



# CONFIDENCE IN THE OUTCOMES THAT MATTER MOST TO YOU



Precise, innovative tumor treatments™

# CONFIDENCE IN THE OUTCOMES THAT MATTER MOST...

## TO YOU

Radiation therapy is a central component for effective treatment and control of most common cancers, including lung, breast, cervical, and head and neck. It is estimated that 50% of cancer patients would benefit from radiation therapy.<sup>1</sup> Additionally, many of those patients whose cancers do recur may benefit from re-treatment with radiation therapy.

With Accuray radiation therapy technologies, you and your team can be confident you are ready to meet this growing demand effectively and efficiently, while enhancing patient experience and reducing costs.

## TO YOUR PRACTICE

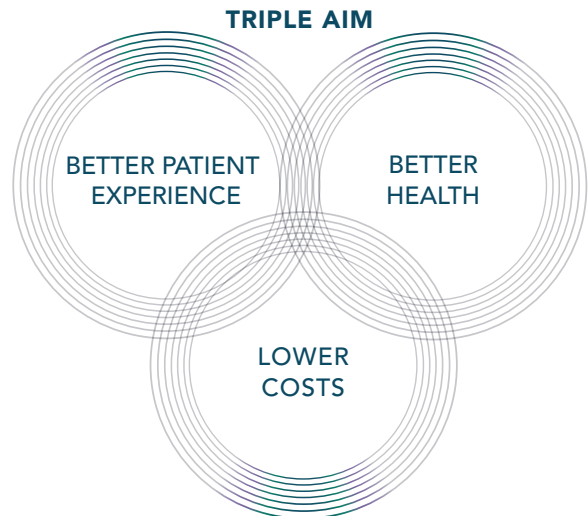
Accuray's precise, innovative and clinically proven radiation therapies enable your center to provide the highest level of cancer care with long-term economic value for your institution. Integrated functionalities and automated features translate into efficient delivery of advanced treatments. Accuray technologies balance patient care, intuitive workflows and sound economics to help you achieve your objectives.

## TO YOUR PATIENTS

The Accuray radiation therapy platforms, including the CyberKnife® System and the new Radixact™ System, are uniquely patient-focused in their designs. Each of these leading-edge platforms has features and capabilities which will enable your center to confidently treat the widest range of cancers and patient types, from the simplest to the most complex, with advanced, precise treatments that minimize the incidence of side effects.

Accuray enables confidence through:

- Leading-edge radiation therapy stereotactic radiosurgery (SRS) and stereotactic body radiation therapy (SBRT) technologies
- Enhancing the patient experience with patient-centered design
- Managing cost of ownership through warranty, training, service and support



50%

**GROWING DEMAND**

50% of cancer patients could benefit from radiation therapy<sup>1</sup>



*CyberKnife*®



*Radixact*™

## THE ACCURAY ADVANTAGE

CLINICAL EXCELLENCE + DEPARTMENT EFFICIENCY + PATIENT COMFORT + SERVICE AND SUPPORT



### RETURN ON INVESTMENT

Over 85% of Accuray customers met or exceeded ROI expectations for their radiation therapy systems<sup>2</sup>

<sup>2</sup>2015 Accuray sponsored double-blind research conducted by John Larson and Co. of 154 US customers

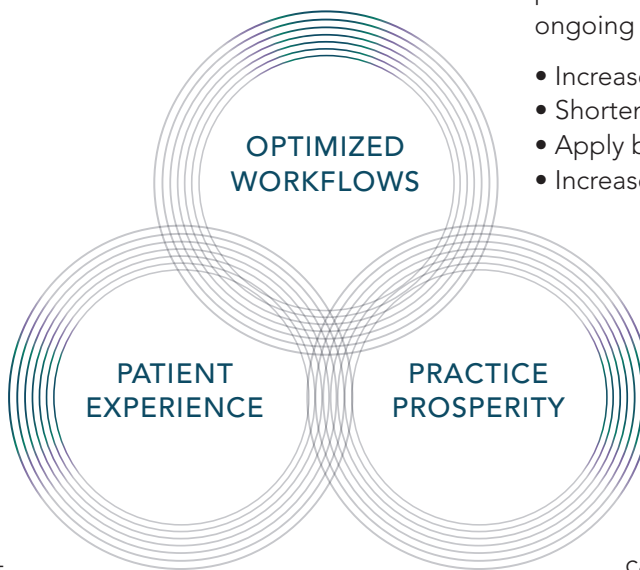
# CONFIDENCE IN PATIENT CARE AND SOUND ECONOMICS



## EFFICIENCY **CONFIDENCE** RELIABILITY

Accuray is a reliable partner who will be with you long-term...from technology purchase...to training, service and ongoing support.

- Increase staff productivity
- Shorten treatment times
- Apply best practices
- Increase patient satisfaction



## **BUILD CONFIDENCE** AMONG YOUR PATIENTS, PHYSICIANS **AND CFO**

Your patients and physicians want to fight cancer with the best technology available. Your finance team wants a strong economic return on that investment.

Accuray helps you improve patient outcomes with strong economic value.

- Cultivate relationships with referring physicians
- Create patient demand
- Build confidence with a proven partner

## **CONFIDENCE IN** THE **TRUE COST** OF OWNERSHIP

The true cost of ownership of capital medical equipment can be complex. Construction costs and service contracts for new systems can further complicate matters.

As a transparent partner invested in your future, Accuray will:

- Clearly explain all installation costs
- Recommend the right service contract
- Help identify and budget for tools and supplies
- Help you plan for future upgrades to stay leading-edge

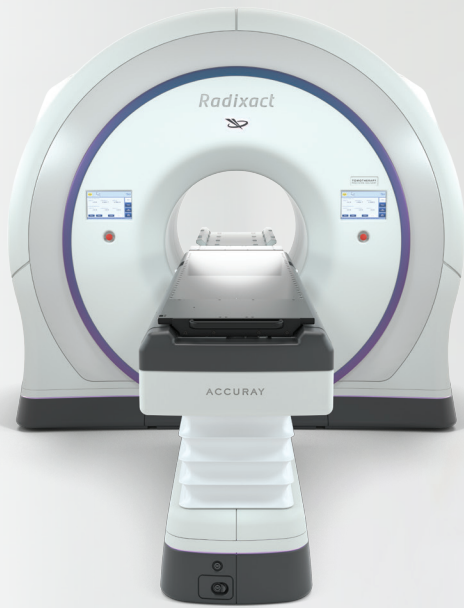


## **OPERATIONAL OUTCOMES**

Accuray has the highest customer loyalty in the industry as measured by Net Promoter Score<sup>3</sup>

<sup>3</sup>Source: IMV ServiceTrak™ Radiation Oncology 2016





**NEW RADIXACT™ SYSTEM IG-IMRT<sup>4</sup> and SBRT**  
**FULLY INTEGRATED TREATMENT PLANNING AND DELIVERY**

Expand clinical capabilities. Simplify workflows.  
 Deliver precise treatments to more patients.

**XACTLY**

**md buyline**

**User Satisfaction Ratings - Radiation Treatment Delivery System**

	System Performance	System Reliability	Installation / Implementation	Applications Training	Service Response Time	Service Repair Quality	Composite Rating
<b>Accuray</b>	9.6▲	8.9▲	9.1▼	9.2▲	9.2▲	9.2▲	9.2▲
<b>Elekta</b>	9.1	8.8	9.2▲	8.9▼	9.2▲	9.1	9.1
<b>Varian</b>	8.7▼	8.4▼	9.1▼	9.0	8.6▼	9.0▼	8.8▼

▲ represents the highest rating in a category ▼ represents the lowest rating in a category



**ACCURAY IS #1 IN USER SATISFACTION COMPOSITE RATINGS**

For 11 of the last 12 quarters<sup>5</sup>

<sup>4</sup>Image-guided intensity-modulated radiation therapy (IG-IMRT) <sup>5</sup>Source: MD Buyline Radiation Treatment Delivery System Marketing Intelligence Briefing™ Q4 2016. Used with permission 1/10/17



## NEW *Radixact*<sup>™</sup>

A **UNIQUELY SMART**  
RADIATION THERAPY SYSTEM

### **CLINICAL EXCELLENCE**

- AutoSegmentation<sup>™</sup> options (head and neck, brain, prostate)
- PreciseART<sup>™</sup> Adaptive Radiation Therapy option
- PreciseRTX<sup>™</sup> Re-treatment option

### **PATIENT COMFORT**

- 1,000 MU/min linac for more efficient treatment delivery
- 10RPM gantry rotation for faster image acquisition
- 6MV system with integrated beamstop

### **DEPARTMENT EFFICIENCY**

iDMS<sup>™</sup> Data Management System provides:

- Patient record management for multiple Accuray Systems
- DICOM data import/export and Oncology Information System interfaces



## *CyberKnife*<sup>®</sup>

**EFFICIENT FULL-BODY**  
RADIOSURGERY

Precisely maximize dose, minimize side effects and maximize patient comfort

### **CLINICAL EXCELLENCE**

- Automatically tracks and adjusts to target motion during treatment
- Precise dose sculpting and sub-millimeter accuracy to spare healthy tissue
- Full-body coverage...including brain, spine, lung, and prostate

### **PATIENT COMFORT**

- Excellent normal tissue sparing, helping to reduce side effects
- Frameless, non-invasive, and no breathe-hold required
- Fast treatment times with the InCise<sup>™</sup> Multileaf Collimator

### **DEPARTMENT EFFICIENCY**

- Stereotactic body radiation therapy (SBRT) using fewer treatment fractions
- Workflow-based user interface
- Integrated treatment planning

**#1**

**ACCURAY HAS THE MOST HIGHLY SATISFIED CUSTOMERS IN THE INDUSTRY**

In overall system performance and ease of use<sup>6</sup>

# CONFIDENCE

YOUR TEAM AND  
YOUR PATIENTS  
CAN COUNT ON



ACCURAY TECHNOLOGIES GIVE YOU CONFIDENCE IN THE OUTCOMES THAT MATTER MOST TO YOU, YOUR PATIENTS, YOUR CENTER AND TEAM, NOW AND INTO THE FUTURE. LEARN MORE ABOUT **THE ACCURAY ADVANTAGE** TODAY AT [WWW.ACCURAY.COM/CONFIDENCE](http://WWW.ACCURAY.COM/CONFIDENCE).

PATIENT  
EXPERIENCE |

OPTIMIZED  
WORKFLOWS |

PRACTICE  
PROSPERITY |

**PRECISION  
MATTERS |**





## CONFIDENCE IN THE OUTCOMES THAT MATTER MOST TO YOU

Connect with an Accuray expert by calling **1.888.522.3740**,  
send an inquiry to [sales@accuray.com](mailto:sales@accuray.com) or visit [www.accuray.com/confidence](http://www.accuray.com/confidence)



Precise, innovative tumor treatments™

### UNITED STATES

#### Accuray Corporate Headquarters

1310 Chesapeake Terrace  
Sunnyvale, CA 94089  
USA  
Tel: +1.408.716.4600  
Toll Free: 1.888.522.3740  
Fax: +1.408.716.4601  
Email: [sales@accuray.com](mailto:sales@accuray.com)

#### Accuray Incorporated

1240 Deming Way  
Madison, WI 53717  
USA  
Tel: +1.608.824.2800  
Fax: +1.608.824.2996

### ASIA

#### Accuray Japan K.K.

Shin Otemachi Building 7F  
2-2-1 Otemachi, Chiyoda-ku  
Tokyo 100-0004  
Japan  
Tel: +81.3.6265.1526  
Fax: +81.3.3272.6166

#### Accuray Asia Ltd.

Suites 1702 - 1704, Tower 6  
The Gateway, Harbour City  
9 Canton Road, T.S.T.  
Hong Kong  
Tel: +852.2247.8688  
Fax: +852.2175.5799

#### Accuray Accelerator Technology

#39 Huatai Road, Longtan  
Industrial Zone,  
Section 2 East, 3rd Ring Road,  
Chengdu, Sichuan 610051  
People's Republic of China

### EUROPE

#### Accuray International Sarl

Route de la Longeraie 9 (3rd floor)  
CH - 1110 Morges  
Switzerland  
Tel: +41.21.545.9500  
Fax: +41.21.545.9501

#### 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), and the patient's general medical condition, to name a few. For more details about the side effects of your radiation therapy, and to see if treatment with an Accuray product is right for you, ask your doctor.

© 2017 Accuray Incorporated, All Rights Reserved, the stylized logo, CyberKnife, VSI, M6, TomoTherapy, H Series, Tomo, TomoH, TomoHD, TomoHDA, TomoEDGE, CTrue, VoLO, Planned Adaptive, TOA, TomoLink, TomoPortal, OIS Connect and AERO are trademarks or registered trademarks of Accuray Incorporated, in the United States and other countries and may not be used or distributed without written authorization from Accuray Incorporated. Use of Accuray Incorporated's trademarks requires written authorization from Accuray Incorporated. MKT-ARA-0916-0118b(1)