

Gymna ShockMaster 300 and 500

Sales Release Document



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www.shockmaster.eu



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1. ShockMaster becomes Gymna!

To facilitate your sales argumentation, we have decided to change our brand strategy. The Gymna brand is very well perceived and stands for top quality, desirability, intelligence and easy-to-use. Our goal is to leverage this strong position to support our shockwave therapy and to make communication more efficient. Therefore, Shockmaster does not exist as a stand-alone brand anymore but has been positioned under the Gymna brand.

This Sales Release Document announces not only the brand new ShockMaster 300, but also an upgraded version of the ShockMaster 500, completely in the Gymna look and feel.

We are sure you will experience the value of this decision.

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2. ShockMaster 300

Radial shockwave therapy, anytime and anywhere

The portable ShockMaster 300 means your therapist is now able to carry out treatments anytime and anywhere. No restriction – just ‘plug and play’.

Mobile

The ideal portable device for your therapist to go on the road

- Small and lightweight device.
- Thanks to the built-in air compressor module

Comfort

Ideal working conditions

- Perfect viewing angle for therapist and patient
- Protective anti skid mat on top of the device: for accessories or even the handpiece
- Silent, vibration free and powerful air compressor.

Easy to use

- Revision of the handpiece by the therapist himself in only 5 minutes: no need to return the handpiece.
- Attractive treatment progress indicator: easy to follow for both the patient and the therapist
- Large operating buttons: changing parameters in the most convenient way



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3. ShockMaster 500

Functional design

The ShockMaster 500 combines a functional design with intelligent and unique features. This device will help you during radial shockwave treatments, giving excellent results for you and your patients.

- Rapid and easy switching between two handpieces using 2 connectors
- Silent and vibration-free oil compressor
- additional protection for the valuable handpiece or V-actor
- Ergonomic working height
- Convenient storage drawer

GTS: A big step forward

With the new generation of the Guided Therapy System (GTS2), Gymna is once again demonstrating that it is at the forefront of the medical sector and allied health professions. This version has additional functionality, offers more treatment protocols and is fully integrated in the ShockMaster 500 series.



The GTS2 has three important features:

1. Medical E-book
2. User-friendly navigation
3. Evidence-based therapy

1. Medical E-book

Share your expertise with your patient in a simple, structured way!

- Anatomical library
- Information screens
- Visual assessment process with a VAS score

2. User-friendly navigation

Every therapist can find the ideal programme for any patient, either pre-programmed or in the free-format mode. You can also add in your own programmes. The clear navigation lets you do this in just a few seconds.

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3. Evidence-based therapy

All the treatment programmes are based on the latest scientific studies and have been produced in consultation with leading universities and experts. Programme updates can easily be added, thanks to the integrated USB port.

Software update

Together with our rebranding to Gymna we decided to follow the look and feel of our top electrotherapy device, the Gymna 400. Therefore we created a similar look in user interface.

On top of that we implemented a back up system for the patient database system. The therapist is now able to put all data on an usb stick and save these on his/her computer. No longer possible data loss.

- Go to the ShockMaster club and get the software update over there.
- www.shockmaster.eu



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4. New accessories (available early 2012)

Gymna handpiece and applicators

All the accessories will have the look and feel of Gymna: this means with Gymna logo and black coloured instead of blue.

!! These upgraded accessories will be available early 2012 !!

Until then, please order the previous blue version.



RSW handpiece



V-ACTOR handpiece

15 mm applicator		15 mm	Pain therapy in tendon disorders, calcified shoulder, heel spur, etc.	0-40 mm		0.38 mJ/mm ²
15 mm focus lens applicator		15 mm	Close to surface pain areas, fascial muscles, neck, head, individual triggers.	0-20 mm		0.16 mJ/mm ²
6 mm acupuncture applicator		6 mm	Acupuncture shockwave therapy.	0-40 mm		0.32 mJ/mm ²
Deep Impact applicator *		15 mm	Low pressure: skin-deep injuries. High pressure: deep seated locations and for high energy requirements (e.g. calcifications).	0-60 mm		0.63 mJ/mm ²
D-ACTOR I *		20 mm	Myofascial trigger therapy, muscle- and connective tissue, dissolution of fibrosis, treatment of deep-seated muscles	0-50 mm		0.48 mJ/mm ²
D-ACTOR II *		35 mm	Myofascial trigger therapy, Muscle- and connective tissue, back muscles, skin elasticity, trigger-diagnose, dissolution of fibrosis, treatment of deep-seated muscles	0-50 mm		0.46 mJ/mm ²

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5. Product overview

ShockMaster 300 (art.nr 338300)

Standard accessories

- ShockMaster RSW Handpiece
- 2 x Metal projectile, 13280, ShockMaster
- 2 x Metal tube, 13271, ShockMaster
- Revision kit, metal, 17212, ShockMaster
- ShockMaster 15mm applicator
- ShockMaster D-Actor 20mm S applicator
- Mains lead right angle – EU plug
- Gymna ShockMaster Certificate Treatment Centre
- Poster Gymna ShockMaster - 50x70cm
- Gymna ShockMaster Registration Card Club
- Patient Flyer Gymna ShockMaster - set of 25
- Gymna ShockMaster 500 User Manual – E (CD-Rom)
- Contact Gel-500ml
- Protective anti skid mat



Optional accessories

- 306900 ShockMaster 15mm applicator
- 333212 ShockMaster Deep Impact applicator
- 326447 ShockMaster RSWT focus lens
- 306372 ShockMaster 6mm acup. applicator
- 338074 ShockMaster D-Actor 20mm S applicator
- 338085 ShockMaster D-Actor 35 mm S applicator
- 309771 Revision kit, metal, 17212, ShockMaster
- 100016 Contact gel- 500ml
- 100019 Contact gel – 5l – excl. pump
- 327734 F-meter (pain measurement)
- 313929 ShockMaster RSW Handpiece
- 338382 Poster Gymna ShockMaster - 50x70cm
- 338393 Gymna ShockMaster Certificate Treatment Centre
- 338404 Gymna ShockMaster Registration Card Club
- 338568 Gymna ShockMaster 500 User Manual – E

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5. Product overview

ShockMaster 500 Black (art.nr 338500)

Standard accessories

- ShockMaster RSW Handpiece
- 2 x Metal projectile, 13280, ShockMaster
- 2 x Metal tube, 13271, ShockMaster
- Revision kit, metal, 17212, ShockMaster
- ShockMaster 15mm applicator
- ShockMaster D-Actor 20mm S applicator
- Mains lead right angle – EU plug
- ShockMaster tube 1m_angle compressor
- Gymna ShockMaster Certificate Treatment Centre
- Poster Gymna ShockMaster - 50x70cm
- Gymna ShockMaster Registration Card Club
- Patient Flyer Gymna ShockMaster – set of 25
- ShockMaster therapy box (Gymna touch pen, shockwave therapy course on dvd, usb stick)
- Gymna ShockMaster 500 User Manual – E (CD-Rom)
- Contact Gel-500ml
- Protective anti skid mat

Optional accessories

- 306900 ShockMaster 15mm applicator
- 333212 ShockMaster Deep Impact applicator
- 326447 ShockMaster RSWT focus lens
- 306372 ShockMaster 6mm acup. applicator
- 338074 ShockMaster D-Actor 20mm S applicator
- 338085 ShockMaster D-Actor 35 mm S applicator
- 309771 Revision kit, metal, 17212, ShockMaster
- 100016 Contact gel- 500ml
- 100019 Contact gel – 5l – excl. pump
- 327734 F-meter (pain measurement)
- 313929 ShockMaster RSW Handpiece
- 337414 ShockMaster V-Actor II
- 338382 Poster Gymna ShockMaster - 50x70cm
- 338393 Gymna ShockMaster Certificate Treatment Centre
- 338404 Gymna ShockMaster Registration Card Club
- 338568 Gymna ShockMaster 500 User Manual – E
- 338426 Gymna ShockMaster Treatment Box
- 340505 Touch screen pen Gymna
- 338162 ShockMaster USB 1GB Lanyard Lime Green
- 338437 Gymna ShockMaster Treatment DVD V2011_01
- 338382 Poster Gymna ShockMaster - 50x70cm
- 338393 Gymna ShockMaster Certificate Treatment Centre
- 338404 Gymna ShockMaster Registration Card Club
- 338568 Gymna ShockMaster 500 User Manual – E



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5. Product overview

ShockMaster 500 + R-SW HP Black (art.nr 338511)

Standard accessories

- 2 x ShockMaster RSW Handpiece
- 2 x Metal projectile, 13280, ShockMaster
- 2 x Metal tube, 13271, ShockMaster
- Revision kit, metal, 17212, ShockMaster
- ShockMaster 15mm applicator
- ShockMaster D-Actor 20mm S applicator
- Mains lead right angle – EU plug
- ShockMaster tube 1m_angle compressor
- Gymna ShockMaster Certificate Treatment Centre
- Poster Gymna ShockMaster - 50x70cm
- Gymna ShockMaster Registration Card Club
- Patient Flyer Gymna ShockMaster – set of 25
- ShockMaster therapy box (Gymna touch pen, shockwave therapy course on dvd, usb stick)
- Gymna ShockMaster 500 User Manual – E (CD-Rom)
- Contact Gel-500ml
- Protective anti skid mat

Optional accessories

- 306900 ShockMaster 15mm applicator
- 333212 ShockMaster Deep Impact applicator
- 326447 ShockMaster RSWT focus lens
- 306372 ShockMaster 6mm acup. applicator
- 338074 ShockMaster D-Actor 20mm S applicator
- 338085 ShockMaster D-Actor 35 mm S applicator
- 309771 Revision kit, metal, 17212, ShockMaster
- 100016 Contact gel- 500ml
- 100019 Contact gel – 5l – excl. pump
- 327734 F-meter (pain measurement)
- 313929 ShockMaster RSW Handpiece
- 337414 ShockMaster V-Actor II
- 338382 Poster Gymna ShockMaster - 50x70cm
- 338393 Gymna ShockMaster Certificate Treatment Centre
- 338404 Gymna ShockMaster Registration Card Club
- 338568 Gymna ShockMaster 500 User Manual – E
- 338426 Gymna ShockMaster Treatment Box
- 340505 Touch screen pen Gymna
- 338162 ShockMaster USB 1GB Lanyard Lime Green
- 338437 Gymna ShockMaster Treatment DVD V2011_01



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5. Product overview

ShockMaster 500 + V-ACTOR Black (art.nr 338522)

Standard accessories

- ShockMaster RSW Handpiece
- ShockMaster V-Actor II
- 2 x Metal projectile, 13280, ShockMaster
- 2 x Metal tube, 13271, ShockMaster
- Revision kit, metal, 17212, ShockMaster
- ShockMaster 15mm applicator
- ShockMaster D-Actor 20mm S applicator
- Mains lead right angle – EU plug
- ShockMaster tube 1m_angle compressor
- Gymna ShockMaster Certificate Treatment Centre
- Poster Gymna ShockMaster - 50x70cm
- Gymna ShockMaster Registration Card Club
- Patient Flyer Gymna ShockMaster – set of 25
- ShockMaster treatment box (Gymna touch pen, shockwave therapy course on dvd, usb stick)
- Gymna ShockMaster 500 User Manual – E (CD-Rom)
- Contact Gel-500ml
- Protective anti skid mat

Optional accessories

- 306900 ShockMaster 15mm applicator
- 333212 ShockMaster Deep Impact applicator
- 326447 ShockMaster RSWT focus lens
- 306372 ShockMaster 6mm acup. applicator
- 338074 ShockMaster D-Actor 20mm S applicator
- 338085 ShockMaster D-Actor 35 mm S applicator
- 309771 Revision kit, metal, 17212, ShockMaster
- 100016 Contact gel- 500ml
- 100019 Contact gel – 5l – excl. pump
- 327734 F-meter (pain measurement)
- 313929 ShockMaster RSW Handpiece
- 337414 ShockMaster V-Actor II
- 338382 Poster Gymna ShockMaster - 50x70cm
- 338393 Gymna ShockMaster Certificate Treatment Centre
- 338404 Gymna ShockMaster Registration Card Club
- 338568 Gymna ShockMaster 500 User Manual – E
- 338426 Gymna ShockMaster Treatment Box
- 340505 Touch screen pen Gymna
- 338162 ShockMaster USB 1GB Lanyard Lime Green
- 338437 Gymna ShockMaster Treatment DVD V2011_01



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6. Marketing material

Website: www.shockmaster.eu

- Product information
- Patient information
- Shockwave therapy information
- Shockmaster club
- Digital full colour brochures
- Product movie ShockMaster

Brochures

Digital full colour A4 brochure Gymna ShockMaster 300 (set of 25)

Available in:

- | | |
|--------------|----------------|
| • French | art. nr 338340 |
| • English | art. nr 338339 |
| • German | art. nr 338338 |
| • Spanish | art. nr 338344 |
| • Portuguese | art. nr 338343 |
| • Italian | art. nr 338341 |
| • Dutch | art. nr 338342 |



Digital full colour A4 brochure Gymna ShockMaster series (set of 25)

Available in:

- | | |
|--------------|----------------|
| • French | art. nr 338540 |
| • English | art. nr 338539 |
| • German | art. nr 338538 |
| • Spanish | art. nr 338544 |
| • Portuguese | art. nr 338543 |
| • Italian | art. nr 338541 |
| • Dutch | art. nr 338542 |



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Digital full colour 3-fold brochure Patient flyer Gymna ShockMaster (set of 25)

Available in:

- French art. nr 338362
- English art. nr 338361
- German art. nr 338360
- Spanish art. nr 338366
- Portuguese art. nr 338365
- Italian art. nr 338363
- Dutch art. nr 338364



Roll-up banners 200 cm x 80 cm

- ShockMaster 300 art. nr 338415
- ShockMaster 500 art. nr. 338560



Poster 70 cm x 50 cm art. nr. 338382



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Product trailer

- On www.shockmaster.eu
- On youtube: <http://www.youtube.com/user/GymnaUniphyNV>

Developed to use as your own website tool, showroom tool or for exhibitions!

HR pictures

HR pictures are available on the back-office:

<http://partners.gymna-uniphy.com>

login - Gymna logo -Communication tools - HR images

ShockMaster treatment box art. nr. 338426

- Touchscreen pen art. nr. 340 505

For your convenience, we include a practical touch pen to activate the different functions on the screen.

- USB Stick art. nr. 338162

An important advantage of the ShockMaster Club is the access to software downloads. New studies and scientific research frequently lead to new treatment protocols. ShockMaster 500 allows easy software upgrades. Therefore we provide this USB stick. In just a few minutes you can upgrade to the latest software version. A detailed instruction guide is also available on the ShockMaster Club. Important: use this USB stick only for updating ShockMaster 500 and do not put any other data on the stick.

- Shockwave therapy course art. nr. 338437

Together with some shockwave experts we developed an interactive shockwave therapy course. If you want to learn more about shockwave therapy; with this DVD you can train yourself quickly in performing shockwave treatments.

- 15 standard indications related to the latest software.
- Each indication is supported with anatomical images.
- Treatment position and palpation clearly visualized and explained.
- Shockwave treatment practiced in a correct and safe way.



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Official ShockMaster Treatment Centre Certificate - A 3

art. nr. 338393



7. Comparison sheet ShockMaster 300 - ShockMaster 500

Specifications

Characteristics	
Dimensions (H x D x W cm)	
Weight (kg)	
Mobility	
Compressor	
Output channels	
User interface	
Free Mode	
List of indications	
Body part	
Patient database	
Back up system	
GTS 2	
Pre-set counter	
Software update	
Performance	
Max frequency	
Max frequency with V-Actor	
Max. pressure	
Hand Piece & Applicators	
On/off function	
Weight	
Ergonomic	
V-Actor vibration therapy	
Revision Kit	
Applicators*	
Extras	
Interactive treatment course	
Promo material	



ShockMaster 300

18 x 38 x 42
11
Portable
Built-in (air)
1
Plug and play
supported via light bar
15 Hz
4 bar
electronic
0,45 kg
soft rubber protection
4 revisions
15 mm applicator
D-Actor 20 mm applicator
Patient folders
Poster
Certificate



ShockMaster 500

105 x 48 x 48
65
Integrated trolley
In trolley (oil)
2
Plug and play
Pre-programmed settings
Quick start
2500 patients
Patient database
Medical e-book
supported via illuminated bar
Via USB port
21 Hz
35 Hz
5 bar
electronic
0,45 kg
soft rubber protection
Yes
4 revisions
15 mm applicator
D-Actor 20 mm applicator
DVD
USB stick
Touchscreen pen
Patient folders
Poster
Certificate

* see www.shockmaster.eu for all applicators

8. Competition



ShockMaster 300



Storz MP50



Storz MP100

Energy	ShockMaster 300	Storz MP50	Storz MP100
Energy generated	Compressed air	Compressed air	Compressed air
Heat applied			
Characteristics			
Dimensions (H x D x W cm)	18 x 38 x 42	17 x 36 x 43,5	17 x 36 x 43,5
Weight (kg) (incl compressor)	11	8,5	9,5
Mobility	yes	yes	yes
Compressor (integrated)	silent powered air	silent air	silent powered air
Connections	1	1	1
User interface			
Screen	Touch screen (7")	LED display	LED display
Pre-set counter	supported via illuminated bar		
Performance			
Max. frequency	15 Hz	15 Hz with 2.8 bar	15 Hz
Max. pressure	4 bar	4 bar with 8 Hz	4 bar
Max. energy density	0,22ml/mm ²	0,17ml/mm ²	0,22ml/mm ²
Pressure wave penetration depth	40mm	35mm	40mm
Manual pistol			
On/off function	electronic (on hand piece)	electronic (on hand piece)	electronic (on hand piece)
Weight (kg)	0.45 kg	0.45 kg	0.45 kg
Ergonomics	soft rubber protection	soft rubber protection	soft rubber protection
Applicators			
Classic 15 mm	x	x	x
Focus lens	x	x	x
Deep Impact	x	x	x
D-ACTOR 20 mm	x	x	x
D-ACTOR 35 mm	x	x	x
Acup 6 mm	x		
Ceramic 15 mm		x	x
Maintenance			
Hand piece revision	1.250.000 pulses	1.250.000 pulses	1.250.000 pulses
Revision	by user	by user	by user
Revision kit	4 with purchase	?	?
Extras			
ShockMaster Club	x		x
Marketing material	x		x
Most important sales arguments			
	Powerful easy transportable sw ShockMaster Club	Less power	
	Weight is 2 kg more because of stability	Vibrates enormous at 5Hz-4bar	Vibrates enormous at 5Hz-4bar
	Noise is 2 db less		
	Service		

8. Competition



ShockMaster 300



Dolorclast Smart

Energy	ShockMaster 300	Dolorclast Smart
Energy generated	Compressed air	Compressed air
Heat applied		
Characteristics		
Dimensions (H x D x W cm)	18 x 38 x 42	10.8 x 30 x 28
Weight (kg) (incl compressor)	11	2.9 (without compressor)
Mobility	yes	no
Compressor (integrated)	silent powered air	external compressor
Connections	1	1
User interface		
Screen	Touch screen (7")	Touch pannel
Pre-set counter	supported via illuminated bar	yes
Performance		
Max. frequency	15 Hz	4-6-8-10 Hz
Max. pressure	4 bar	4 bar
Max. energy density	0.22mJ/mm ²	0.22mJ/mm ²
Pressure wave penetration depth	40mm	40mm
Manual pistol		
On/off function	electronic (on hand piece)	electronic (on hand piece)
Weight (kg)	0.45 kg	0.70 kg
Ergonomics	soft rubber protection	soft handle
Applicators		
Classic 15 mm	x	15 mm radial
Focus lens	x	15 mm focus
Deep Impact	x	Power hand piece
D-ACTOR 20 mm	x	15 mm trigger
D-ACTOR 35 mm	x	36mm planar
Acup 6 mm	x	10 mm radial
Ceramic 15 mm		
Maintenance		
Hand piece revision	1.250.000 pulses	1.000.000 pulses
Revision	by user	by manufacturer
Revision kit	4 with purchase	
Extras		
ShockMaster Club	x	
Marketing material	x	
Most important sales arguments		
	Powerful easy transportable sw system Revision	with ems external compressor only
	ShockMaster Club Service	less functionality

8. Competition



ShockMaster 300



Zimmer enPuls (v 2.0)

Energy		
Energy generated	Compressed air	Electromagnetic
Heat applied		yes
Characteristics		
Dimensions (H x D x W cm)	18 x 38 x 42	13 x 32.2 x 23.5
Weight (kg) (incl compressor)	11	2.7
Mobility	yes	yes
Compressor (integrated)	silent powered air	no compressor
Connections	1	1
User interface		
Screen	Touch screen (7")	Touch screen + rotary controls
Pre-set counter	supported via illuminated bar	yes
Performance		
Max. frequency	15 Hz	22 Hz (max 90ml = 2 bar)
Max. pressure	4 bar	60, 90, 120, 185 ml
Max. energy density	0.22ml/mm ²	
Pressure wave penetration depth	40mm	
Manual pistol		
On/off function	electronic (on hand piece)	foot switch
Weight (kg)	0.45 kg	1.0 kg
Ergonomics	soft rubber protection	
Applicators		
Classic 15 mm	x	x and 25mm
Focus lens	x	
Deep Impact	x	
D-ACTOR 20 mm	x	
D-ACTOR 35 mm	x	
Acup 6 mm	x	x
Ceramic 15 mm		
Maintenance		
Hand piece revision	1.250.000 pulses	2.000.000 pulses
Revision	by user	by manufacturer --> generator exchange
Revision kit	4 with purchase	
Extras		
ShockMaster Club	x	
Marketing material	x	
Most important sales arguments		
	Revision ShockMaster Club	
	Silent Service	heating up --> treatment interruption necessary noise of hand piece

8. Competition



ShockMaster 300



BTL 6000 Topline

Energy		
Energy generated	Compressed air	Compressed air
Heat applied		
Characteristics		
Dimensions (H x D x W cm)	18 x 38 x 42	19 x 32 x 28
Weight (kg) (incl compressor)	11	7
Mobility	yes	yes
Compressor (integrated)	silent powered air	air
Connections	1	1
User interface		
Screen	Touch screen (7")	Touch screen 5,7" + rotary controls
Pre-set counter	supported via illuminated bar	
Performance		
Max. frequency	15 Hz	15 Hz
Max. pressure	4 bar	4 bar
Max. energy density	0.22mJ/mm ²	0.22 mJ/mm ²
Pressure wave penetration depth	40mm	40 mm
Manual pistol		
On/off function	electronic (on hand piece)	electronic (on hand piece)
Weight (kg)	0.45 kg	0.45 kg
Ergonomics	soft rubber protection	special ergonomic grip
Applicators		
Classic 15 mm	x	15 mm multifocused
Focus lens	x	15 mm focused for trigger points
Deep Impact	x	
D-ACTOR 20 mm	x	
D-ACTOR 35 mm	x	
Acup 6 mm	x	9 mm multifocused
Ceramic 15 mm		
Maintenance		
Hand piece revision	1.250.000 pulses	1.000.000 pulses
Revision	by user	bu user but difficult
Revision kit	4 with purchase	?
Extras		
ShockMaster Club	x	
Marketing material	x	
Most important sales arguments		
	Powerful easy transportable sw system	
	Easy user interface	difficult combination touch and rotary controls
	revision	
	ShockMaster Club	
	Service	