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## Leading-edge DR technology supports focus on patient care

Image quality, ease of operation and potential dose reduction:  
one of Europe's first DX-D Retrofit installations proves a remarkable success

## Leading-edge DR technology supports focus on patient care

Interview with DAVID HOFFMANN, Practice Manager; Dr. EUGEN MANGEL, Radiologist; SILVIA ZAHN, Head Radiographer  
Radiologie Starnberger See

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**DR. EUGEN MANGEL**  
Radiologist



Independent radiology center Radiologie Starnberger See never hesitates to go the extra mile for its patients. So potential dose reduction, image quality, patient comfort and ease of operation were the factors at the very top of the wish list when the ISO 9001-certified practice started looking for a Direct Radiography (DR) upgrade to its existing X-ray equipment. The Agfa HealthCare DX-D Retrofit, installed in late 2012, proved to be an excellent solution, providing everything the radiology center was looking for.

### Putting the patient first

Tireless, around-the-clock patient care meets leading-edge imaging technology: this best sums up Radiologie Starnberger See, a shared practice founded in 1999 by a team of three radiologists. “Our clear patient focus is what sets us apart. Efficiency, profitability and growth matter, but at the end of the day, it all comes down to the patient,” states David Hoffmann, Practice Manager since 2011.

Operating as an independent service provider from within Klinikum Starnberg, a mid-sized hospital just south of Munich, Germany, Radiologie Starnberger See sees itself as part of a wider, interdisciplinary team: “We hold enormous store in a constant exchange with the clinicians. No matter how busy we are, our door is always open,” stresses Hoffmann.

With numerous imaging modalities (including projection X-ray, angiography, mammography, CT and MRI), the current team of five radiologists plus a nuclear medicine specialist handles both in- and outpatients in a fully digitized environment. Additional sites of the practice are found in Berg, Gauting, Wolfratshausen and Penzberg – small towns situated around Germany's Lake Starnberg. The practice's ISO 9001 certification, first obtained in 2012 and successfully renewed in 2013, drives continuous improvement of administrative and operational processes.

### Potential dose reduction plus a quick ROI – a compelling proposition

Cost control was a major reason why, in early 2012, Radiologie Starnberger See determined to upgrade

its existing X-ray equipment with a DR solution: “Phosphor plates, which we had been using since 2003, are subject to considerable wear and tear. Replacements were becoming too costly,” explains Head Radiographer Silvia Zahn. “In addition, the potential for dose reduction held considerable appeal for us, in terms of our continuous improvement in the interest of our patients.”

With a successful relationship between the practice and Agfa HealthCare going back to 1999, a predictable Return on Investment (ROI) and easy integration with existing equipment, the DX-D Retrofit proved the right fit. An easy and affordable way to upgrade to DR, DX-D Retrofit comprises a retrofit box, one or more flat panel detectors and an NX Workstation running MUSICA, Agfa HealthCare's gold standard image processing software.

“X-ray exams are poorly funded by public health insurers, so it is essential for us to achieve ROI within just a few years. The Agfa HealthCare sales team made a convincing case for the DX-D Retrofit solution, taking account of factors such as reduced maintenance, time savings and greater ease of operation,” explains Hoffmann.

### Going live with the DX-D Retrofit: satisfaction all around

Radiologie Starnberger See went direct digital in the fall of 2012. “We were one of the first practices in Europe to install a DX-D Retrofit, so some minor implementation issues were to be expected. However, once those were out of the way, my team and I found our feet in no time,” states Silvia Zahn.

## Agfa HealthCare's contribution

The DX-D Retrofit solution installed at Radiologie Starnberger See provides:

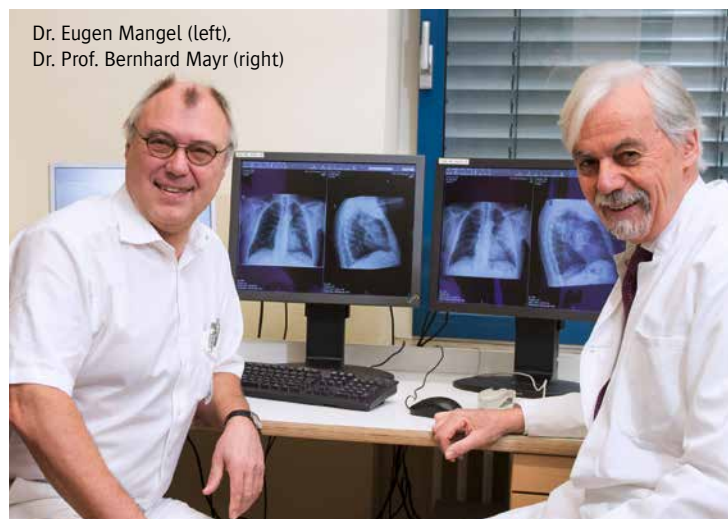
- Improved image quality for even higher diagnostic confidence
- Better working conditions and increased efficiency for radiographers
- Dose management capabilities
- Predictable Return on Investment



**Radiologie Starnberger See**



Dr. Eugen Mangel (left),  
Dr. Prof. Bernhard Mayr (right)



## Agfa HealthCare's solutions

The DX-D Retrofit solution installed at Radiologie Starnberger See consists of:

- A retrofit box providing an interface to existing X-ray equipment
- Two tethered digital detectors (DX-D 10C) with cesium iodide (CsI) conversion screens
- An NX workstation running MUSICA, Agfa HealthCare's gold standard image processing software



### Did you know?

- The practice is named for scenic Lake Starnberg (German: Starnberger See). Located some 16 miles southwest of Munich, this is Germany's fifth largest freshwater lake.
- Until 1962, the lake's official name was Würmsee (from the Würm River, its only outlet). Due to its many associations with the Wittelsbach royal family, which ruled Bavaria until 1918, it is also known as Fürstensee ('Prince's Lake').
- A memorial cross marks the site where King Ludwig II of Bavaria, the 'Fairy Tale King', was found dead in 1886. The circumstances of his apparent drowning, in the shallows of the lake, remain unexplained.

The practice opted for two tethered DX-D 10C detectors: one to be installed in the bucky table, the other in the X-ray stand. The choice of tethered detectors was simply due to the lower purchase price. As David Hoffmann explains: "Since we are working with two detectors, there is no need to move them about once they are securely in place. Should we ever change our minds, we know we can upgrade at any time."

While the practice continues to use Computed Radiography for immobile patients, DR today accounts for some 75% of all the radiography images captured, pleasing radiographers and doctors alike. "We have become a lot more efficient, and our work has become less physically demanding – no more bending down and lifting heavy plates!" enthuses Silvia Zahn. "And while dose reduction is difficult to pin down, as different patients require different doses, we are definitely on the right track."

Dr. Eugen Mangel, one of the practice's founders, adds: "While the radiographers handle the day-to-day aspects of the DX-D system, we doctors see the final result: a marked increase in image quality."

Where does David Hoffmann believe the practice will stand in 10 years from now? Quite simply: "We will continue to do whatever is best for our patients – on both the medical and the human level."

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**SILVIA ZAHN**  
Head Radiographer

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