

The Biomed Partnership Program Customer Experience



Customer buys a device with a Service Agreement

Welch Allyn sends a welcome letter with the Service Agreement password and code for online technical training

Customer completes online technical training

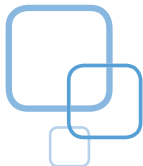
Completed training is recorded and customer becomes Welch Allyn Trained

Welch Allyn sends gold level activation code for the Service Tool

Customer now has ability to calibrate and validate using the Service Tool

Customer can now service the device with added benefits:

- Free, expedited shipping
- Direct access to Welch Allyn technical service
- Loaners (if required)



Partners in Care Services™

SUPPORT | EDUCATION | PROFESSIONAL

WelchAllyn®

Advancing Frontline Care™