



pre-owned CyberKnife
 a favorable alternative to
 new systems – quality developed
 and produced in U.S.A. and Germany

General Information

CyberKnife System

The CyberKnife, manufactured by the U.S. company Accuray Inc. and co-developed at Stanford University in California and the Technical University Munich, Germany is the most advanced robotic radiosurgery system in the world. More than 200,000 patients have been treated in the last 10 years in more than 250 CyberKnife centers worldwide. The CyberKnife is used for tumors anywhere in the body and is the only system that automatically adjusts the beam delivery to motion during the non-invasive treatment in real-time to deliver high doses to the target tumor while simultaneously minimizing radiation exposure to surrounding healthy tissue and organs. There's no need for anesthesia, no pain and minimal side effects compared to surgery.

Advantage pre-owned

Key advantage is the attractive price in combination with highest product quality

By the market launch of the new CyberKnife M6 system, more and more previous models of the CyberKnife VSI and G4 will be replaced by new M6 systems, especially in the U.S., where more than 140 CyberKnife's are in operation. Many of this systems are no more than 3 years old, in very good condition; simply quality „Made in U.S.A. and Germany“. The price of a very few years old CyberKnife VSI system incl. training is below 50% of a new M6. The prices for older CyberKnife systems are even significant lower.

Comparison VSI to M6

The previous model compared to the M6

	CyberKnife VSI	CyberKnife M6
Linac	6MV at 1000 MU/min	6MV at 1000 MU/min
Robot	KUKA KR 240 (over 1.200 radiation shooting angles)	KUKA KR 240 (over 1.200 radiation shooting angles)
Multi-Leaf Collimators (MLC)	Fixed Collimators and variable Iris Collimator	Fixed Collimators, variable Iris Collimator, InCise MLC for larger and more irregular tumors
Treatment Time	30 – 45 minutes	15 – 20 minutes
Required space for radiation protection room	96 m ³	89 m ³

Direct Sale by GWZ

No distribution partner in between

Along with our cooperation partners we have excellent relationships to many CyberKnife centres in the world of which we can purchase used CyberKnife's and other pre-owned medical equipment directly. Different from new CyberKnife's, no distribution partner is involved and in between. The installation and training we will offer as well.

Further information:

Stefan Graber, Managing Director

GWZ International Investment Management Co., Ltd.

Tel. +49-81 66-99 49 025 | Fax: +49-81 66-99 58 67 | Mobile +49-170-915 18 33 | sg@gwzinternational.com

www.gwzinternational.com | © 2015 GWZ



Design, Construction, Management

GWZ works together with experienced German and international companies, specializing in the design and construction of medical radiation protection bunkers, which have a wide track-record in implementing such projects, also under extreme weather conditions, e.g. permafrost. Accuray Inc., the manufacturer of the CyberKnife outlines a price indication for a new building incl. radiation protection room with abt. 2.5 million US-\$ and for the re-modelling of an existing radiation protection bunker for installing a CyberKnife System with 0.5 million US-\$. In addition we together with our partners have cooperation agreements with large and international well-known healthcare providers for the analysis, legal due diligence, design, construction, medical equipment supply, management and maintenance of large healthcare projects, if this field of experience is required.

Distribution and Service Partners, radiosurgery equipment producers

Due to our long-lasting project experience and the cooperation with many medical equipment manufacturers, distributors and service partners along this projects, we have a very good overview about different cancer treatment methods, diagnostics-, chemotherapy-, radiotherapy- and radiosurgery equipment and trustful connections with most of the manufacturers of CT, MRI, PET/CT, Cyclotrons, Chemotherapy labor equipment, Hyperthermia equipment and Linear Accelerators. Important: by today, there are only 3 major manufacturers of radiosurgery equipment in the world: Varian, Elekta and Accuray. No Chinese or Indian producers are active in this segment. With all of them we have distribution agreements and/or long-term business relationships (see also under track-record).

Financing and Local Content

GWZ and our partners offer a high-quality clinical-technical proven concept and can guarantee a sustainable clinical and economic success for the Government, hospital or investor, if the clinical-technical concept we offer, will be implemented. Financial concepts including PPP-models or the involvement of leasing companies, multinational promotional- and development banks and organizations are possible. GWZ and its partners will support the client with our worldwide network and our contacts and references along the numerous successful implemented projects.

For many countries, the creation of local content and added value along such projects is very important. Such a project generates a lot of local content – in most cases this may not lead to the setup of a local production line for radiosurgery equipment through the Western manufacturers – however the construction and rebuilding of medical facilities, the electrical work, the installation of a long-term service partner for maintenance and the most important part: a well-educated and trained medical personnel of the Center of Excellence in Oncology (usually a team of 12 – 20 people, consisting of a neurosurgeon and radiation oncologist, medical physicists, MTRA's, medical assistants for quality management and scientific tasks, a technician, administration and the Managing Director) with the chance to export this know-how ("train the trainer") and finally the improvement of the treatment options and quality of life of the local citizens and the chance to build-up a high-quality medical tourism destination, will create local added value.

Reference Projects and Track-Record

GWZ and its partners have the profoundest experience in developing CyberKnife centers in Western and Eastern Europe, the Russian Federation and Central Asia. In the last five years, more than 25 CyberKnife and oncology centers have been successfully launched with our support in planning, installation, commissioning and training of the medical staff. Besides this we have done commissioning and training for more than 50 diagnostic-, radiotherapy- and radiosurgery centers. Reference projects we were responsible are i.a. CyberKnife and diagnostic and treatment centers in Germany, France, the Czech Republic, Poland, Ukraine, the Russian Federation, South Korea, Japan and the United States.

Our team has more than 100 years of combined experience in diagnostics, radiotherapy/surgery, business planning and financing of medical projects and is familiar with the CyberKnife technology since more than 15 years. Furthermore we have the experience of several hundred thousand treatment simulations and the training of more than 500 medical physicists, radiation oncologists and surgeons. The team members have worked in managing positions at Accuray, Varian Medical Systems, Elekta, Siemens Healthcare and at well-known universities and research institutes in Germany and the U.S.

More Information:
Stefan Graber
Managing Director

GWZ International Investment Management Co., Ltd.

Tel. +49-81 66-99 49 025 | Fax: +49-81 66-99 58 67 | Mobile +49-170-915 18 33 | sg@gwzinternational.com

www.gwzinternational.com | © 2015 GWZ