

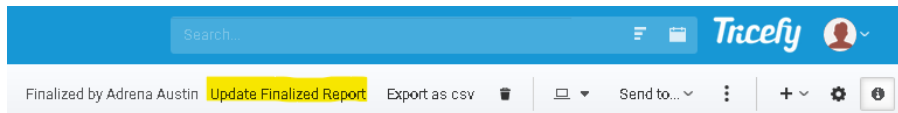
Distributor Newsletter Q1 2020/Q4 2019

Last Modified on 01/06/2021 7:44 am EST

Dear Trice Distributor team,

Thank you for making 2019 the success that it was. This year has seen the expansion of the Trice distribution network, a significant growth of the Tricefy customer base globally and the well-received addition of new Tricefy services such as Adaptive Reporting and the Tricefy-For Patients app. I've had a sneak peek of what's coming up in 2020 and I can't wait to share these upcoming technologies with you in the New Year!

What's new: Tricefy now has the ability to amend finalized reports. To amend a finalized report in Tricefy, simply select the exam with the corresponding report from the Tricefy study list. To bring up a report, select it from the side information panel on the right side of the study list. Clicking on a finalized report from the side information panel will open the document in a PDF format. Next, select **Update Finalized Report**. This will now make the report available to edit. The user will be able to make changes to the text and number fields, drop down boxes, exam comments and more. Once the amendments have been completed, the user must re-select the **Finalize** option to finalize the report. There is no need to save the report as the report is automatically saved.



You can find more information about how to amend a report here:
<http://www.tricefy.help/help/reporting3>

To keep up to date on all new Tricefy releases and product performance, please subscribe to: <https://trice.statuscast.com>

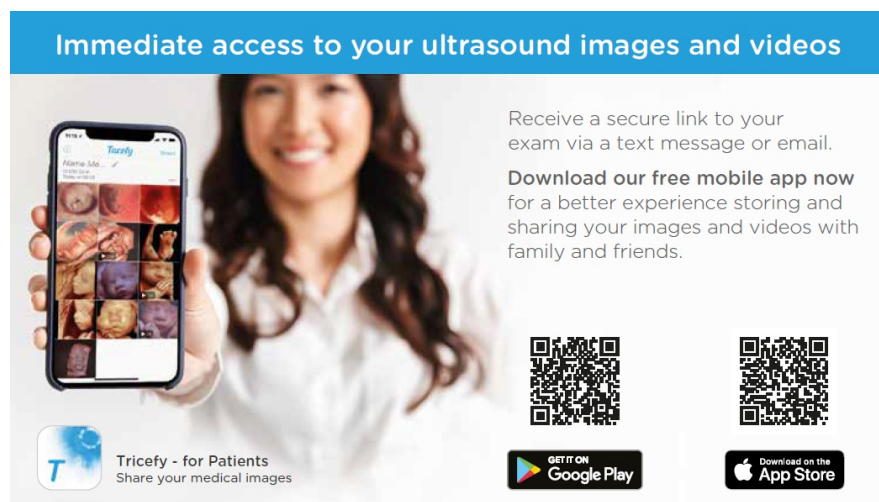
Trice Academy: Thank you to all who were able to attend and participate in the Trice Academy Webinar: "How to Create Marketing Opportunities and Increase Patient Satisfaction with the Tricefy-For Patients app". I hope that you found the session informative and that you now have the confidence and practical knowledge to present all that the Tricefy-For Patients App has to offer for our existing and potential customers. For those of you who missed the webinar or who would like to listen again or share with a colleague, you can use this link to the Trice Imaging Google Drive to access the recorded webinar here: Distributor> Distributor Training Materials> Trice Academy>webinars

<https://drive.google.com/open?id=IFJhVask6mKjsULcXX2rp4ERTNe4IFhp>

The Google Drive is a tremendous resource for you. Within the Distributor folder you will find additional folders including the Distributor Training folder which contains marketing material and the new Trice Academy folder. The Trice Academy folder will contain educational material including webinars, how-to videos, product videos, and more.

I have added the Tricefy-For Patients App flyer (available in several languages) into the marketing folder: Distributors>Distributor Training Materials >Marketing Material>Tricefy-For Patients App flyer



<https://drive.google.com/open?id=1BR9y0LBGSROwdV9a3jFF1IPFYABUSoUI>






Immediate access to your ultrasound images and videos

Receive a secure link to your exam via a text message or email.

Download our free mobile app now for a better experience storing and sharing your images and videos with family and friends.

 **Tricefy - for Patients**
Share your medical images

The Tricefy for Patient App flyer will be a useful tool for you and your customers to have. Patients will be able to download the app by scanning the Tricefy-For Patients app flyer QR codes with their smartphone.

These folders will be regularly updated. Please let me know if there is any specific content you would like to see in these folders. If you experience any difficulty accessing the Trice Imaging Google Drive, please let me know.

Winner's Circle:



I would like to congratulate John Grimshaw, the Director of Zone Imaging in Australia. John was able to secure an important customer, Ultrasound Care, for Trice Imaging in the Australian market. Ultrasound Care is the largest provider of ultrasound in NSW (the biggest state in Australia). Ultrasound Care consists of 8 clinical sites with a combined 22 ultrasound systems and growing! John says:

“I have been working on this practice since I first signed up as a dealer hoping they would be my first customer (2.5 years ago). At that time they were changing PACS providers and even though they liked our technology they wanted something for the referrers. They went and purchased Medinexus, a local company that is owned by Telstra the largest Telco in Australia. Since they have had Medinexus, they didn't like the workflow for patient images and stuck with using USB for the patients. We kept close with the major players at the practice by sending them updates of Trice's technology. We did an email flyer 6 months ago and this peaked their interest and they requested a trial. This proves that even if you don't win the first time don't lose contact with the customer and it's always nice to have new updates and information that can be sent to your contacts. We see this as a huge win, it should also peak interest in all their referrers once those patients go back to them talking about our technology. We visited each site to set up systems and talk workflow but we see this investment as paying off in the future. Getting in for a trial is super important in the sales process as the feedback from patients is overwhelmingly positive and makes it almost impossible to not use us.”

Congratulations, John!

Please be sure to share your wins with me so that we can share best practices and celebrate all of our successes!

Distributor spotlight:



Trice Imaging would like to welcome the newest member of our distributor team, idsMED Group. idsMED Group is one of the largest integrated solutions providers of medical equipment, supplies and services in Asia. idsMED Group has an extensive distribution network covering various healthcare institutions including government and private hospitals, day surgery centers, specialist and primary care clinics, laboratories and nursing homes. In line with its expansion program in the region, idsMED Group now successfully operates in 8 countries: Singapore, Malaysia, Indonesia, Hong Kong, Philippines, Thailand, Taiwan and Vietnam.



Welcome to the team!

I would like to extend my sincerest thanks for all of your hard work and dedication this year. Our Distributor team is a huge part of Trice Imaging's success and we could not do what we do without you! Moving forward please send all training requests through me. If there are any areas of the Tricefy service that you would like additional training or a refresher, please let me know and I would be happy to arrange a session. I am here to support you and provide the tools you need for success so please let me know what could aid you in your market.

From all of us at Trice Imaging, wishing you happy holidays and a prosperous New Year!

Best wishes,

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