

The Ultimate Guide to Handheld Ultrasound Technology



Ultrasound technology is fast becoming an essential tool for physicians looking to better care for their patients. Seventy years after its creation, affordable ultrasound devices now deliver high-quality images for accurate diagnosis, safe procedural guidance, AI to help new users learn their way, and they've been miniaturized to the size of an iPhone that you can carry anywhere.

It's gratifying to see ultrasound usage is growing and expanding beyond traditional specialties like OB/GYN, cardiology, and emergency medicine. Its benefits and value are now being recognized in new specialties like orthopedics, pain management, reconstructive surgery, and more.

The emergence of ultra-portable handheld devices is enabling practitioners to use ultrasound anywhere: on rounds, in a clinic, in an ambulance, on a helicopter, or even when making house calls in rural areas.

We've created this guide to inspire more visionary clinicians to consider the potential of using handheld ultrasound to improve patient care. It's also a useful guide for clinical and medical school administrators who are making decisions about tools and technology.

If you haven't already, I hope that this guide will help you to see it's time to explore ultrasound imaging for your hospital or practice. And if you're currently using cart-based systems, perhaps this guide will encourage you to consider the advantages of ultra-portable ultrasound systems for point-of-care decision making and procedural guidance, helping to improve treatment outcomes, patient safety, and clinical satisfaction.



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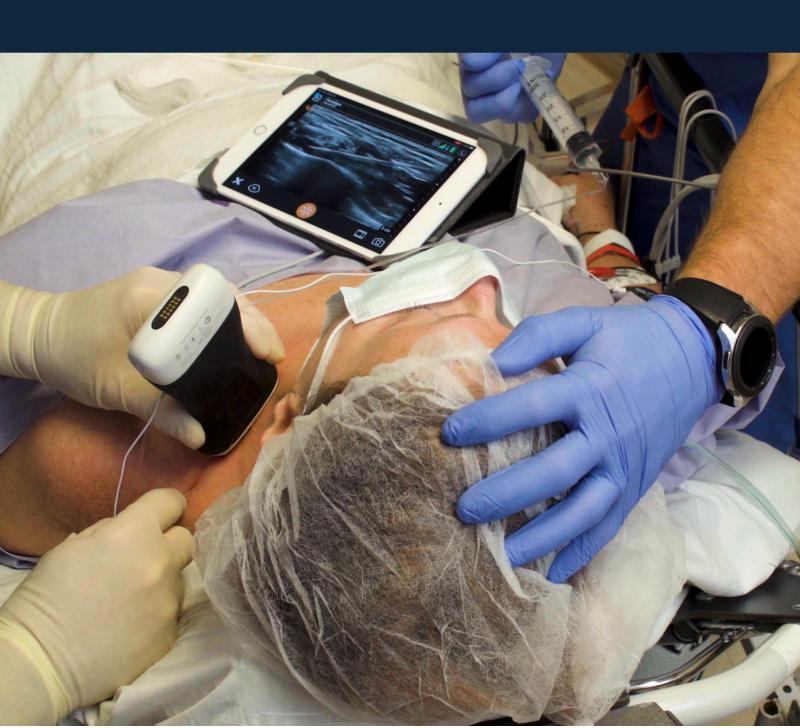
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Introduction to Handheld Ultrasound for Visionary Clinicians





Every physician wants to give the best care they can to their patients. That means not only keeping on top of the latest medical advances and discoveries, but using new tools and technologies to improve diagnosis, treatment, and patient outcomes.

Handheld ultrasound is one of those tools that is proven to bring benefits to patients and practitioners. It gives clinicians the ability to make diagnoses in real time. It gives patients peace of mind if they can see into their bodies and understand their condition. It makes procedures safer and more effective. All of this leads to expedited care, better patient outcomes, and an improved physician experience. Overall, it offers the ability to set your hospital system apart from others, which can draw new patients and world-class practitioners, and retain existing ones.

Handheld ultrasound systems have come a long way over the past eight years. In this guide, you'll learn everything you need to know about the evolution, advantages, and future outlook of handheld ultrasound — and why visionary clinicians like you are making it an essential piece of their practice.

First, let's look at how ultrasound imaging evolved out of the radiology department and into the hands of practitioners at the point-of-care.



Applying Ultrasound: Diagnostic, Procedures, and More

While ultrasound imaging is widely applicable to a variety of use cases, many physicians are most familiar with its use in classic specialties like OB/GYN and cardiology. As ultrasound has become more portable, it's finding life outside of the radiology department. Physicians are finding more reasons to use point-of-care ultrasound on a daily basis across the hospital and beyond into clinics.

Here is a brief overview of some medical specialties where handheld ultrasound is used today for diagnosis and treatment.



Anesthesia

Ultrasound has been prove to aid in needle guidance to deliver accurate and effective regional nerve blocks and positioning of continuous catheters, without any guesswork that may render the anesthetic ineffective. Often, less medication is required when successfully targeting the area of concern.



Cardiology

Despite its size, some handheld ultrasound systems can offer hospital-grade imaging, which allows cardiologists to diagnose or monitor conditions at the bedside. Handheld systems are also commonly used by a variety of clinicians in the community for early screening of cardiac conditions.



Critical Care

Handheld ultrasound offers critical care teams the benefit of being able to quickly assess and monitor patients at the bedside to support confident decisions and improve treatment for critically ill patients.



Emergency Medicine

One of the forerunners of point-of-care ultrasound usage, today's emergency physicians often depend on life-saving ultrasound imaging at the bedside to deliver faster diagnoses, expedite triage, and support more accurate treatment plans.





Emergency Medical Services

Another life-saving application for handheld ultrasound is in ambulances, where paramedics use real-time ultrasound to examine patients, improving pre-hospital care and giving physicians more information upon arrival.



Musculoskeletal (MSK)

Muscles, joints, ligaments, tendons, and cartilage — both at rest and in motion — can be examined with high-definition ultrasound, enabling clinicians to investigate areas of injury and accelerating time to treatment.



OB/GYN

While this specialty integrated traditional ultrasound back in 1958, today point-of-care ultrasound is recommended as a routine extension for OB/GYN clinicians. It's ideal for first visits, quick check-ups, and to investigate pelvic pain, pre-term labor symptoms, and fetal viability.



Orthopedic Surgery

Why wait for a radiology report when handheld ultrasound can deliver answers at the bedside? Orthopedic surgeons can diagnose injuries with confidence and enhance procedural accuracy with ultrasound to guide their needle, improving safety and getting patients back into action faster.



Pain Management

Administering nerve blocks and other pain medicine procedures becomes much more accurate and effective when done under high-definition ultrasound guidance. Often, less medication is required when successfully targeting the specific area of concern.



Plastic Surgery

No longer do procedures have to be done blind. By using Al-powered handheld ultrasound, plastic surgeons can visualize facial and superficial anatomy, which can safely guide their procedures and improve outcomes.





Vascular Access

Clinicians gain detailed visualization of central and peripheral veins with handheld ultrasound, allowing for fast and easy access for IVs, arterial lines, and more. A fast-growing user group, nurses are increasingly relying on point-of-care ultrasound for vascular assessments and interventions to reduce complications and increase patency.



COVID-19

Ultrasound has become a key instrument for diagnosing COVID-19 early. Lungs scans are frequently used to detect abnormalities.



Medical Education

Affordable and easy to use, high-definition handheld devices are the new stethoscope for medical students. Students can focus on learning ultrasound anatomy instead of spending time mastering complicated machines, while developing valuable skills that will benefit their entire careers.



Research

Handheld ultrasound for research purposes provides useful insights in real time. Using an ultrasound system with HIPAA-compliant cloud capabilities means being able to upload and share data easily. Handheld ultrasound systems cost a small fraction of traditional ultrasound research systems.

To explore how handheld ultrasound is used in the hospital, let's see how Dr. Tom Cook uses wireless ultrasound in his emergency practice.



Whenever the Clarius research and development team is designing a new ultrasound product, Dr. Tom Cook, an emergency physician and ultrasound educator, tends to be a reliable sounding board for what works best in a large trauma center in the United States. That's why he was one of the first physicians to use the new dual-array Clarius PAL HD3 whole-body wireless handheld ultrasound scanner.

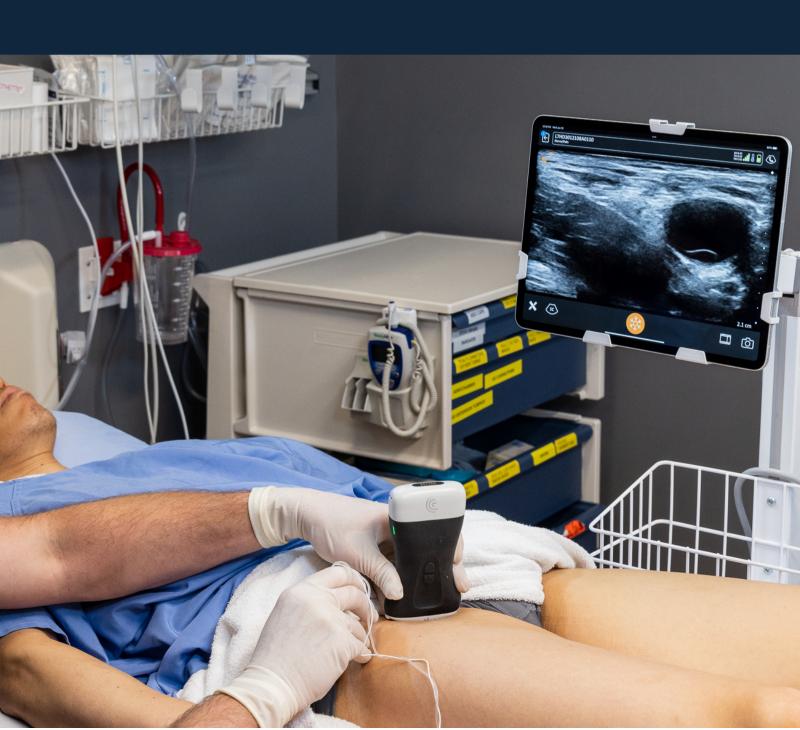
This brand-new scanner that has two probes in one is an incredible breakthrough," says Tom Cook. "By combining phased array and linear array in the same device you can do 95 to 99% of all the ultrasound scanning, whatever imaging you're doing, with this single device. And you can do it with something that is an extraordinarily reasonable cost. Hand carried systems are the future. Clinicians are much more likely to use ultrasound when they can pull it from their pocket for the exam instead of pushing a big cart into a small trauma room."

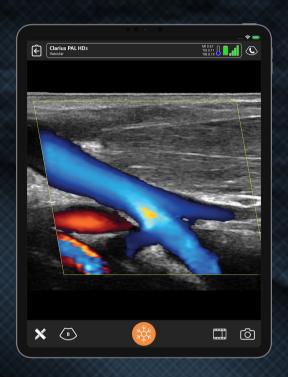
Watch our 3-minute interview with Dr. Tom Cook to learn more about what he had to say about Clarius ultrasound. Or read the full article to learn the 5 reasons why he recommends Clarius ultrasound for use in hospitals.

READ THE FULL ARTICLE

CHAPTER #2

Why It's Critical to Embrace Ultrasound Technology Today





For many clinicians, using ultrasound for diagnosis and treatment is an integral part of their daily practice and approach to patient care. Here are just a few of the reasons why ultrasound should be a vital component of a medical practice — and how limiting factors can be overcome to spread the use of ultrasound imaging more broadly.



Four Benefits of Handheld Ultrasound

Clinicians are always looking for ways to bring more value to their patients, and hospital systems are perpetually exploring strategies to enhance patient outcomes and reduce costs. Here is an overview of four benefits handheld ultrasound can bring.

#1- Improved Clinical Value for Diagnosis and Treatment

When it comes to diagnostics, handheld ultrasound has the ability to answer patient questions immediately at the bedside or in the office, and physicians see it providing more helpful information and insights than a stethoscope. Clinicians who use point-of-care ultrasound to examine patients during first visits report being able to diagnose symptoms more accurately and treat patients faster. A quick ultrasound scan can give faster answers, as patients don't have to wait for scheduled imaging, which often delays diagnoses.

Handheld ultrasound is also able to make procedures safer and more effective. Using ultrasound to visualize needle guidance allows visualization of procedures that clinicians previously performed through approximation. More procedures being accurately administered means increased safety and less risk, and ultrasound guidance improves outcomes of pain management injections by targeting the exact anatomy where the medication will provide the best relief.

There are many other procedures that are safer, easier to perform, and more effective with the use of handheld ultrasound. Central line placement is made safer and more efficient with the use of ultrasound guidance. When it comes to musculoskeletal procedures around the shoulder, ultrasound guidance produces "better results in terms of accuracy and clinical efficacy than those performed in a blinded fashion." Using ultrasound to assess heart conditions results in "quick guidance to interpret the echocardiographic information and relates it to the clinical context."

#2 - Financial and Reputational Value

For hospital systems, adding handheld ultrasound can make a difference in a multitude of ways, from bringing financial value to boosting reputation.

Because of the clear benefits of handheld ultrasound — like faster diagnoses and reduced procedural risk — physicians who use it for point-of-care diagnoses and treatment are able to charge a fee for an exam or procedure. Payors in the US will often reimburse physicians for using ultrasound, making reimbursements for the cost of the device easy to access. Additionally, faster time to diagnosis, faster time to treatment, and shorter length of stay can mean saved costs for both hospitals and patients in the long run.

Using ultrasound can also differentiate your hospital from others, and draw in patients who are looking for clinicians who use ultrasound for their procedures. Unfortunately, many patients have been on the receiving end of poorly administered pain injections or other procedures, and will now only go to a practitioner who uses ultrasound to guide their



procedures. Smaller hospital systems depend on word of mouth and good online reviews, and using ultrasound can help get people talking positively.

#3 - Patient Peace of Mind

Using handheld ultrasound at the point of care can also help patients better understand their anatomy, pathology, and the care that they're receiving by following along on the screen in real time. By getting a glimpse into their bodies, patients can become better connected to their diagnoses and treatment.

Patients who experience point-of-care ultrasound "felt that they had been more thoroughly examined and taken more seriously," and ultrasound "improved the level of service they experienced and the quality of care in general practice," as a recent report found.

By making procedures safer, more accurate, and more effective, ultrasound also becomes a draw for patients looking for safety-minded clinicians and hospitals who use it. Patients who have experienced procedures done incorrectly without the use of ultrasound will look for clinicians who can offer better options. Having patients who trust you and know you have their best interest in mind will result in retaining these patients for life.

#4 - Save Time and Reduce Healthcare Costs

Finally, using handheld ultrasound at the point of care is a time-saver. Clinicians can get answers to patient questions in real time by using ultrasound in an office setting or at the bedside, meaning that patients don't have to wait for imaging — which can delay the time it takes to reach a diagnosis or start treatment. Practitioners who use ultrasound to guide injections are more accurate and effective, and waste less medication, saving them costs as well. Overall, a 2021 review of 35 studies found that using ultrasound in patient care "allows for more cost-effective care."



Three Reasons Why Now is the Time to Adopt Point-of-Care Ultrasound in Your Hospital

As ultrasound technology advances and devices have become more portable and affordable, there's a world of benefits that can be realized when it comes to patient care. Here are some of the reasons why now is the time to adopt point-of-care ultrasound in your hospital.

#1 - Ultrasound technology is becoming easier to use.

Because of ultrasound's expanding applications beyond the radiology department, more physicians are using — and learning how to use — the technology. There's more opportunity to receive training, as national certification in specialties like cardiology and emergency medicine require ultrasound certification. And many ultrasound evangelists are creating video trainings, hosting webinars, and offering other resources to help train new users on the technology.

Another way users are learning ultrasound is through integrated AI technology, which helps guide physicians through the scan and illustrate what they're looking at, essentially training them in the moment. With ultrasound's learning curve flattening, now is the time to look at making it a staple of your hospital system.

2 - Ultrasound is increasingly becoming part of medical school curricula, residencies, and fellowships.

More individuals in the medical world are recognizing the value of ultrasound, and so are medical schools, where students are learning to use ultrasound earlier. Residency programs require ultrasound to be included in the requirements, and today, we're even seeing fellowships in ultrasound. Additionally, the lower cost of handheld ultrasound devices is making it more affordable for medical schools to put a device into each student's hand.

More expansion will happen as well when physicians who were trained in more traditional methods realize they can provide better care and learn more about their patients through the technology that's available to them. There's a certain pride in relying on traditional methods. However, if those methods aren't providing the level of patient care that can be realized another way, it's time to embrace something new.

#3 - High-quality ultrasound systems are becoming highly affordable.

As ultrasound devices become smaller, so does their cost. Today, there are affordable handheld ultrasound machines that provide high-quality imaging on the market for just a few thousand dollars. As more clinicians and hospital systems understand the value of ultrasound and begin to utilize it, the expense becomes worthwhile. And the affordability of handheld ultrasound today means more physicians can pick up a device and use it without a high cost of entry.

Next, we'll explore an example of an orthopedic surgeon who is using ultrasound to deliver better outcomes.



Dr. Alan Hirahara is one of the top orthopedic surgeons specializing in shoulder arthroscopy and sports medicine, so he needs ways to treat patients that are reliable and produce accurate results. By using ultrasound to guide injections, he knows he's "anatomically on the right spot," and for him, other ways of using a finger to find the spot or simply "digging around" aren't an option.

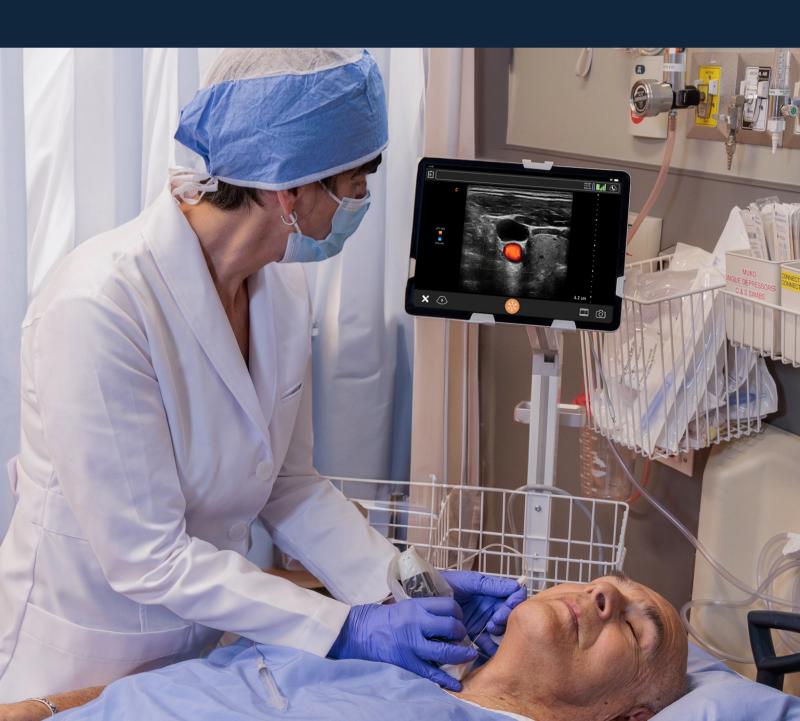
Patients experience the difference, too. Many come in saying that they've had the procedures before and they were "horrible." Dr. Hirahara simply shows them their joint using wireless ultrasound, points to the spot where he's going to deliver medication, and lets them watch while he does it. And they leave the office pain-free. He's seen ultrasound use offer better treatment with more options, higher precision, and better outcomes, and patients are "blown away" by how fast and efficient it is

So, ultrasound has, for me, revolutionized our ability to take care of patients," says Dr. Hirahara. "Injections now are much, much safer. If you hit a nerve, you could damage it. It could become permanently harmed. With ultrasound guidance, we're lowering the risk of causing harm. The risk of not damaging the nerve, the risk of not hitting a lung, the risk of not hitting a major vessel, essentially, it just shouldn't happen anymore because we can see where we're going with ultrasound."

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CHAPTER #3

How to Bring the Power of Handheld Ultrasound to Your Hospital





As we've already outlined, ultrasound can bring a lot of value to patient care, reducing costs and improving ROI. Here are some things to consider when bringing the power of point-of-care ultrasound to your hospital.



Four Questions to Ask When Investing in Handheld Ultrasound

Looking for a new handheld ultrasound system or to upgrade your current machine? Here are four questions to ask when evaluating a new portable ultrasound device or vendor, and how to ensure that you're getting a quality device that can help you start achieving ROI immediately.

1 - "Do you offer a scanner that is designed to image the anatomy clinicians need to see clearly?"

No single ultrasound scanner can sufficiently provide clear imaging for every use case. If you're intending to use ultrasound in your specialty, don't look for a device that is one unit for the whole body. While this may be fine for exams that don't require great detail, specialists like orthopedic surgeons, those who work in pain management, and plastic surgeons often need the ability to see into specific anatomy with clear imaging. Today's high-definition wireless devices can offer that ability.

2 - "Are your scanners wireless?"

While many physicians believe in the value of ultrasound, they are often restricted by large, bulky, cart-cased systems that are not easily portable. However, many handheld devices today function wirelessly, and sync by Bluetooth to smartphones or tablets. This wireless capability not only allows for more freedom with using ultrasound in various applications, but not having wires means the device is easier to use, clean, and keep sterile.

#3 - "How quickly can your scanner connect to a smart device?"

As you look for a wireless ultrasound device, be sure to ask about how it connects to other devices and its connectivity speed. One of the benefits of handheld ultrasound is being able to offer real-time, point-of-care services — yet that can be disrupted if your device doesn't have the connectivity you need.

#4 - "How can I manage my exams?"

Clinicians need to access their ultrasound images after the initial scan for a number of purposes: patient files, medical reports, billing, and other purposes. An important component of a new ultrasound device is its ability to retain and store images securely. Cart-based systems require physicians to download their images to a USB, and some handheld devices upload images to the smartphones they're paired with, which can be a HIPAA violation. Ensure the solution you select is DICOM compatible and offers a secure cloud exam management solution depending on the need of your hospital system and can be easily integrated into your existing PACS and EMR instances.



Steps and Best Practices When Integrating a Handheld System

If you've decided that you want to capitalize on the benefits point-of-care ultrasound can bring to patient care and the physician experience, here are some best practices on how to successfully integrate ultrasound into your hospital.

#1- Identify your hospital's specific needs and goals.

The first step in bringing an ultrasound system into your hospital is to first evaluate the needs you have and the goals you're trying to achieve. This includes the procedures you perform and any gaps in diagnosis or treatment that can be best served by using ultrasound at the bedside. Look at your budget, and evaluate how much you're willing to spend on new handheld ultrasound devices. Finally, determine how you want to better serve your patients, and how handheld ultrasound can be a differentiator for your hospital.

#2 - Research available options.

Now that you've identified your goals, needs, and other objectives that can be impacted by adopting ultrasound, it's time to find a point-of-care ultrasound system that will be the best option for purchase. Consider factors like image quality, ease of use, portability, and cost. Ask other hospital administrators you may know who use ultrasound to give you their input as well.

#3 - Evaluate vendor options.

As you evaluate and price portable ultrasound devices, be sure to evaluate the vendor as well, and how much support they'll provide. Look at their reputation, ask how much customer support they'll provide and when it'll be available, and what types of training or resources they provide.

#4 - Schedule a product demonstration.

Next, schedule a product demo so that you see the ultrasound device in action and explore its functionality. Ask the vendor to demonstrate use cases that are similar to what you'd encounter each day.

#5 - Purchase and integrate the system.

Congratulations! You've purchased your point-of-care ultrasound system and are ready to start exploring its possibilities in your hospital. Before you do, make a plan for how you'll integrate it, including when and how to train staff members on the new system, making sure that it's compatible with your existing equipment and software, and fitting it into your hospital's workflow.



#6 - Ensure proper training.

As you roll out your new ultrasound devices, make sure the training is in place so that clinicians know how to use them. Start by asking your vendor what types of training resources they offer. There are a variety of resources available these days — webinars, conferences, online videos — and training should include how to operate the device, how to read and interpret images, how to take advantage of features like Al guidance, and more. This will not only help you optimize your use of the device, but ensure it's used safely as well.

#7- Maintain proper hygiene and infection control.

Also have a plan to maintain proper hygiene and infection control around your handheld ultrasound devices. Ensuring that clinicians are setting a schedule for cleaning and disinfecting the device — which is much easier if the device is wireless.

#8 - Incorporate ultrasound documentation into patient records.

Now that you're able to capture high-quality scans of your patients, make sure that they're properly documented and included in patient records so that other physicians have access to them. Having an ultrasound system that includes cloud exam management can also help with uploading images in a HIPAA-compliant way.

#9 - Continuously evaluate and improve the use of the system.

Finally, don't simply implement a device and guess at how effective it is. Continuously evaluate your new handheld ultrasound system, which may include reviewing how images are captured, gathering feedback from patients about their experiences, and filling in knowledge and practice gaps with new education. Take advantage of frequent software releases to ensure clinicians have access to the latest advancements and innovation.

In our next section, we'll explore how handheld ultrasound expedites patient care at a busy OB/GYN practice.



Making the switch from an old cart-based system to the Clarius handheld ultrasound scanner was an easy decision according to Dr. Ulrike Dehaeck, one of seven specialists in obstetrics and gynecology practicing at the Vancouver OB/GYN clinic.

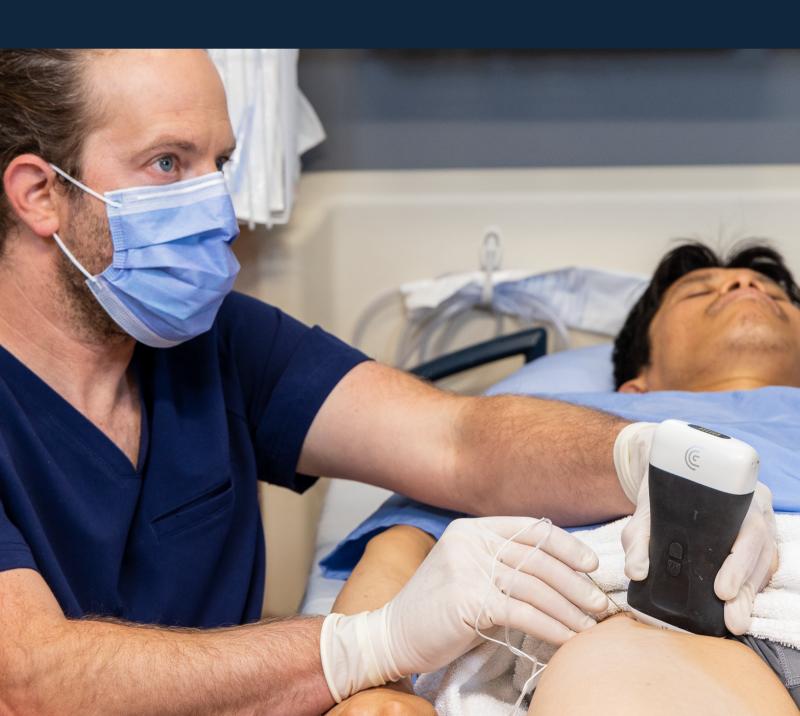
The ultrasound that we previously had was a cart-based system. It was onerous to wheel into the room and often that would be a barrier to using it because you're adding a lot of time to appointments," she explains. "The handheld ultrasound really has simplified the ability to use the scanner. Ultrasound is now more accessible and it's very useful, particularly in obstetrics for providing real-time information that helps with clinical decision making. It can be useful in alleviating patient concerns and guiding clinical decision making."

Dr. Dehaeck was among a group of experienced Clarius ultrasound users to test drive our third-generation wireless system in advance of the official product launch. We recently had the opportunity to interview Dr. Dehaeck about how she uses ultrasound for her practice. Watch the video to hear what she had to say about the advantages of Clarius C3 HD3 for her practice. And, read her Q&A interview below.

READ THE FULL ARTICLE

CHAPTER #4

Preparing for the Future of Point-of-Care Ultrasound





Are you ready for the future of your specialty? Here are our predictions for how handheld ultrasound will evolve to provide better patient care and bring value to specialists and clinics.



Every ultrasound system will be driven by AI, which will save lives by making care much more accessible.

We're already seeing AI being integrated into ultrasound devices, which helps guide physicians with needle placement and anatomy. This also helps physicians improve their ultrasound skills the more procedures they do.

That technology will only continue to evolve, and in the near future we'll see the emergence of open platforms that will only increase the Al capabilities available. There's already talk about how handheld ultrasound is replacing the stethoscope, and Al integration will only speed up that adoption.

As AI reduces operator error and takes the guesswork out of ultrasound, we'll see barriers to entry lower and more physicians trying ultrasound. With expanded usage will come faster diagnoses at the point of care, which can get patients to treatment faster, and practitioners will use ultrasound to monitor the progression of patient conditions at each visit.

Ultrasound training will be part of most medical school programs.

One of the reasons why ultrasound has yet to reach its full potential is due to the fact that many physicians didn't learn ultrasound as part of their medical school training. Many learned it during their residency, but it may have been part of a specialty rotation that might not have been applicable to their current work.

The way to increase ultrasound usage and ensure that physicians are getting new technologies in their hands is to start ultrasound training in medical school. Physicians who today have become ultrasound evangelists believe that each medical student should receive a handheld ultrasound on their first day — not a stethoscope. With the price of handheld ultrasound devices becoming much more affordable, medical schools and medical students are increasingly more willing to make the investment.

At-home ultrasound use will be approved for some applications.

Ultrasound has already moved out of the radiology department into the hands of specialists and clinicians. What about moving it into the hands of patients as well? We're already seeing medical integration into technological devices, like electrocardiograms (ECG) monitors in smart watches, and we're already seeing ultrasound being used for at-home fertility monitoring.

We're only going to see these at-home applications expand. We predict that patients will be able to use handheld ultrasound devices at home for monitoring, keeping a doctor in the loop when conditions change and they're really needed. There are both chronic and wellness applications to at-home monitoring as well. And as a recent piece in The New Yorker stated, "Stethoscopes were just for doctors. Ultrasound could be for everyone."

Finally, here's an example of how a rural physician is improving patient care in her community with handheld ultrasound.



Dr. Virginia Robinson is a full-service family medical practitioner in Fernie, a a small ski town in British Columbia. She provides a variety of care, including emergency, maternity, and hospital services. Because the town is in a remote location, they don't have access to many diagnostic tools, like CT scans, diagnostic ultrasound, or even X-ray, which previously prevented Dr. Robinson from certifying a diagnosis. Residents typically had to travel for an hour or two on snowy roads during the winter for diagnostic imaging.

Now equipped with a wireless ultrasound device that she carries in a fanny pack, Dr. Robinson is able to have that "joy of diagnostic certainty," and has diagnosed a number of different ailments in her community, including aneurysms, heart conditions, and pneumonia. Ultrasound also lets her visualize kidneys, gallstones, and developing fetuses. She also uses ultrasound for procedures like placing central lines.

For Dr. Robinson, handheld ultrasound is more specific than a stethoscope, offering a non-ionizing alternative to CT scans, giving her patients a glimpse into their own bodies. It also "helped me save lives," she says.

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Conclusion



Point-of-care ultrasound technology is fast becoming a game changer for physicians looking to better care for their patients. Now is the time to unlock the full potential of ultrasound: to enable clinicians in every specialty to clearly see inside their patient to make confident diagnoses and deliver more efficient, safer, and better patient care.



The Ultimate Guide to

Handheld Ultrasound Technology

We're Here To Help

With specialized wireless ultrasound scanners for every hospital department, Clarius delivers unsurpassed versatility, superior ultrasound image quality, and streamlined workflows. In busy healthcare settings, Clarius high-definition ultrasound delivers an instant window to support diagnostic confidence and safe procedural guidance with an easy to use, affordable, and ultra-portable solution.

Clarius can help elevate healthcare excellence in your healthcare facility by (1) enhancing engagement and patient experiences, (2) improving patient outcomes and population health, (3) reducing healthcare costs, and (4) increasing the satisfaction of healthcare providers. Book a demo and let's get started!

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