

## Essential Information For Sales Staff

The Vacuderm smart tourniquet is a single patient tourniquet that, when the dome is pumped several times, enhances the tourniquet effect by producing a negative pressure. This causes the veins to fill and become pronounced, potentially improving vein location.

You must demonstrate the Vacuderm to nurses before leaving it with them, practice on your colleagues beforehand to ensure correct demonstration, watch the video and read the instructions.

Make sure the nurses have a copy of the instructions and have seen the video demonstration.

Try and appoint an ambassador nurse at each hospital to train others on correct procedure.

Follow the 4 main rules of:

- 1) Use the lower arm.
- 2) Point in the right direction.
- 3) Pull it really tight, it will not pinch.
- 4) Pump slowly and gently.

Yes, a vein finder can be used to locate the veins, but they won't make the veins pronounced.

Don't just send the Vacuderm to nurses without training etc.

