



Image Diagnostics, Inc.
Aspect Mobile Imaging Tables

Distributor FAQs

Q: *What products does IDI manufacture and market ?*

A: IDI manufactures the following products:

- A full line of C-arm compatible imaging tables, the *Aspect Series*, and related accessories
- Ceiling suspension systems for fluoro imaging monitors and displays
- Custom tables and positioners for fluoroscopic and digital radiographic applications

Q: *How does IDI distribute its products?*

A: IDI does not sell directly to end-user customers. Aspect Series tables are sold by authorized distributors. IDI Distributors purchase products from IDI for resale by the Distributor to the end-user customer. Some IDI Distributors also sell IDI ceiling suspension systems, while others elect to focus on imaging tables only. IDI ceiling suspension systems and custom products are also marketed on an OEM basis to several x-ray system manufacturers.

Q: *Do IDI Distributors have exclusive distribution rights?*

A: No. Aspect Series tables are sold by numerous companies who manufacture and/or distribute mobile C-arms and other imaging products. Therefore, within a certain geographical area, there may be a number of competing C-arm companies with access to IDI products.

Q: *How do I become an IDI distributor?*

A: Prospective distributors must contact Dan Edwards, Director of Sales & Marketing (contact info is provided below). Qualified companies will execute a Distributor Agreement provided by IDI.

Q: *What are the primary Distributor Qualifications?*

A: Any reputable distributor of mobile C-arms or other imaging products *may* be eligible. Because distribution is non-exclusive, there are no minimum order requirements or purchase obligations on the part of IDI distributors. IDI simply requires that its Distributors comply with certain provisions regarding confidentiality and adherence to IDI policies and procedures.

Q: *Can I distribute IDI tables if I also distribute tables from other manufacturers?*

A: YES, but only if the Distributor agrees to protect IDI confidential information. Because IDI distribution agreements are non-exclusive, and because no single manufacturer of imaging tables has a product for every possible customer need, IDI does not generally restrict its distributors from selling other table products.

Q: *How are IDI products serviced?*

A: In the US and Canada, IDI now provides both warranty and post-warranty service on Aspect Series Imaging Tables through its national field service partner – Medical Equipment Repair Associates (MERA), with 75 field service offices and over 300 field service engineers across the U.S. Warranty service is

included in Aspect Series Tables product pricing. For Aspect Series Tables sold outside the US and Canada, the IDI Distributor is responsible for providing warranty service labor. IDI ceiling suspension systems are installed and serviced by the IDI Distributor.

Q: *How Do I Obtain an IDI Distributor Price List?*

A: IDI Price Lists are only provided to authorized distributors. A Price List can be obtained prior to becoming an authorized distributor by contacting Dan Edwards (contact info below). The prospective distributor may be required to sign a confidentiality agreement prior to receiving the Price List.

To contact IDI regarding product distribution, contact:

Dan Edwards
Director, Sales & Marketing
Image Diagnostics, Inc.
Office: 931.368.9090
Mobile: 859.640.7428
Email: dedwards@imagediagnostics.com