction of wound care expenses







The latex free Infu-Surg® Pressure Infusion Series is a safe, high-quality, reliable device for intravenous infusion, including A-line pressure monitoring. The Infu-Surg® is a cost-effective, trusted product that medical professionals have relied on for decades.



The Infu-Surg® Clarity offers a transparent panel for clear visibility of solution bag. The patient label and barcode on the solution bag can be easily scanned.



Three-way stopcock ensures precise control of pressure while the large oval bulb allows for quick bladder inflation, all with ONE hand



Solution bag hook enables easy bag changing without having to remove the Infu-Surg from the IV pole; keeps fluid bag in proper position while in use



360° view of the color-coded gauge facilitates accurate pressure monitoring while the safety pressure relief valve prevents over-inflation



### **InfuseIT™ Pressure Infusor**

InfuseIT™ pressure infusors are designed for ease of use. Faster inflation, individual hooks for solution and IV poles, and highly visible pressure gauge facilitate fast setup and easy maintenance. The enclosed valve eliminates the risk of fluids being trapped and hidden. Available in disposable and extended use reusable versions.



IV fluid bag hook is durable and easy to hang



Clear back panel provides full visibility of solution bag to monitor fluid level and easily scan patient barcode.





Disposable InfuseIT models feature either a stopcock vale for bulb thumbwheel valve

## **Nebutech® High-Performance Nebulizer with B/V Filter**



Every breath counts in aerosol delivery. The NebuTech® High-Performance Nebulizer rapidly delivers effective therapy using its unique bolus aerosol delivery pattern. Combined with the high pressure Salter Elite compressor, the NebuTech helps patients stay compliant to their prescribed aerosol therapy. NebuTech is the fastest growing jet nebulizer in hospitals, making the transition to home treatments easier.

# Outcomes vs 1-hour continuous nebulizer

In an emergency department (ED) study of children with moderate to severe asthma exacerbations, breathenhanced NebuTech® helped anxious asthmatic patients and their parents spend less time in the ED\*:



\* Wilkinson M. Comparison of nebulizers in ED in pediatric asthma patients. Abstract 4139.301. Presented at Pediatric Academic Societies (PAS) 2016 annual meeting. May 2016. Baltimore. MD.



#### **B/V Filter**



Bacterial and viral (B/V) filters help reduce the transmission of microbes and other particulate matter in the breathing system. Providing highly efficient filtration, the B/V filters are lightweight and shaped to reduce drag on the breathing system while ensuring patient comfort.

#### **Safety PEP**



Safety PEP allows PEP therapy simultaneously with aerosol treatment. Features include 10 settings selection, visible numbers with click-lock adjustment, maximum 20 cm  $\rm H_2O$  relief valve, and manometer port.



#### Cone

The cone creates a greater surface area to maximize capillary action and enables operation at various angles.





## **Hygroscopic Condenser Humidifier**

Hygroscopic condenser humidifiers (also called heat and moisture exchangers - HME/HMEF) effectively provide heat and moisture delivery/recovery for ventilated patients. Available in a variety of sizes and shapes, HCHs are compatible with leading breathing systems and come with or without filtration material.

## **Bacterial/Viral Filter**

Bacterial and viral (B/V) filters help reduce the transmission of microbes and other particulate matter in the breathing system. Providing highly efficient filtration, the B/V filters are lightweight and shaped to reduce drag on the breathing system while ensuring patient comfort.

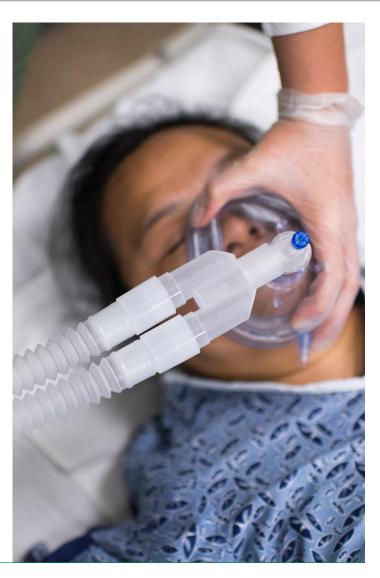




#### **Dual-limb Anesthesia Circuit**

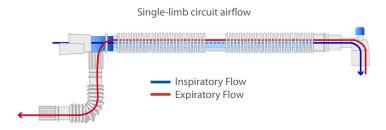
Dual-Limb circuits provide an extensive assortment of standard circuit configurations and customized designs. High quality tubing with flexibility and drapability and leak resistant connects allow for ease of use.





# Uni-Lim<sup>™</sup> and Pedi-Lim<sup>™</sup> Anesthesia Circuit

The Uni-Lim™ and Pedi-Lim™ Anethesia Circuits have a streamlined tube-within-a-tube design which eliminates twisting between the inspiratory and expiratory limb. These single-limb circuits also provide natural heat and moisture conservation properties to that of a standard circle circuit.





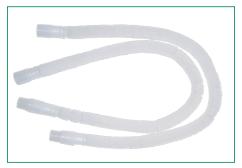
### **Customize your Circuit**

Choose from the following components to create a custom circuit to best meet your needs:



#### Bags

3 standard bag size options available (1, 2, and 3 L) and a 2 liter EZ gripper bag that is easy to grip with a gloved hand.



#### **Tubing**

Flexible and drapable breathing tubes available in corrugated or extendable options.



#### **Filters**

HME's, HMEF's, bacterial viral, and HEPA filters with Luer gas sampling ports available.



#### **Flex Extenders**

5.2" Flex Tubing with and without capped gas sampling port.



#### **Face Masks**

Unique ergonic mask shap that fits all facial configurations for improved sealing capabilities.



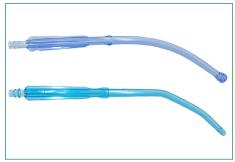
#### **Gas Sampling Lines**

Standard and swivel gas sampling lines



#### **Wyes and Connectors**

Elbows and parallel and swivel wyes available with and without port.



#### **Yankauer**

Sterile Yankauer with bulb tip and non-sterile Yankauer with regular tip available.



**Suction Tubing** 

#### **Clinical Collaboration**

#### 40+ YEAR REPUTATION FOR SUPERIOR QUALITY AND PRODUCT ENHANCEMENTS

The power of our partnerships with key clinical thought leaders drives our passion for improved patient care and outcomes. Innovations driven and designed by clinicians, for clinicians, have yielded world class products that help make their work more efficient and effective.

Our ability to globally manufacture and source consumable anesthesia and respiratory products gives our partners greater leverage and buying power. Working with SunMed®, our respected OEM solutions are supported by world-class engineering, clinical, and marketing support. We take the time to understand your go-to-market strategy and timing combined with the desired function and benefit of the product. Together, we help you drive down costs and improve patient care.

#### **Trusted by Our Customers**

We are respected as a preferred manufacturer of custom and private label products because of our ability to adapt to the needs of our customers and mission to surpass expectations in the market.

#### **Contracts with Industry Leaders**

The ability to supply a wider variety of products to a broader network starts with the foundations we have built with industry leading GPOs, IDNs and their contracting arms.





