



**Smart Solutions™  
for proton therapy**

**varian** | **proBEAM**




8.4M

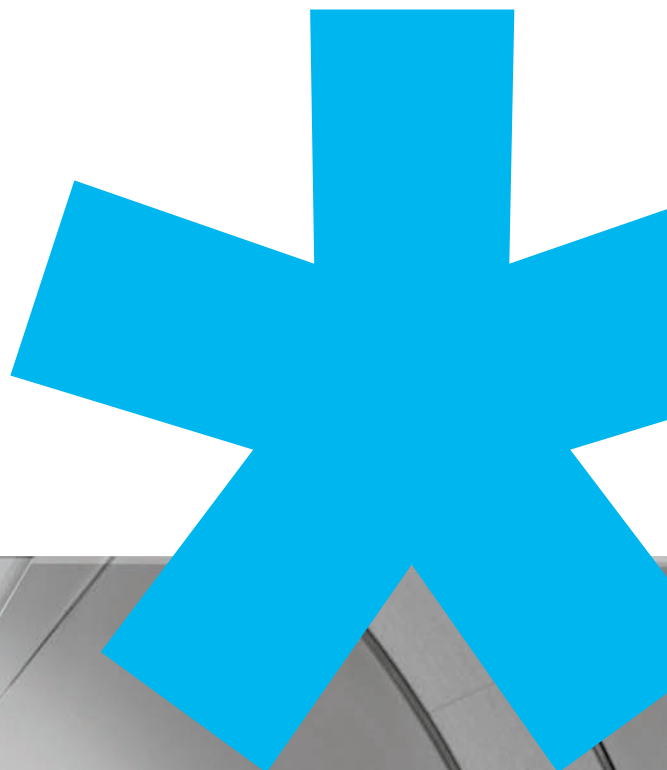
  
patients need radiotherapy today

20%

  
of those patients would benefit from  
Proton Therapy

1%

  
of those patients have access to  
Proton Therapy



# More patients deserve proton therapy

Cancer is strong, so it needs strong treatment. At the same time, every cancer patient deserves the best care with the least complications. Proton therapy addresses these challenges by delivering potent yet highly targeted cancer treatments. Varian has taken this advanced treatment to a higher level with our high-performance ProBeam® System, which uses pencil beam technology to deliver the most precisely controlled proton therapy available.

However, only 1% of cancer patients have access to proton therapy today. To deliver the treatment—and to operate the practice—successfully, you need a partner you can trust to give you the very best solution and guide you through the entire process of using it.

## Thrive in every moment

We're here to help you succeed in every moment so your patients, your practice, and your hospital will thrive. In fact, we measure our success by your success. We know that every minute counts in system availability so our expert engineers will work with you to optimize your system to ensure the highest clinical availability. We measure every minute of system downtime for all treatment rooms, even when patients are transferred to other rooms or rescheduled. Yet just keeping your proton system running isn't enough.

**We aim to deliver 99% system availability, performance, and quality so you can treat more patients safely and consistently.**

Our seasoned business consultants will help you strive to improve practice operations, from recruiting patients, to planning and delivering treatments, to maximizing reimbursements and avoiding unplanned costs. By partnering closely with your team, it is our goal to support you in treating every patient safely and on-time to provide the best care possible while running a successful practice on day one and every day.

# Our Smart Solutions™ and ProActive Services™ can help

Varian is here to help. Our goal is to make proton therapy more available, affordable, and referable. That's why we created the industry's leading services organization to surround every aspect of your ProBeam® system and your proton practice with expert care. Our Smart Solutions combined with ProActive Services will help you start up, scale up, and grow your proton therapy practice.



## Predict and prevent issues with ProActive Services

One of the most powerful ways Varian can support your success is through our ProActive Services Program. Our global experts and predictive approach will help keep your system running optimally and prevent unplanned downtime or unexpected costs so you get the best ROI from your proton investment.



**Preventative Maintenance**  
and periodic inspections optimize your system and accelerate fixes.



**System Updates and Software Support**  
ensure hardware and software operate safely and reliably.



**Spare Parts Replacement**  
provides on-site stock and rapid replenishment from our global inventory.



**Technical Operations**  
keep the system running including remote startup/shutdown, TQA, and real-time support, beam tuning and adjustments.

# Varian Smart Solutions™

To guide you on your journey toward proton therapy success, Varian offers support at every step with a full range of Smart Solutions—including financing, consulting, and training—plus ProActive Services to ensure smooth operations and maintenance.

**Varian will be by your side as you build your practice and deliver treatments, inspecting your system, observing your team, and sharing advice to help you provide the best possible care to your patients.**



## Financing

We will help you plan, fund and build your proton center with less financial and operational risk. We'll collaborate with you throughout the financing process to help analyze the business opportunity, assess legal and financial structures, and identify and secure sources of funding.



## Consulting

We will provide professional advice on how to market your practice, maximize income and minimize costs. We'll help you craft a business plan and build treatment schedules to maximize patient volume. We'll also teach your team how to optimize claims submittals, overturn denials, and avoid unplanned expenses for a more profitable practice.



## Education and Training

Varian will keep you up to speed with our comprehensive training programs supporting the safe and effective use of our systems. Hands-on labs, virtual classrooms, and training programs will help your technical staff keep equipment and software running smoothly. In addition, peer-to-peer education and clinical courses will teach your clinicians about new advances in treatment and workflow optimization.



## Support and Maintenance

We will keep your system up and running at optimal levels with Proactive Services™ support. From remote diagnostics and predictive maintenance to periodic software updates and global parts management, our comprehensive care is built on Varian's proven and standardized processes so you can trust that you'll get consistently great service anywhere, anytime.



## Your partner in proton therapy success

You want to provide the best cancer care for your patients, and we're here to help you deliver it with confidence. With our state-of-the-art technology, proactive methods, top talent, global scale, and track record of success, you can be sure that your proton therapy business is protected. Your investment will be safe, too, because we'll help you avoid costs across the lifecycle of your system so you get the best ROI out of your proton investment. Because Varian is the leader in oncology, you can trust that you're getting both the industry's leading proton system and proton services.

"We needed a partner willing, capable, and committed to ensuring overall project success. We found that in Varian. Long before a contract was executed, Varian's physics team consulted with us to ensure we understood the system's capability to meet our patient care needs; their design and installation team was at our side as we designed our building; their sales team transparently worked with us on a solution within our budget requirements; and their executive team walked with us through the entire process and continues to stand by our side today. We opened on time and under budget. We could not have done that without an incredible partner in Varian Medical Systems."

**Kevin Gessner**

Vice President of Operations, Executive Lead  
Cincinnati Children's Proton Therapy Center

**Together, with the strength of your team and of Varian, we'll deliver better outcomes for your patients, your practice and your hospital.**



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# varian

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Varian Medical Systems as a medical device manufacturer cannot and does not recommend specific treatment approaches. Specifications subject to change without notice. Not all features or products are available in all markets and are subject to change.

### Intended Use Summary

The Varian ProBeam Proton Therapy System provides protons for precision radiotherapy of lesions, tumors, and conditions anywhere in the body where radiation treatment is indicated.

### Important Safety Information

Radiation treatments may cause side effects that can vary depending on the part of the body being treated. The most frequent ones are typically temporary and may include, but are not limited to, irritation to the respiratory, digestive, urinary or reproductive systems, fatigue, nausea, skin irritation, and hair loss. In some patients, they can be severe. Treatment sessions may vary in complexity and time. Radiation treatment is not appropriate for all cancers.

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