Sensing is life



Light is essential: Products for medical devices

ENI TEAM

Why OSRAM? OSRAM is the leading supplier of medical OEMs worldwide





Why OSRAM?

A lot of application are covered with OSRAM lamps

- Surgical Lights
- Bilirubin Therapy Lights
- Dental Curing Lights
- Microscope Lights
- Endoscopy Lights
- Analyzing Lights
- Medical fiber optics
- Purification with UV Lights



Why OSRAM? A product range for every application: Surgical lighting

Instant brilliant light and light output over life with a costant colour temperature and excellent colour rendering

- <u>64291 XIR</u>®
- <u>64292 XIR</u>®
- <u>64668 XIR</u>®
- <u>64638 HLX</u>®
- <u>64642 HLX</u>®
- <u>64643</u>
- <u>64647</u>
- <u>64650</u>





Why OSRAM? A product range for every application: Bilirubin therapy lighting

As part for medical devices Osram BLUE is the perfect solution for the treatment of jaundice. Its compact design is suitable for mobile equipment and hand-held luminaires. It works emission-free and with low energy consumption.

- DULUX®SBLUE9W/71
- DULUX[®] L BLUE 18W/71
- L BLUE 18W/71





Why OSRAM? A product range for every application: Dental curing

Exposure of light-activated composites and adhesives. High irradiation level required for short curing time in dental applications

- <u>HBO</u>®
- <u>XBO</u>®
- <u>64617/ 64617S</u>
- <u>64624</u>





Why OSRAM? A product range for every application: Microscopy

Illumination for microscopy visualization in medical and life science system. Providing white light and a wide range of wavelenghts for fluorescence applications. Optimized for surgical, diagnostic and inspection microscopy.

- XBO®
- <u>HBO</u>®
- <u>HXP</u>®
- Halogen lamps without reflector



Why OSRAM? A product range for every application: Analyzing

Effective and optimised illumination to identify the molecolar structure of a compound or to determine its purity. The filament with tight tolerances provides an excellent and uniform illumination of small areas with constant and brilliant light over the entire lifetime.

- <u>HBO</u>®
- <u>XBO</u>®
- HXP®
- <u>64258</u>®
- <u>64259</u>®
- <u>64623 HLX</u>®







Why OSRAM? A product range for every application: Medical fiber optics

Illumination of human organs or tissue containing a well-balanced spectral characteristics and high colour rendering. Focused light beam for easy and efficient coupling into light guides with small diameters. Optimized for endoscopy and surgical headlamps

- <u>XBO</u>®
- <u>64627 HLX</u>®
- <u>64634 HLX</u>®
- 64653 HLX®





A short interview with: Frank Beeken



Mr. Frank Beeken is Global Manager for medical products. He is the key contact for customers and colleagues who are working with medical applications

Q: How long have you been dealing with medical lamps in ams Osram?

A: I already started with Entertainment & Industry products around 2005 as sales manager for DACH. In 2013 I got on top the role of Global Sales Head for Medical

Q: Which are the main features that OEMs are requesting in this market?

A: OEMs are looking mostly for a reliable partnership, extremely high quality, long lifetime solutions. They know we focus on their needs and work hard to fulfill their technical expectations. In addition they can count on a local well-trained sales force and customer service. Ams OSRAM is surely one of the top player in the market and our products are listed in devices/systems produced by OEMs all around the world

A short interview with: Frank Beeken

Q: Was medical market strongly affected by Covid-19?

A: Yes, medical market was strongly affected by Covid in 2020, but it showed a strong recovery already in 2021.



Lamps continue to have a key role in MED applications for different reasons:

- due to the pandemic, many investment in SSL technology have been postponed

- replacement of lamps in instruments/devices already present in the market will go on also in the future.

Q: Which are the application ams Osram is focusing on most?

A: Endoscopy, boroscopy, microscopy, blood analysis, surgical lights and many more. Dealing with medical lamps is surely fascinating, since they can be used in a huge variety of different applications. We collaborate with OEMs in China, India, Europe and US. It's a long list of companies and we are proud to work with the top players.

Do you want to know more about our products for medical devices? Visit our website:

https://www.osram.com/pia/applications/industry/medical/index.jsp



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Thank you!