



BLACK
FOREST
MEDICAL
GROUP

DORO®

Sales Programs 2022

DORO LUCENT® DISPOSABLE SKULL PINS

Show your customers the benefits of **DORO LUCENT®** Disposable Skull Pins. Convert competitor accounts by using this program.

HOW IT WORKS

For every three packs of **DORO LUCENT®** Disposable Skull Pins purchased as a first order for your newly converted account, you will get one pack for free. For example, if you buy 30 packs, you will get additional 10 for free. Packs are available in sets of [3 pins](#) and [9 pins](#).

To benefit from this offer, all you need to do is provide of converted competitor accounts to the responsible **DORO®** Sales Manager.

Learn more about this pin in our **DORO®** Cranial Stabilization and Retractor Systems Brochure on page 11. You will find the brochure on our website under *Resources - [Brochures](#)*.



Buy 3 packs,
get 1 additional
pack for free

DORO® DISPOSABLE SKULL PINS

NEW

Enjoy the great variety of DORO® Disposable Skull Pins. Exchange reusable pins with DORO® Disposable Skull Pins.

HOW IT WORKS

We grant a discount for replacing DORO® or Mayfield Reusable Skull Pins with Disposable Skull Pins. For trading in one package of reusable pins, receive 15 % on the first order of DORO® Disposable Skull Pins.

To benefit from this offer, all you need to do is to provide proof of converted accounts to the responsible DORO® Sales Manager.



15 %

on DORO®
Disposable
Skull Pins

DORO® TRADE IN

Unlimited trade-in until end of December 2022 from now on available.
Take the chance and update your account with new DORO® equipment.

Valid for:

- Mayfield or other competitors' product.

Replace competitive products in the market with new DORO® equipment and receive a discount of **up to 15 %** on official list price.

HOW IT WORKS

We grant a discount of up to 15 % for replacing existing devices with equivalent DORO® units. This applies to any other third party manufacturer.

To benefit from this offer, all you need to do is return the old devices to Black Forest Medical Group and provide proof in form of customer P.O. or similar document stating negotiated discount on DORO® exchange.

Credit will be issued after receipt of trade in items and proof document.

Discount can only be credited towards the purchase of an equivalent DORO® product.

This program excludes all DORO® Disposable products, DORO® Skull Pins, DORO® Blades & Micro Blades, DORO® Gel Pads and DORO® NON-STICK Bipolar Forceps.

Make use of this program to update existing accounts, for example to the DORO LUCENT® Headrest System.



DORO® NON-STICK BIPOLAR FORCEPS

Show your customers the benefits of DORO® NON-STICK Bipolar Forceps and convert competitor accounts.

NEW

HOW IT WORKS

For each DORO® NON-STICK Bipolar Forceps ordered for your newly converted account, you will receive 5% discount on the first order.

To benefit from this offer, all you need to do is provide proof of converted competitor accounts to the responsible DORO® Sales Manager.

Learn more about our dedicated forceps in our DORO® NON-STICK Bipolar Forceps Brochure. You will find the brochure on our website under *Resources* - [Brochures](#).

Please use also our program of refurbishment: DORO® Repair-Refurbishment. Price information on request.



5 %

discount on
DORO® Bipolar
Forceps

DORO® SALES KITS

DORO® Sales Kits are great tools which makes it easier for you to demonstrate our bestsellers to your customers. They are perfect for sales presentation, safe transportation and storage.

Take the opportunity and order your personal DORO® Sales Kit. Benefit now from a special price with demo discounts up to 40 %.

Available now: DORO® Forceps Sales Kits including our proven DORO® NON-STICK Bipolar Forceps.

DORO® SALES KIT I

Item no. 1203.800

Included Items	Item no.
DORO® QR3 Headrest System	1001.100
DORO® Storage Case Headrest System	1001.030
DORO® Disposable Skull Pins	3006-00
DORO® Easy Connect Navigation Adaptor – of your choice: Brainlab, Stryker®, Medtronic	1204.XXX

Demo
Discount 35%



DORO® Sales Kit I
Item no. 1203.800

QR3 SALES KIT I

DORO® SALES KIT II

Item no. 1203.810

Included Items	Item no.
DORO® Sales Presentation Case	1203.900
DORO® Display Table Adaptor	9002.003
DORO® QR3 Skull Clamp	1001.001
DORO® Quick-Clamp	1201.021
DORO® Easy Connect Navigation Adaptor – of your choice: Brainlab, Stryker®, Medtronic	1204.XXX
DORO LUNA® Retractor System Standard	1203.100

Demo
Discount 35%

DORO® SALES KIT III

Item no. 1203.820

Included Items	Item no.
2 x DORO® Sales Presentation Case	1203.900
2 x DORO® Display Table Adaptor	9002.003
2 x DORO® QR3 Skull Clamp	1001.001
2 x DORO® Quick-Clamp	1201.021
2 x DORO® Easy Connect Navigation Adaptor – of your choice: Brainlab, Stryker®, Medtronic	1204.XXX
DORO LUNA® Retractor System Standard	1203.100

Demo
Discount 40%



DORO® Sales Kit II & III
Item no. 1203.810 &
1203.820

DEMO DISCOUNTS
UP TO
40 %

DORO® FORCEPS SALES KIT I

Item no. 5011.810

Includes 6 DORO® NON-STICK Bipolar Forceps	Item no.
Straight, 12,5 cm Length, 0,4 mm Tip Size	5062.012
Bayonet, 17 cm Length, 0,7 mm Tip Size	5022.013
Bayonet, 20 cm Length, 1,0 mm Tip Size	5024.014
Bayonet, 22 cm Length, 0,7 mm Tip Size	5045.013
Bayonet, 22 cm Length, 1,5 mm Tip Size	5025.016
Bayonet Keyhole, 23 cm Length, 1,2 mm Tip Size	5036.015
DORO® Sterilization Tray for DORO® NON-STICK Bipolar Forceps	5011.102

Demo
Discount 40%

DORO® FORCEPS SALES KIT II

Item no. 5011.820

Includes 6 DORO® NON-STICK Bipolar Forceps of choice

Set up **your individual forceps sales kit** by selecting six forceps of your choice plus a fitting sterilization tray and receive a 30% discount.

Demo
Discount 30%



NEW

FORCEPS SALES KITS

OUR QUALITY POLICY

At Black Forest Medical Group, the quality and safety of our company's products are our top priorities.

We are committed to provide products that meet our rigorous standards for safety and effectiveness, as well as applicable legal and regulatory requirements.

We are committed to deliver high quality products and services to achieve complete customer satisfaction.

We believe that a fair and trustful cooperation with our business partners is the foundation for continued development of the product range.

We are committed to continuously improve the effectiveness of our quality management system, our products and our services.

Every product we sell represents the commitment of our people to provide medical technology that improves the quality of life for the patients we serve. Motivated employees are the basis of our achievement.