

Positioning Your Practice for the Age of Patient Choice

Consumerization of Healthcare Reshapes Expectations

The consumerization of healthcare is now a firmly established phenomenon across all fields, including radiation oncology. Today's patient-as-consumer has had their expectations "Amazon Primed." More than 75% of healthcare consumers believe that they should receive the same level of service and value in healthcare as they receive from other businesses. And patients are not just shopping their treatment options — they are shopping treatment providers.

Patients Seek Out Radiation Therapy (RT) Centers

Key findings from 2017 study of prostate cancer patients seeking RT treatment.



1 in 5 patients sought out higher-value RT care



More Innovative

Patients sought out RT centers with innovative technologies.



More Convenient

Patients sought out RT centers offering shorter, more convenient fractionation schedules.

The CyberKnife® System: A Toolset for Embracing Patient Choice

The CyberKnife® S7™ System gives radiation oncology practices a unique toolset for embracing and supporting patient choice and differentiating their treatment capabilities. The CyberKnife S7 System delivers stereotactic radiosurgery (SRS) and stereotactic body radiation therapy (SBRT) treatments anywhere in the body with true robotic precision and automatic, artificial-intelligence-driven, real-time motion synchronization.



SPEED

The operational efficiency and patient throughput required to drive financial success and outstanding patient outcomes.



PRECISION

Confident dose escalation and hypofractionation without sacrificing delivery speed, workflow efficiency, patient comfort or clinical outcomes.



MOTION SYNCHRONIZATION

Unleashing system speed and precision for any moving target, by adapting treatment delivery in real-time and synchronizing with motion.

The CyberKnife® System Unlocks Patient Outcomes that Matter Most

The proven robotic precision, enhanced speed and the world's only real-time treatment adaptation technology enable your practice to deliver treatments that provide the critical outcomes that today's patients-as-consumers are seeking:



Proven Cancer Control

More than anything, patients want to beat their cancer — and today's highly informed patients-as-consumers want to see the clinical proof. The CyberKnife® System is supported by two decades of published clinical follow-up, providing real-world evidence that the CyberKnife System delivers excellent longterm cancer control with reduced risk of side effects for cancer types throughout the body.



More Personalized Treatment

Savvy patients know that there is no onesize-fits-all cancer treatment — even for a given indication. They want treatment options that are tailored to the unique characteristics of their cancer, health and lifestyle. With the industry's only roboticarm-mounted linear accelerator amplified by Al-driven real-time delivery adaptation, the CyberKnife System gives clinicians unmatched, sub-millimeter dosesculpting capabilities - and enables the creation of highly personalized treatment plans for every patient.



Improved Quality of Life

Informed patients know every treatment option has its risks, but they're looking for treatments that reduce the incidence of side effects and other impacts to their quality of life, both during and after treatment. The robotic precision and Al-driven, real-time motion synchronization of the CyberKnife System destroys tumors while minimizing dose to healthy tissue to minimize potential side effects and provide patients with better quality-of-life outcomes.



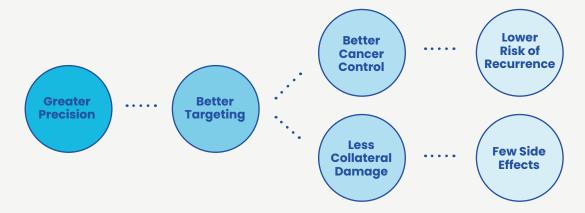
Less Disruptive Treatment

Patients increasingly seek out radiation therapy as a lessinvasive, less-disruptive alternative to surgery. The CyberKnife System sets new standards for patient convenience, enabling (ultra) hypofractionated treatment schedules that reduce treatment sessions by as much as 80% compared to conventional fractionation². Continuous synchronization with patient and target movement enables patients to move freely, without restraints, throughout treatment delivery.



Show Your Patients Why Precision Matters

Clinicians understand that more-precise treatment options like those enabled by the CyberKnife® System deliver a range of complex benefits. But here is a simple graphical way to show your patients why precision matters:



Breaking the Taboo: Having the Cost Conversation

While providers have traditionally shied away from discussing cost-of-care with patients, today 80% of patients expect their doctors to clearly communicate the patient's financial responsibility for a given treatment option³. The CyberKnife® System enables clinicians to confidently have cost conversations with patients, highlighting how the features of various treatment options can impact out-of-pocket costs:

Inpatient vs. Outpatient

Non-invasive, outpatient treatment with the CyberKnife System offers relatively lower patient costs compared to those of inpatient treatment, recovery and follow-up care for more interventional treatments.

Treatment Process

Compared to conventional radiation therapy, treatment with the CyberKnife System enables shorter, hypofractionated treatment schedules that significantly reduce the number of clinic visits (each typically requiring a patient co-pay). This less-disruptive treatment schedule also reduces the potential for financial impacts related to patient employment, child care, etc.

Side Effects

Treatment for side effects often has its own cost — an unpleasant reality that adds insult to injury for frustrated patients. While every treatment has risks, SRS/SBRT with the CyberKnife System is proven to help reduce the common side effects associated with treating a wide range of indications.





The CyberKnife® System Protects Economic Outcomes for Your Practice

In a consumerized healthcare landscape, attracting patients with distinctive treatment capabilities is critical to the success of your practice. The CyberKnife System gives practices the treatment versatility and workflow efficiency they need to deliver more precise treatments to more patients, every day.

Faster Path to ROI

The industry's shortest installation time for an SRS/SBRT system means practices begin seeing patients and realizing ROI sooner.

Efficient Hypofractionated Treatment Schedules

Confidently deliver hypofractionated treatments that align with the shift to fee-for-value reimbursement.

SRS/SBRT for the Full Range of Indications & Patients

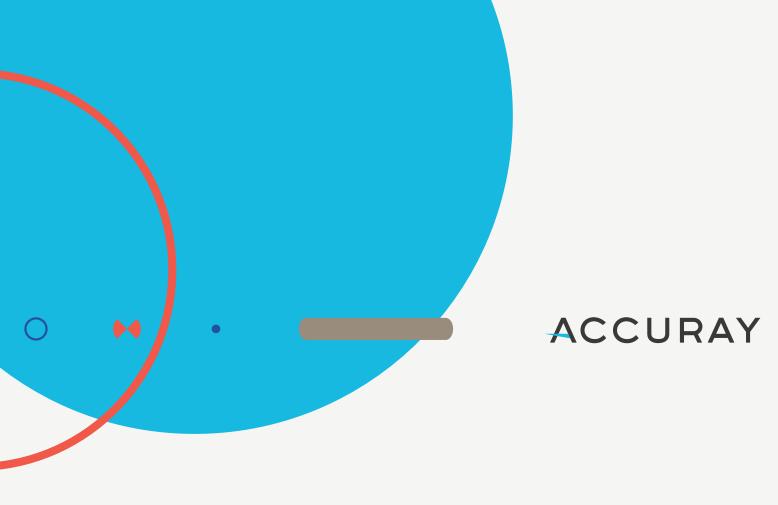
Real-time treatment adaptation and sub-millimeter robotic precision enable SRS/SBRT treatments anywhere in the body — including moving targets.

Same-day Treatment Planning & Delivery

The revolutionary VOLO™ Treatment Optimizer accelerates treatment plan optimization, enabling highly efficient same-day planning and delivery workflows.

SRS/SBRT in Conventional Time Slots

Robotic, motion-synchronized treatment delivery combined with VOLO optimization enables (ultra) hypofractionated treatment delivery in as little as 15 minutes.



Accuray is committed to expanding the powerful potential of radiation therapy to improve as many lives as possible. We invent unique, market-changing solutions that are designed to deliver radiation treatments for even the most complex cases—while making commonly treatable cases even easier—to meet the full spectrum of patient needs. We are dedicated to continuous innovation in radiation therapy for oncology, neuro-radiosurgery, and beyond, as we partner with clinicians and administrators, empowering them to help patients get back to their lives, faster. Accuray is headquartered in Sunnyvale, California, with facilities worldwide.

To learn more, visit: www.accuray.com or follow us on







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Important Safety Information: Most side effects of radiotherapy, including radiotherapy delivered with Accuray systems, are mild and temporary, often involving fatigue, nausea, and skin irritation. Side effects can be severe, however, leading to pain, alterations in normal body functions (for example, urinary or salivary function), deterioration of quality of life, permanent injury and even death. Side effects can occur during or shortly after radiation treatment or in the months and years following radiation. The nature and severity of side effects depend on many factors, including the size and location of the treated tumor, the treatment technique (for example, the radiation dose), the patient's general medical condition, to name a few. For more details about the side effects of your radiation therapy, and if treatment with an Accuray product is right for you, ask your doctor.

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