

Improving Patient Care  
in Anatomic Pathology.



## KUBTEC Imaging Systems for the Gross Room



**KUBTEC**  
MEDICAL IMAGING

# How KUBTEC Specimen Imaging helps you improve patient care.

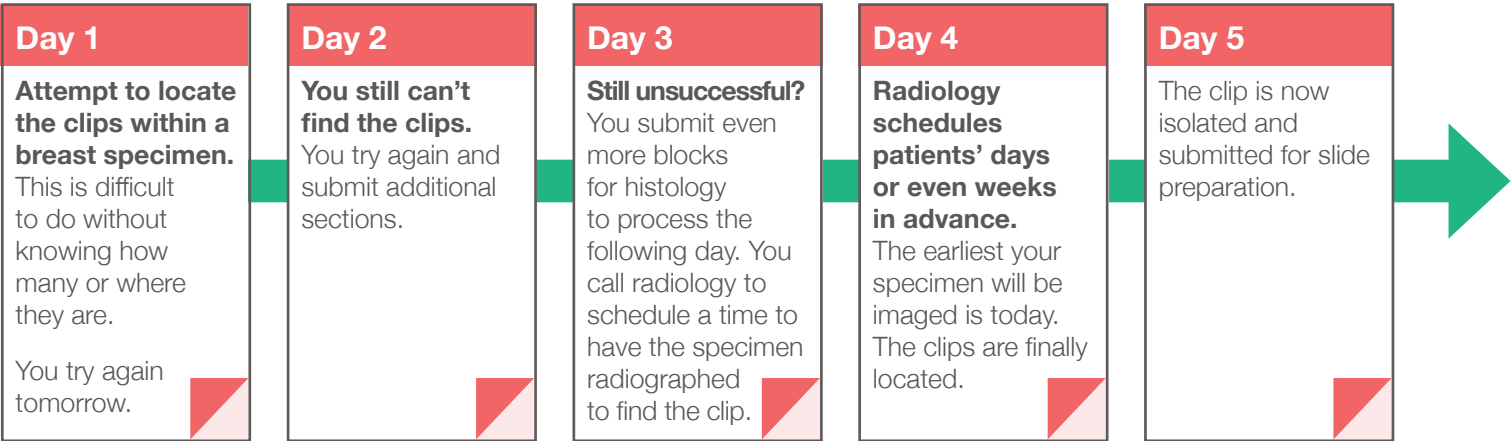
## Have you ever asked yourself:

- How can I spend **less time searching** for that elusive breast biopsy clip?
- How can I save the **time wasted walking** my specimens to radiology?
- How can I **be certain** that all the bone screw fragments have been removed?
- How can I **reduce turnaround time** without increasing costs?

## You are not alone.

Pathology departments around the world are using Specimen Imaging Systems from KUBTEC right there in the Gross Room to improve efficiency, reduce turnaround times and improve safety. The XPERT® 80/80-L and MOZART® Supra® Specimen Imaging Systems from KUBTEC enable you to save time in the gross room, letting you focus on doing what you were trained to do. If you haven't thought about it – think again. Now is the time to secure a KUBTEC specimen imaging system for your gross room.

## Have your days ever looked like this? They don't need to.

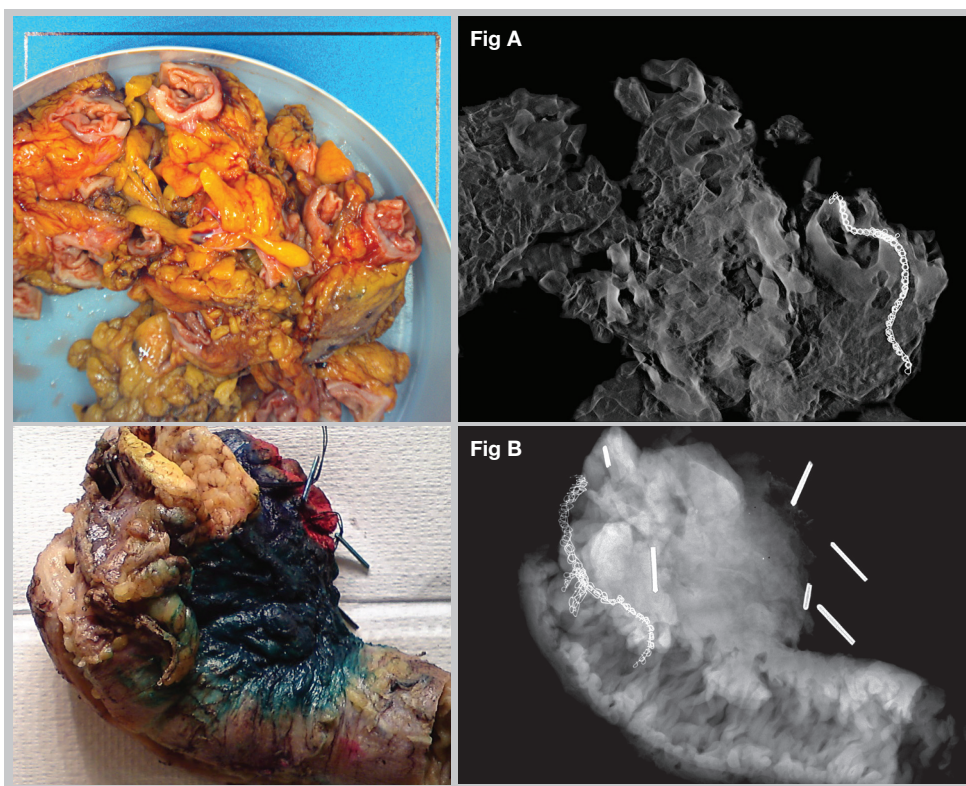


## KUBTEC Specimen Imaging

- **EASY:** Single click capture of images.
- **SAFE:** Fully Shielded.
- **FAST:** Images are ready to view in seconds.
- **FOR YOU:** No specialized X-ray knowledge required.

## KUBTEC Imaging: Breast, Organs, Bone & More

- Breast: Instantly locate biopsy clips.
- Organs: Liver, lung, spleen, kidney, adrenals, pancreas, ovaries and uterus.
- Bone: Identify and locate hardware before you use the bone saw.
- Fetal Demise: View and measure skeletal deformities.
- Autopsy: Locate stents in coronary vessels in heart specimens.



Captured with a KUBTEC XPERT 80 System

KUBTEC X-ray imaging in the gross room clearly shows surgical staples in these images of a colon. The integrated HD camera automatically gives optical images.

**Fig A** shows a loop of previously anastomosed bowel and mesenteric fat showing the anastomotic staple line from the previous surgery. The convoluted and twisted nature of the specimen is due to scar tissue and fibrous adhesions which are natural and occur over time after surgery. Use of digital imaging ensures proper staple line identification which is imperative for the PA to find and document in the surgical pathology report.

**Fig B** shows a segment of bowel which includes multiple metallic clips which are used to tie off vessels. It is important that the PA accounts for them and does not submit them in tissue cassettes as they can cause damage to the microtome blade creating a delay in patient care and turn around time (TAT) of the diagnosis. The metallic staple line is of immense importance as it signifies a tissue resection margin and must be properly removed and assessed for involvement of disease.

*“Having a KUBTEC imaging system has allowed for a decreased workload on histology lab staff and a decrease in supply utilization, which in the long-term will lead to decreased costs for the department.”*

## What are the Benefits?

### Improves patient care

Reduces time to final pathology sign off

### Reduces Turn-Around-Time (TAT)

On site imaging, plus greater accuracy means fewer bottlenecks

### Reduces risk of lost specimens

Specimens no longer need to be taken to Radiology or to an off-site premise to be imaged

### Increases the accuracy of cuts

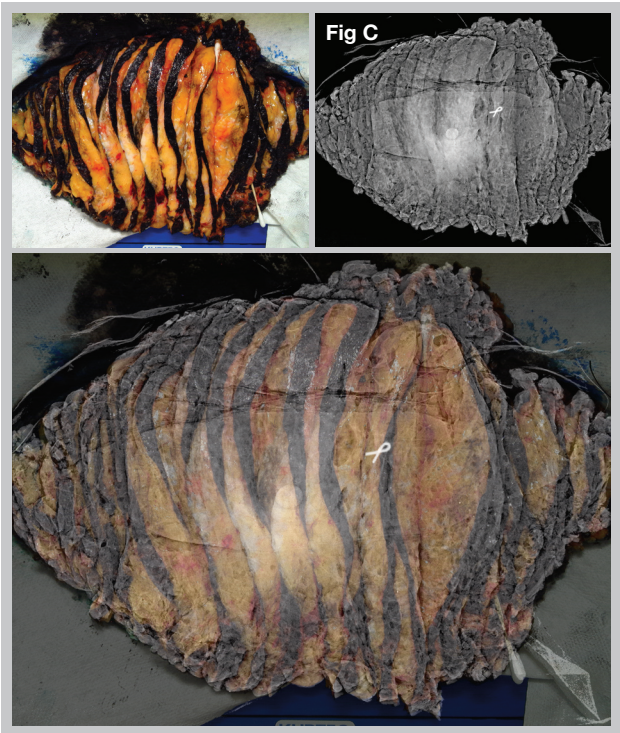
See the lesion or clip before you cut

### Improves operator safety

Avoid cutting through hardware



# The KUBTEC® Advantage.



Captured with a KUBTEC MOZART Supra System

## The Image Blender™.

Only from KUBTEC.

Designed for the Gross Room.

## See That Screw. Find That Clip.

The Image Blender enables you to make your cuts quickly and accurately. By overlaying your X-ray and optical images the Image Blender enables you to see exactly what you need on the physical specimen, right on your screen.

**Fig C** shows the deep margin (posterior surface) of a modified mastectomy. The deep margin has been previously inked black and the specimen has been serially sectioned (bread loafed) lateral to medial. This is important to assess total disease involvement 3 dimensions as well as to identify which quadrant(s) it involves and placement of clips, site of microcalcifications and previous biopsy cavity.

## 3D Specimen Imaging from KUBTEC.

You Ink it in 3D. You Slice it in 3D.  
Now you can See it in 3D.

With The MOZART® System, you can view the specimen in 1mm digital slices before you even pick up the blade.

Now you can see the exact depth of every clip, calcification, bone screw, staple or lesion inside your specimen.

The KUBTEC MOZART Systems with 3D tomosynthesis imaging give you the most accurate view of your specimen anatomy.

When looking at the 2D view through a deck of cards, we cannot tell where the Ace of Hearts is located. With 3D Tomosynthesis we can view the slices individually, and get the exact depth in millimeters of our Ace.



## Which KUBTEC System is Right for Your Department?

| Feature                  | MOZART® Supra®  | MOZART          | XPERT® 80   | XPERT 80-L  |
|--------------------------|-----------------|-----------------|-------------|-------------|
| The Image Blender        | X               | X               | X           | X           |
| Automatic Specimen Alert | X               | X               | X           | X           |
| Voice Control            | X               | X               |             |             |
| K-VIEW™                  | X               | X               |             |             |
| AutoMagnification        | X               |                 |             |             |
| Detector Size            | Large           | Standard        | Large       | Extra Large |
| Imaging Type             | 3D, 2D, Optical | 3D, 2D, Optical | 2D, Optical | 2D, Optical |

Compare us to the Competition.

|                          | KUBTEC® | COMPETITION |
|--------------------------|---------|-------------|
| HD Optical Camera        | ✓       | ✗           |
| The Image Blender™       | ✓       | ✗           |
| 3D Tomosynthesis         | ✓       | ✗           |
| AutoMagnification        | ✓       | ✗           |
| Voice Control            | ✓       | ✗           |
| Automatic Specimen Alert | ✓       | ✗           |

The KUBTEC Advantage: Intelligent Imaging for Pathology

HD Optical View

Only KUBTEC Systems include an integrated HD optical camera which automatically takes an optical image of your specimen at the exact time it creates the X-ray image. Essential for ensuring specimen orientation and accuracy.

Voice Control

Use voice commands for complete control over image viewing and navigation without touching the keyboard.

Automatic Specimen Alert

Automatic Specimen Alert on all KUBTEC Systems uses the integrated optical camera to alert you if the specimen is not removed after the X-ray image is taken.

AutoMagnification

Automatically elevates your specimen to give you the ideal geometric magnification for the best resolution images of your region of interest. Never use a mag tray again.

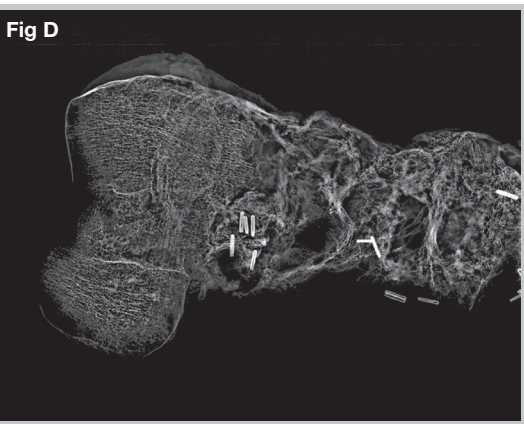
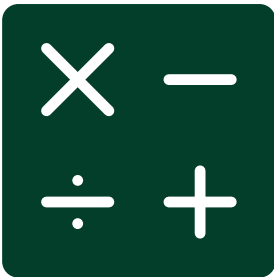


Fig D Longitudinal bone specimen X-ray with side by side HD optical image.

Captured with a KUBTEC XPERT 80 System

# Think You Can't Justify An Imaging System?



## Let Us Help You.

Trying to change the way your gross room runs is a challenge. Let us help. With our Pathology Savings Calculator, we can show you and your team the savings that a KUBTEC specimen imaging system can provide to your lab. From reducing block submission and recuts to time savings, we can provide one-on-one assistance to support your business case.

*“Our Surgical Team and Pathology Director were impressed by the improvements in turnaround time. The image quality is excellent and KUBTEC has so many more features that truly make a difference in how we do our job – it was a no-brainer”.*

## Calculate the Savings for Your Gross Room.

| Block Savings                                            |                      | Block Savings w/ Kubtec System   |          |
|----------------------------------------------------------|----------------------|----------------------------------|----------|
| Blocks currently submitted per case                      |                      | # of blocks saved per case       | 3        |
| 20                                                       |                      | Cost Savings per case            | \$68     |
| Blocks submitted per case after Kubtec System            |                      | Cost Savings/week                | \$1,904  |
| 17                                                       |                      | Cost Savings/month               | \$7,616  |
| Cost per block                                           | Cases performed/week | Cost Savings/year                | \$91,392 |
| \$20                                                     | 28                   |                                  |          |
| Cases performed/month                                    | Cases performed/year |                                  |          |
| 112                                                      | 1344                 |                                  |          |
| Recut Savings                                            |                      | Recut Savings w/ Kubtec System   |          |
| Current % of breast samples requiring recuts             |                      | Recuts eliminated/week           | 4        |
| 25%                                                      |                      | Cost savings/week                | \$1,638  |
| % of breast samples requiring recuts after Kubtec System |                      | Recuts eliminated/month          | 14       |
| 13%                                                      |                      | Cost savings/month               | \$6,552  |
| Recut Costs/week                                         |                      | Recuts eliminated/year           | 168      |
| \$2,800                                                  |                      | Cost savings/year                | \$78,624 |
| Recut Cost/case                                          |                      |                                  |          |
| \$1,162                                                  |                      |                                  |          |
| Staff Savings                                            |                      | Staff Savings w/ Kubtec System   |          |
| Cases performed per week                                 |                      | Time savings to gross a specimen | 47       |
| 28                                                       |                      | Cost Savings/week                | \$896    |
| Minutes to gross specimen /week prior to Kubtec System   |                      | Cost Savings/month               | \$3,585  |
| 75                                                       |                      | Cost Savings/year                | \$43,023 |
| Minutes to gross specimen /week after Kubtec System      |                      |                                  |          |
| 60                                                       |                      |                                  |          |
| Average Annual Salary of a Pathologist Assistant         |                      |                                  |          |
| \$85,000                                                 |                      |                                  |          |

This is intended to be an example of potential savings for the Pathology Lab. All figures will be adjusted based on your needs.



## Fetal Demise

X-Ray imaging is often recommended or mandated in cases of fetal demise. The KUBTEC XPERT 80-L has an imaging area large enough to image a complete full-term fetus. The high-resolution system provides rapid, highly detailed images to measure gestational assessment, malformations, skeletal dysplasia. What's more the system allows you to take essential measurements directly on the image, and the optical camera and Image Blender™ enable you to see internal structures while viewing an optical image of the specimen.

Captured with a KUBTEC XPERT 80-L System

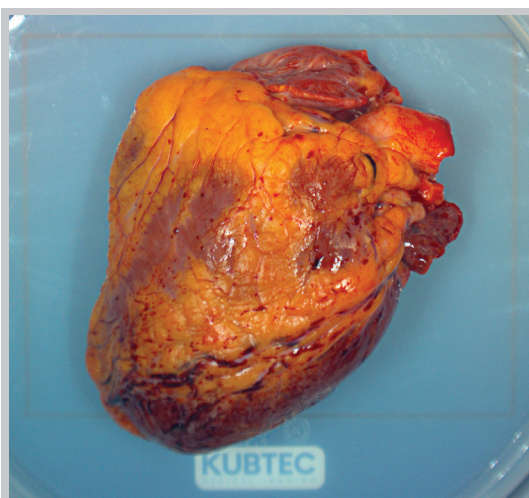
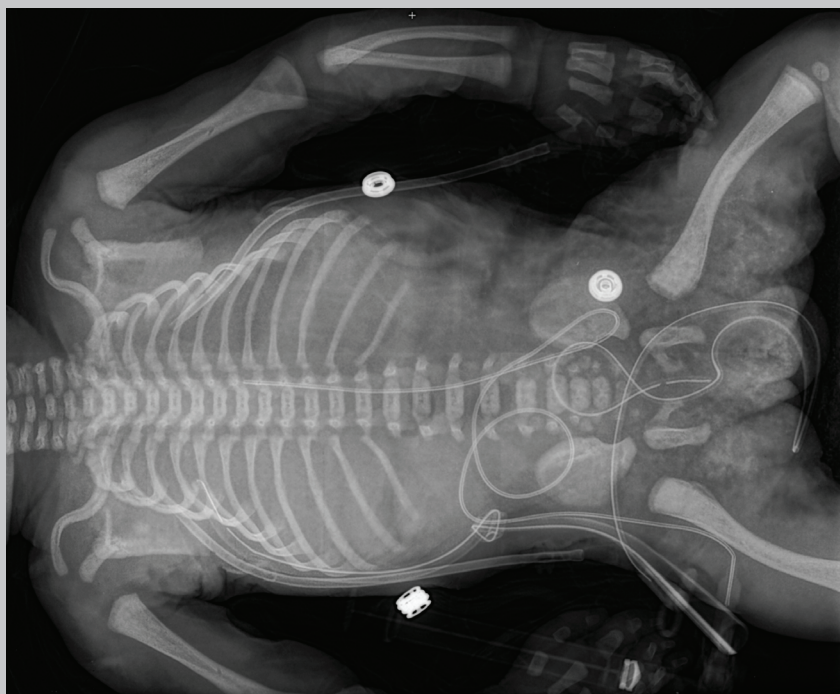
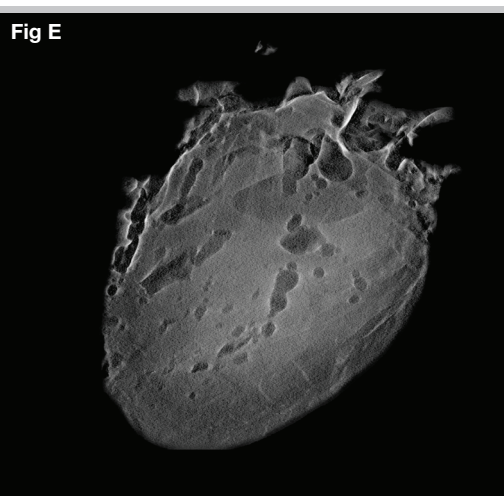


Fig E



**Fig E** Human heart X-ray with side by side HD optical image.

Captured with a KUBTEC XPERT 80 System

## Setting up a Demo is Easy

Setting up a demo is easy.

Call 1.203.364.8544 to set up a demo for your gross room.

KUBTEC will connect you with the right staff and ensure a seamless demonstration of a KUBTEC system.

## Contact us Today

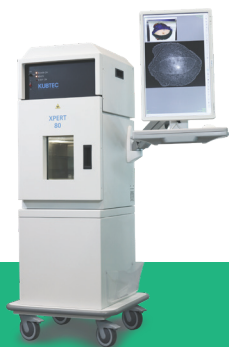
Call: +1.203.364.8544

Email: [kubtec@kubtec.com](mailto:kubtec@kubtec.com)

Twitter: [@kubtec](https://twitter.com/kubtec)

LinkedIn: [linkedin.com/company/kubtec](https://www.linkedin.com/company/kubtec)

# Pathology Imaging Systems from KUBTEC



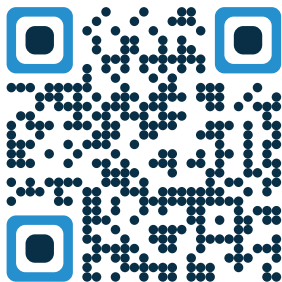
| Specifications     | XPERT® 80                     | XPERT® 80-L                   | MOZART®                                           | MOZART® Supra®                                    |
|--------------------|-------------------------------|-------------------------------|---------------------------------------------------|---------------------------------------------------|
| Detector Sizes     | 10" x 12" (23 x 29 cm)        | 17" x 17" (43 x 43 cm)        | 5" x 6" (12 x 15cm)                               | 10" x 12" (23 x 29 cm)                            |
| Spatial Resolution | up to 10 lp/mm, contact mode  | 20 lp/mm, contact mode        | 10 lp/mm, contact mode                            | 10 lp/mm, contact mode                            |
| Imaging Type       | 2D Imaging<br>Optical Imaging | 2D Imaging<br>Optical Imaging | 3D Tomosynthesis<br>2D Imaging<br>Optical Imaging | 3D Tomosynthesis<br>2D Imaging<br>Optical Imaging |



Also available in benchtop design.



Try an interactive online demo of The Image Blender. Only from KUBTEC.



Request a virtual or in person demo of a Pathology Imaging System from KUBTEC.

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