

A Fresh Look: The Delta III

By: Kelly Westermann, Global Marketing, Communications Manager

With one out of 10 people worldwide suffering from kidney stones, ESWL is still as relevant today as it was when Dornier MedTech developed the technology almost 40 years ago...if not even more relevant—as stone rates are rising around the globe.

With Japan receiving approval recently to market the Delta III and our ability to sell it on a global basis expanding, we're taking a fresh look at the Delta III—a little more than a year after its launch. What role does the Delta III play in treating kidney stone sufferers, and just how good is it? We'll take a look at the most popular features, and how they benefit doctors and patients.



Bragging?

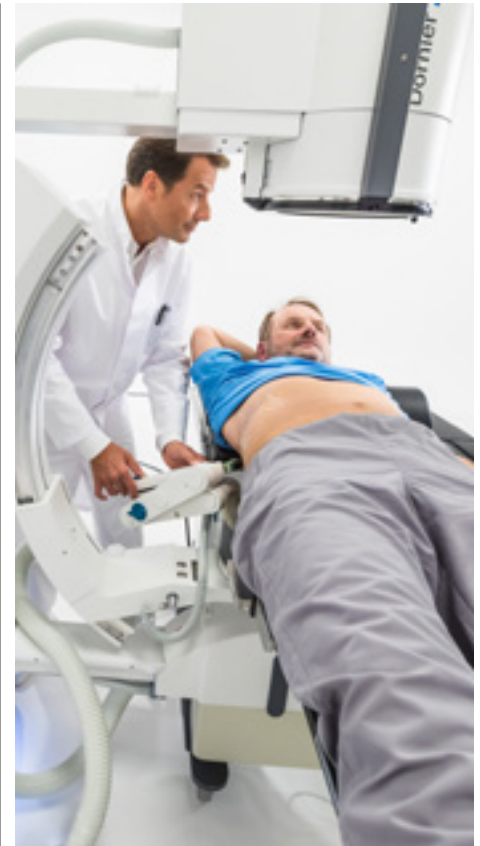
Is it bragging to say that the Delta III is the best lithotripter on the market? Not if you talk to doctors—our customers—they rave about it. [View this video.](#) Plus, in the U.S., when a demo occurs, a sale occurs most of the time. What is better proof than try it and buy it? Says Courtney Gifford, Sales Operation Analyst, Americas, “If you look at a six-month period in 2017, for example, we had fourteen demos and sold 10 Delta III's. That's a very impressive ratio of demos to sales.”

Recently, Christian Bohris, Senior Research Engineer, Ulrike Schoen, Director—Global Product Marketing and Program Management, and Kelly Westermann spoke with Dr. James Tycast of Northwest Urology in Oregon, U.S., about the Delta III. Dr. Tycast was the first doctor in the U.S. to use the device.

What Dr. Tycast Likes

Power (more than the previous device he used) allows him to treat more patients with larger stones. “When I started to use the Delta III, I decided to push the limits of what the techs told me the machine could do, just to see what it could do... I put bigger patients and treated bigger stones—and pretty solid-looking stones I saw in imaging, and I've had no problems,” he says.

In addition to more power, Dr. Tycast has a great appreciation for OptiCouple®, Dornier's patented optical coupling control. “I really do like the OptiCouple,” he says. “At first, I had some reservations but I do like it...I like that there is a camera in the therapy head because you can get rid of the bubbles, and also because it sounds like you have a better connection when you get the bubbles out of there—it's definitely a much better connection to the patient.” Air bubbles in the connection between the therapy head and the patient compromises treatment effectiveness by 40%¹.

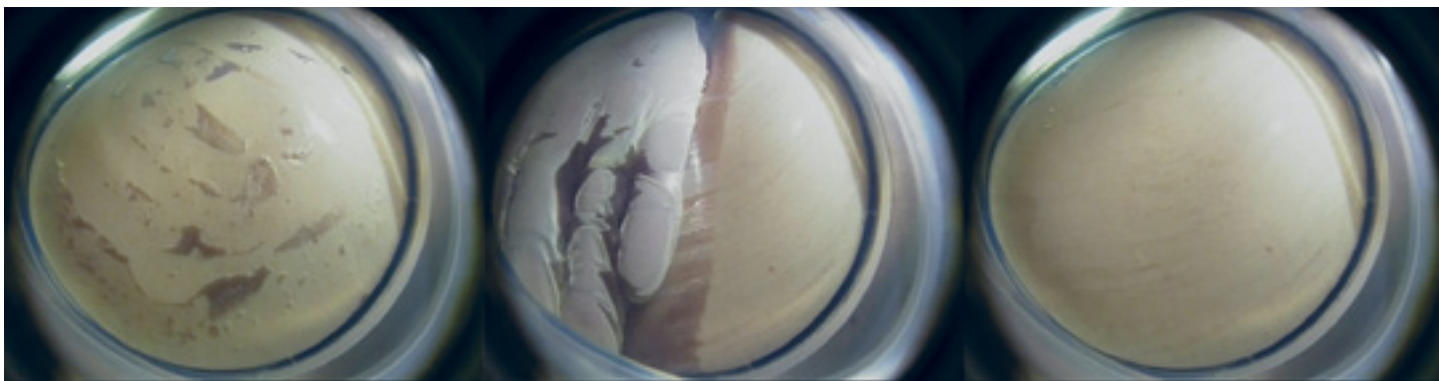


The Advantages of OptiCouple

As a matter-of-fact, when physicians use OptiCouple, they have higher stone free rates and lower re-treatment rates (Dr. Tycast has never had to do a re-treatment since using the Delta III, in over 100 sessions). The benefits don't stop there, though: there's a reduction in treatment time that actually allows doctors to see more patients in a day, which increases their profitability. Further, there's a reduction in radiation dose by 17% (versus blind coupling) that improves workplace safety.

URS and ESWL

Dr. Tycast performs both ureteroscopies and ESWL treatments. Before using the Delta III, he performed double the number of URS procedures versus ESWL...**now, with the Delta III, the ratio has reversed: he performs 2:1 ESWL versus URS procedures!**



What Affects ESWL Efficiency?

Air bubbles on the coupling bellow where it is in contact with the patient affect ESWL efficiency. The shock wave energy is transmitted through water; the stone disintegration capacity is strongly affected by the presence of air bubbles; on a quality lithotripter, air mainly appears on the therapy head where it is in touch with the patient.

With ESWL procedures on the decline worldwide, and URS procedures increasing, this has significant implications for our business.

His confidence in the Delta III is high: With the Delta III, “I am more relaxed and confident that the stones will break up, and that I’m not going to have to re-treat. Plus, when you explain to patients that their options are a stent in their urethra or a completely non-invasive procedure, they always choose ESWL.”

What Patients Like

In addition to choosing an ESWL procedure over URS, patients appreciate that they can return to work in a day or two with an ESWL treatment. Dr. Tycast says: “When they return to work depends on the anesthesia...generally, my patients just experience the ordinary musco-skeletal aches, but no side effects.” URS procedures leave patients with a stent or tube in their bodies, as well as more pain and discomfort from the minimally invasive procedure (minimally invasive in a very uncomfortable way!)

#GameChanger

If you follow Dornier MedTech in social media, you may have noticed the use of the hashtag #GameChanger or the line “Master the New Stone Age.” These both signal to doctors that the Delta III (not to take anything away from our great lasers) is game changing technology, and game changing in multiple ways—better for patients, better for doctors, and better for those one out of 10 people in the world who suffer from kidney stones. With the Delta III, Dornier **is** mastering the new Stone Age!



How OptiCouple Works

After the therapy head is in contact with the patient, a hand swipe is used to eliminate air bubbles. The camera inside the therapy head checks the coupling, and the swiping technique can be improved until an air-free coupling is confirmed, and the best coupling is ensured throughout the treatment.

“A New Optical Coupling Control Technique and Application in SWL.” Jian Lin Lv, Urolithiasis(2016) 44: 5349-544