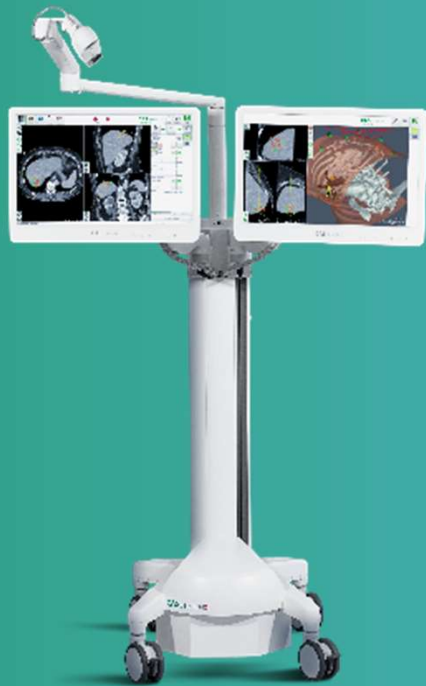


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# Business Solutions

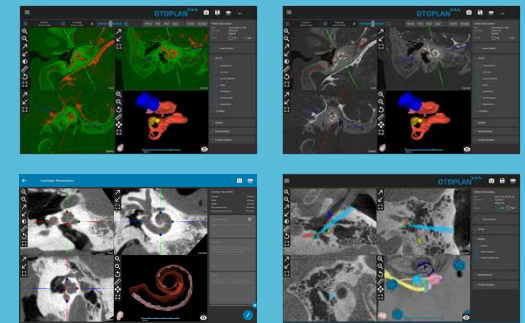
Surgical Robotic Technologies



CAS-One<sup>®</sup> IR



HEARO<sup>®</sup>



OTOPLAN<sup>®</sup>



HEARO®

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CAS-ONE IR®

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# Strategic Selling

Stakeholders

Clinical Teams

Reprocessing

Information Technology

Technical Safety

OR Management

Data (DSGVO)

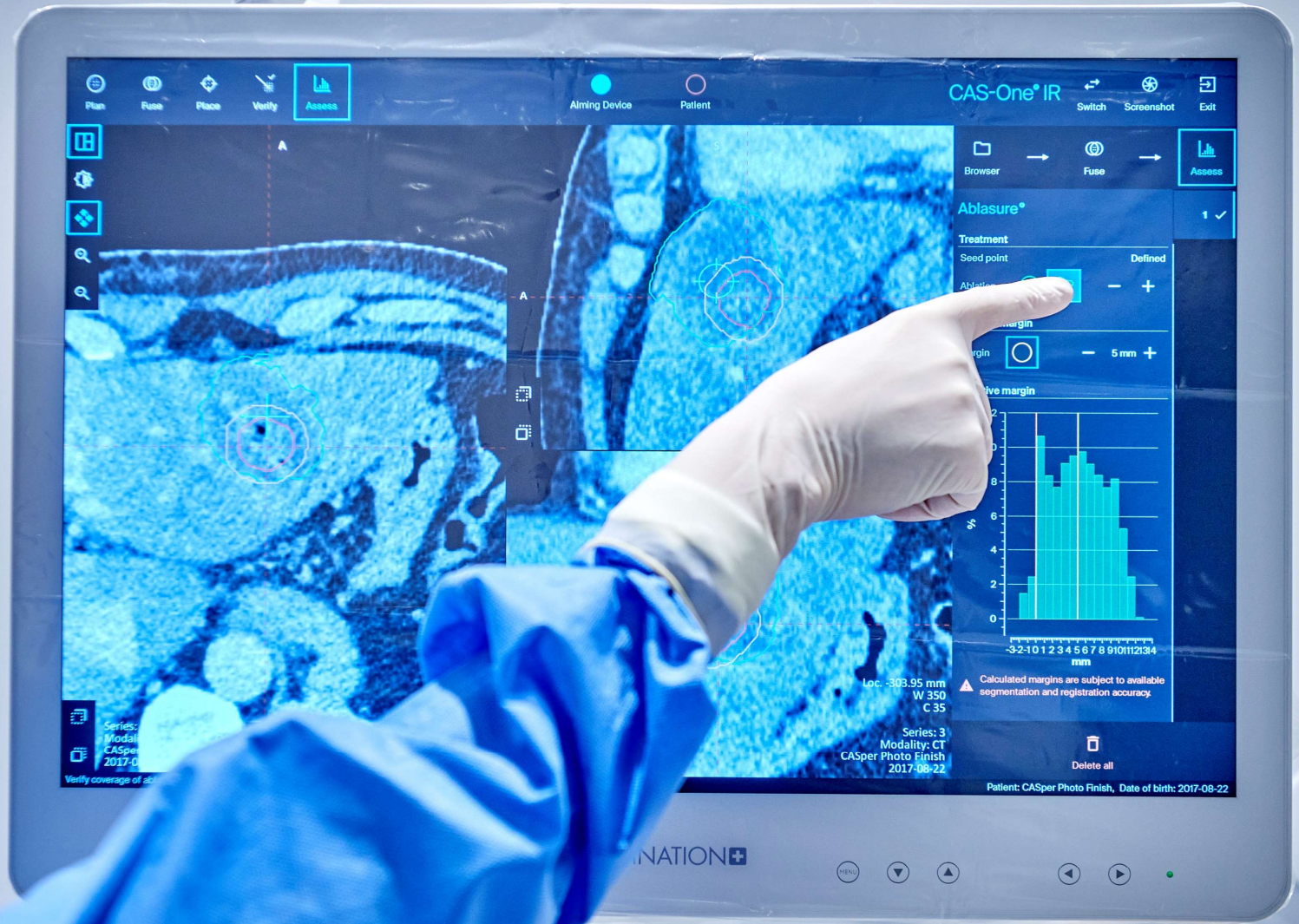
Governance

Purchasing

Bureaucracy

Uncertainty

Time



If a general business case exists, you are not disruptive!

Business Case

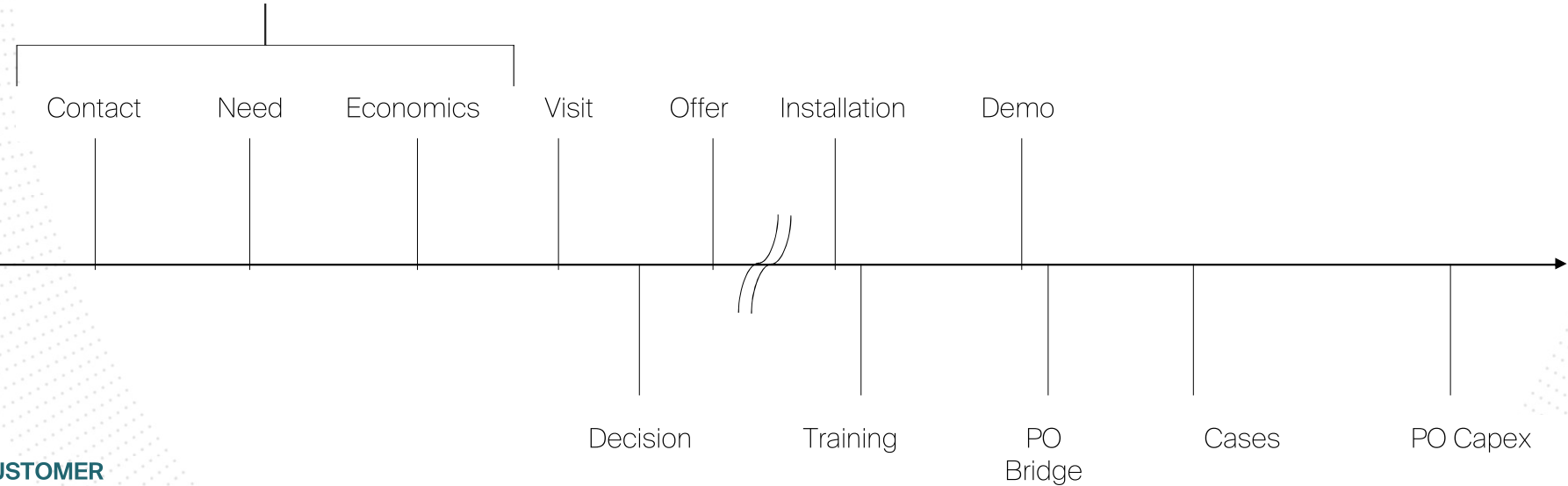
Relationship

Methodology

# Reference Sales/Purchasing Process

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Online only



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Thank you