



**The Right Approach To Custom Medical Display Solutions**

# kan-vis

a team of experts who consult, design, develop and implement the right visual technology solution

Canvys, a division of Richardson Electronics, provides innovative visual technology solutions to companies all over the world. We bring together the engineering and manufacturing expertise of three longtime industry leaders — Pixelink, A.C.T. Kern and Image Systems. Through our combined visual technology experience, application insight and global resources, we offer:

**Solution Consulting and Custom Engineering, including:**

- Needs assessment and consultation
- On-site technology audits
- Prototyping

**Product Modification and Integration, including:**

- Mounting solutions
- Upgraded power supplies and controllers
- Custom bezels and enclosures
- Protective, touch and privacy screens
- Specialized finishes and branding
- Systems and software

**Product Sourcing and Manufacturing, including:**

- Domestic and offshore manufacturing plants
- Access to virtually any display brand/component
- Ability to handle production orders of any size

**Comprehensive Service and Support, including:**

- 24/7 phone and online support
- On-site installation, training, maintenance and QC/QA
- Total project management

## why work with canvys? because your solution has to be right.

Canvys is committed to understanding your visual technology needs and delivering a solution that exceeds your expectations. This customer-focused approach is just one of the many reasons companies choose to work with us. They also value our:

### **Expertise and Proven Success**

We have successfully engineered solutions for applications in healthcare, finance, gaming, retail, public information and more. Plus, we know how to bring together all the necessary pieces for your solution — from hardware components and software systems to manufacturing facilities.

### **Superior Vendor Partnerships**

We have strong relationships with leading component and finished-goods manufacturers in the industry to give you access to the technologies you need.

### **State-of-the-Art Facilities**

We maintain ISO 9001-2000-registered technology innovation centers in North America and Europe to ensure we produce the highest quality systems. Our facilities feature class 10,000 clean rooms, Electrostatic Discharge (ESD) protection, and shock and vibration testing chambers.

### **Global Distribution System**

No matter where your business is based, Canvys can get you what you need. We have sales offices strategically located throughout North America, Europe and Asia.

### **Vendor-Agnostic Approach**

We never favor one vendor over another, so you can trust that we're recommending only what's right for you.

### **Full Range of Advanced Products**

We maintain our own comprehensive catalog of displays, mounts, enclosures, conformance and calibration software and more.

### **System Certifications**

We provide systems with the following certifications: UL, CCC, CE, CSA, CSA60601-1 medical certification, FCC A&B and others upon request.





# because visual technology is complex, we offer comprehensive support.

We understand that visual technology poses challenges that go beyond acquiring the right solution. That's why we offer comprehensive services to ensure your system is installed properly and consistently delivers the superior performance you expect. In addition to 24/7 online and phone support, we have visual technology experts who can provide an array of on-site services. They include:

## **Solution Audits**

Our solutions consultants visit your facility, evaluate your visual technology needs and make expert recommendations.

## **Product Demonstrations**

For proof of concept, testing and/or compatibility evaluation, we can demonstrate systems at your facility — and leave them with you for up to two weeks.

## **Installation**

Our experts install and mount your new displays, perform the initial setup, and train your staff to use them.

## **QC/QA**

Medical imaging systems must be precisely calibrated. Our experts have extensive experience and can ensure that your displays meet or exceed industry conformance and calibration standards.

### ***Richardson Electronics™ Quality Policy***

Provide engineered solutions that meet or exceed customer requirements by:

- Delivering quality products, information and services in a timely fashion
- Spreading the "continuous improvement" state of mind throughout the organization
- Responding to customer needs and expectations in order to maintain the highest level of customer satisfaction
- Setting and reviewing quality objectives throughout all levels of the company

**With over 25 years of experience developing and implementing customized display solutions for some of the largest medical OEMs in the industry, Canvys understands the unique challenges facing these customers and their end users— and we tackle them head-on.**

**We are the experts.**

### **Top Challenges**

- **Ensuring stable and long term display availability**
- **Streamlining OEM workflow Procedures**
- **Improving and increasing display usability**
- **Ensuring Display Compatibility**

#### **Ensuring stable and long term display availability**

Each of our display solutions is engineered, designed and manufactured with the goal of stable and long term availability. We understand that most product life expectancies for OEM systems are 3-5 years or even longer. The system is only as strong as its weakest link. Changes to system components can cause considerable amounts of time and money to re-test, re-certify and re-train users. With this understanding, Canvys contracts with its suppliers to make sure that all components will be available for the duration of the project. During the project, we advise our customers when lower cost components are available in the event that a mid-cycle change makes financial sense. In addition, in extreme situations when a vendor suddenly announces that a component will no longer be available, we are allowed to make last time buys (LTBs). These agreements help bridge the gap between the current product and future product by allowing the OEM to place orders now to meet their longer term forecasts.

#### **Streamlining OEM workflow Procedures**

Working with the OEM during the consultation phase, Canvys engineers identify opportunities to improve workflow efficiency based on the needs of the environment. With the understanding that the OEM may have to physically handle or "install" the display when they receive it, the display solution is designed in a way such that the end result is a virtual plug and play or drop-in for the OEM. With this being achieved, the setup time is greatly reduced thus eliminating costs. In addition, Canvys further streamlines workflow by offering additional services such as presetting OEM-defined display settings and locking out user controls.



### **Improving and increasing display usability:**

As a value-added manufacturer and value-added integrator, Canvys has a vast amount of technology options available. By adding the right touch technology or a protective shield to a display, the end user experience can be greatly enhanced.

### **Ensuring Display Compatibility**

Canvys engineers test OEM systems for compatibility in addition to testing touch, display, and peripheral drivers. This testing ensures that conflicts with any of the systems components are avoided.

**Canvys leverages our relationships with leading manufacturers and suppliers to have access to the advanced features OEMs want and need. Our expansive product and service portfolio includes:**

- Protective panels (easy-to-clean, reducing risk of infection/bacteria)
- Integrated Touch Panels (Resistive and SAW technologies) for use with or without gloves
- Agency approvals including UL60601-1
- Panel pre-selection (lower pixel defect specifications)
- Custom enclosures, labeling, logos, cabling
- Preset functions (disable inputs, user lock out)
- Preloaded OEM defined user settings
- Global manufacturing & sourcing
- Inventory management
- Service/Support options

**Canvys' display offering is not complete without our standard medical product line which boasts top of the line features, benefits, and design such as:**

- Vast size selection (15 inch – 22 inch WIDE)
- Touch integrateable
- Shortened lead time for product delivery

**Canvys provides unparalleled service & support to drive performance and maximize return such as:**

- Custom engineering
- Comprehensive solution support
- Facility audits to determine display needs
- Development of custom solutions as well as a standard product offering
- Cradle-to-grave management of displays

### **Total Cost of Ownership**

Total Cost of Ownership is loosely defined as the total cost of owning a product over its life cycle. At Canvys, our custom medical OEM display solutions include all the components you will need to reduce total cost of ownership.



**because we  
approach each  
customer challenge  
as a blank canvas,  
we're able to create  
inspired solutions.**

We have a deep dedication to satisfying our customers' needs. By bringing together a distinctive combination of recognized expertise, we're able to help you reach your goals. It's our collaborative approach, a broad range of services and global reach that sets us apart — and sets you up for success.

So no matter what the industry or application, we can provide you with the best visual technology solution. Because when it comes to our customers, it has to be right.

Because it has to be right

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