

varian

Varian Netherlands

Factsheet 



Supporting our customers
with our solutions and
expertise.

Treating patients in
the best way we can.



About Varian	03
Our Vision & Mission	04
Varian Netherlands	05
Company Highlights	06
Driving Progress Against Key Environmental Goals	08
Service	09
Education and Trainings	10
Patient Centric Portfolio	11
Oncology Systems	12
Oncology Software Solutions	13

Interventional Solutions	14
Proton Solutions	14
Governance	15
Houten Office	16



About Varian

In 1937, the brothers Russell and Sigurd Varian developed the Klystron Tube and 11 years later Varian Associates was born, initially with only six full-time employees.

Since the 1950s we have been producing tools that harness the power of X-ray energy to benefit humankind. Our history is one of pioneering developments in the fields of radiotherapy, radiosurgery, X-ray tube technology, digital image detectors, cargo screening, and non-destructive testing.

Today, we have a robust product portfolio and long-standing relationships with many of the world's leading clinicians.

Varian has won the Emmy, R&D 100, and Red Dot Product Design awards and is involved in grant collaboration with several academic and technology institutions.

We are proud of our more than 70 years of innovation and count on over 10,000 employees across 70 locations around the globe who are working together towards the goal of helping to save millions of lives each year.

We power new victories in cancer care. Because, for cancer patients everywhere, their fight is our fight.

With more than 35 local employees with an extensive track record in radiotherapy, we support our customers from our Dutch office in Houten.

Imagine a world without fear of cancer.

We do.

That means new ideas, new tools, and new hopes, every day.



Our Vision



A world without fear of cancer.



Supporting our customers with our solutions and expertise in treating their patients in the best way we can.

Our Mission

To combine the ingenuity of people, with the power of data and technology, to achieve new victories against cancer.

Together we are a winning team ensuring excellent customer satisfaction. We develop our customers into partners and ambassadors which translates into 37,000 patients who will be touched by Varian solutions by 2025.



World class
employee engagement & satisfaction



Satisfied customers that
become partners



From partners into
ambassadors



Accomplish our goals,
other customers open up for Varian

Varian Netherlands

The Netherlands has some of the largest radiotherapy departments in Europe. Through strong collaborations with our customers we maximize clinical availability and enable cost effective radiotherapy treatments across the Netherlands.



17 Centers/Departments with
134 linacs across **38** locations
& Holland Proton Center (Varian)



0,58M Cancer cases in 2019
1,00M Cancer cases in 2030*



+65K RT treatments / year
465 treatments / linac /year*



10+ Treatment Planning- and Oncology Information Solutions in clinical use**



35+ Employees supporting our customers out of our office in Houten**



7 Ethos™ therapy systems installed in 2021**



38+ Linacs installed

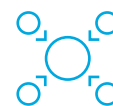
17,670 Patients treated by Varian solutions**

Source:

*IKNL, Kankerzorg in Beeld (<https://www.volksgezondheidenzorg.info/onderwerp/kanker/cijfers-context/huidige-situatie#node-prevalen>)

** Installed base information Varian 2020

Company Highlights



\$3.2BN

4M+ patients touched/year

8,000+

5%

Innovations used in clinical routine

Integration of new technologies

generated revenues in FY19.

We have seen significant growth in orders for our TrueBeam® & Halcyon™ systems, as well as our Ethos™ therapy solution.

We continue to extend our leadership in the radiation therapy market through innovation. Providing the opportunity to touch more patients and accelerate our growth.

medical linear accelerators installed globally (we grew our installed base by 224 units in FY18).

growth of our software division as our customer base seeks a fully integrated solution.

our dedication to bringing intelligence to all points of care has continued for more than 70 years.

That commitment forges ahead with Intelligent Cancer Care.

strengthened our offerings for customers and their patients.

€ 11 M. revenue in FY19.

€ 22 M. orders in FY19.

16,000 annual treatments through our solutions.

Up to 160% linac production (NVRO average 465 patients treated on a linac in 2019).

38 installed linacs in the Netherlands.

2 Proton treatment rooms at Holland Proton Center Delft in clinical use, one eye treatment room and one research room.

6 Treatment Planning & Oncology Information Solutions in clinical use.

Delivering the best possible individualized adaptive treatment for each fraction.

Incorporating social responsibility together with our customers Amsterdam UMC and MST as Ethos users.

Institute Verbeeten is using IDENTIFY™ Surface-Motion Management Marker and mask free treatments.

ZRTI using Noona for Patient Reported Outcome Measures (PROMS).

Company Highlights



Strong collaboration

with healthcare authorities and providers to advance care for patients globally.

Research Framework Agreements (RFA) to facilitate hospital/institution/depart- mental collaboration.

Research grants that are open for every- body to apply. Not restricted to Varian customers.

Multicenter clinical studies.

Adaptive Consortium.

Continuous investment

in our robust cyberse- curity program, coupled with close collaboration between our company, customers and outside security experts is paramount to keeping all data safe.

Continued low OSHA (Occupational Safety and Health Agency) cases, below the industry benchmark.

We hold ourselves to the highest standards and practices to protect not only our staff but our partners as well.

Multiple Health and Safety initiatives

including product specific electrical safety courses for field service engineers, automated worksta- tions in our Palo Alto facility and specific guidance developed for ProBeam® proton therapy system.

We are expanding our participation in wom- en-focused develop- ment forums like the European Women in Technology (NL) as well as other international initiatives.

We believe diversity drives innovation, so we're building a culture where differences are valued among 10,000+ employees globally.

We believe that satisfied and engaged employees reflect how we collaborate with our customers to bring them satisfaction.

Continuing to build

our inclusive work- place environment and embedding our cultural beliefs.

We benefit from a diverse Board of Directors who encour- ages our continuous improvement.

Integrity and ethical behavior are at the core of our culture and how we work with our partners.

We are a member of the Transparency Register Healthcare in the Netherlands, meaning we report all transactions with healthcare employees.

The Varian Medical Systems Foundation makes grants, donations and gifts to non-profit organizations for projects that meet specific criteria.

Up to \$10K

per person per year in corporate dollars given to charity as we match participating U.S. employees' giving through corporate fund matching.

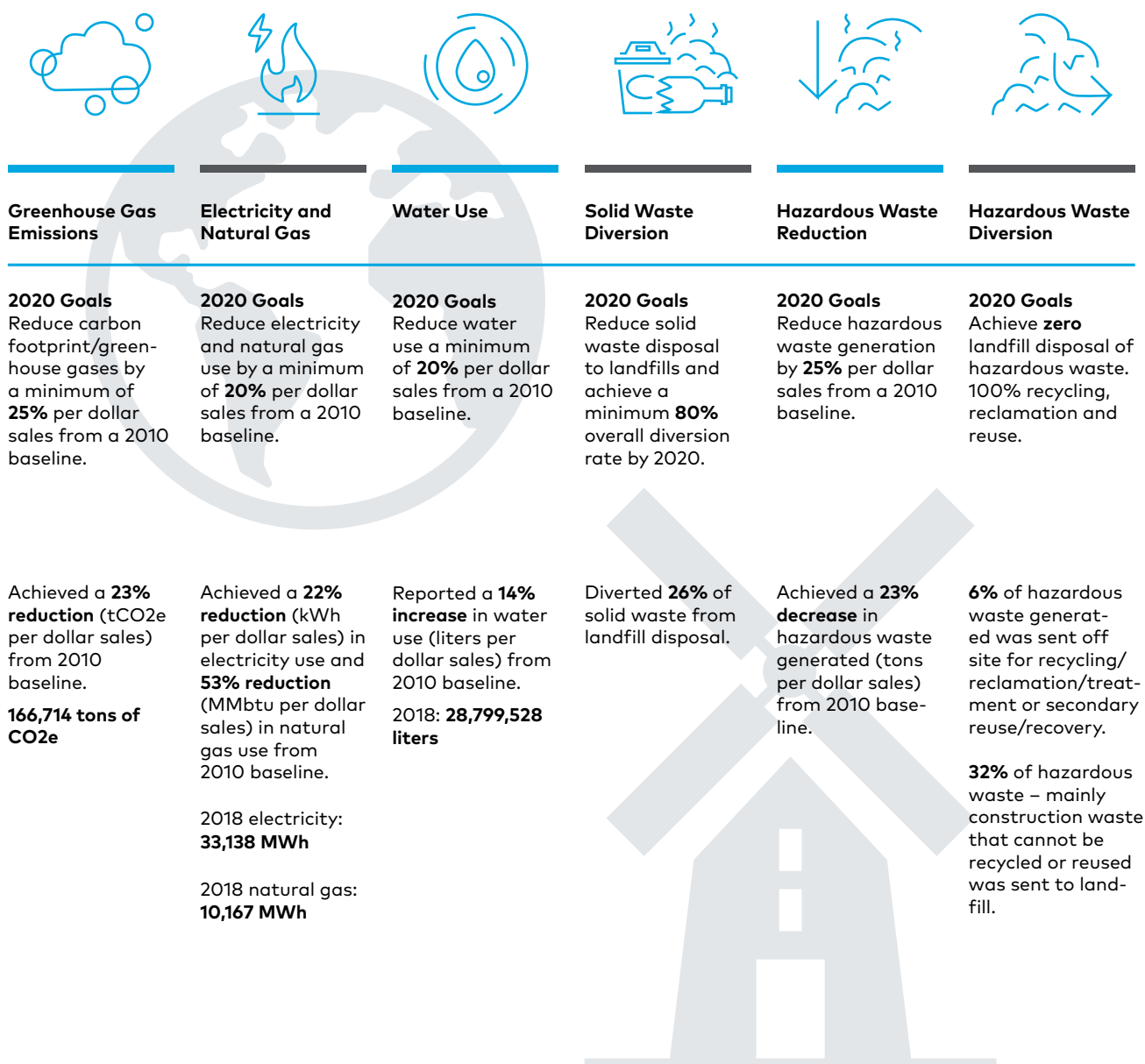
Driving Progress Against Key Environmental Goals

We are focused on achieving long-term goals to drive environmental sustainability and accountability.

We remain committed to reducing our impact, including reducing hazardous and solid waste generation, reducing our carbon footprint and minimizing water, natural gas and electricity usage.

In 2020, we are evaluating and establishing a new suite of five-year environmental targets beginning with a baseline year of 2019 and moving toward absolute targets for energy and water usage as well as "greenhouse gas" emissions.

In addition we are incorporating ESG/CSR goals into Varian's 2020 corporate goals.

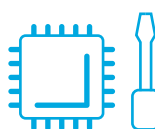


Service

Varian continually evolves its technology and processes to improve clinical availability.

Our customer care mission is to maximize the clinical and operational efficiency of Varian's solutions to optimize the patient experience.

As such, we analyze every aspect of lifespan maintenance from an integrated system perspective, looking for ways to maximize the clinical uptime.



People

Varian in EMEIA has more than 1,000 experienced field support staff strategically located throughout the entire region.

Varian has 7 dedicated support staff in the Netherlands with more than 150 years of combined field experience distributed across the country.

Processes

Our clinical and technical staff provide the knowledge, resources and comprehensive support to handle more than 12,000 requests per year.

96% of the requests are solved locally.

85% of the emergency service is performed by customer in-house teams.

Parts

With 14 parts depots throughout EMEIA and one strategically located in Brussels, we warrant the delivery of parts in the Netherlands within 4 hours from ordering, maximizing the clinical availability.

Performance

The Varian Planned Maintenance Program (PMP) is designed to support full transparency in a collaborative platform knowledge libraries to help manage proactively routine service tasks and minimize treatment system downtime.

In the Netherlands we collaborate with in house engineers to maximize clinical availability.

Average uptime of 243 days per linac per year.

Our Varian Premier Assurance™ program makes a suitable offering for support contracts.

Going from basics coverage with Elements, giving peace of mind with Essentials or providing the "best of the best" with Elite, we are committed to support and adapt to the Netherlands in-house market along every step of the way.

Education and Training

The understanding of each single product and its interactions is the key aspect to guaranteeing a seamless clinical workflow. The commitment of a continuous learning program is vital to keep up with the rapid advancement of technological innovations. To achieve this goal, Varian is constantly improving and developing new training methodologies and updating content, providing a unique learning experience that guarantees the best patient care.

To complete the Varian fully integrated Ecosystem, we are proud to count on highly skilled, competent, and clinically certified experienced specialists. Our training and support program is designed to help the clinical staff to implement, improve and benefit from new and established technologies in cancer care.



Creating Experts

We are proud to have 3 education facilities in EMEA located in Switzerland, France and India as well as the world's largest radiotherapy training center in Las Vegas.

Our classroom courses are delivered in several languages to cover the customer's needs as much as possible.

Our classroom trainings are supplemented by a network of clinical schools to exchange experience.

180+ training courses in FY19.

2,300+ customers trained in FY19.



From Theory to Best Practice

We provide additional clinical training on-site or remotely for every product in our portfolio, custom and tailor made to apply to the clinical needs.

More than 80 application support specialists in EMEA who create long term partnerships ensuring a smooth implementation of technologies.

Varian delivered more than 200 hours of clinical training in the Netherlands in 2019.

Currently, we have 4 Dutch speaking on-site application specialists in the field, with more than 25+ combined years of experience in our Varian product portfolio and more than 50 years of combined clinical experience.



Continuously Growing

We are committed to continue to support our customers along their way, with every upgrade and new technology implementation.

Our community website myvarian.com provides a large platform of videos and webinars containing more in depth information of our products and their clinical use.

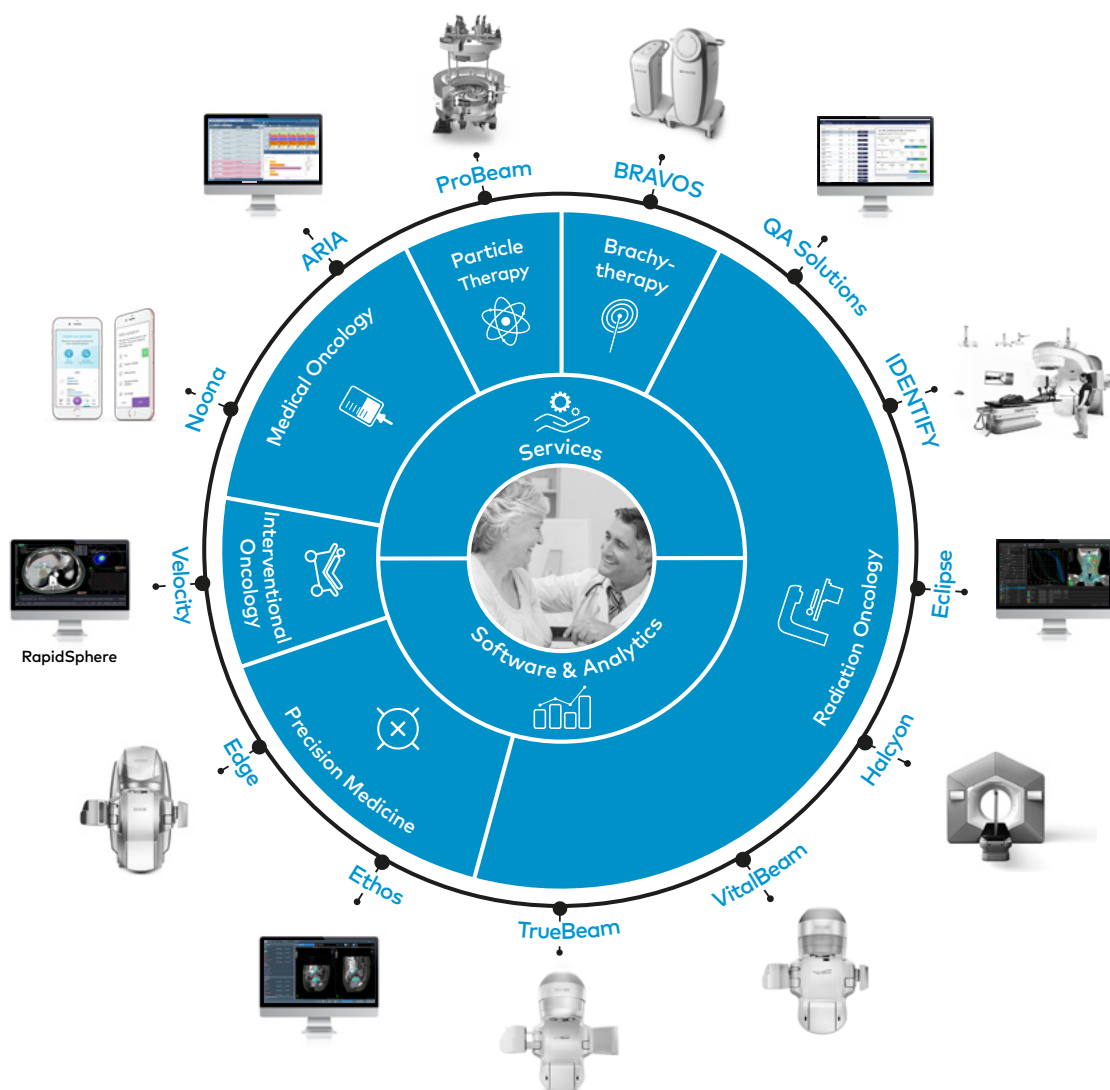
Patient Centric Portfolio

Varian offers a wide range of advanced radiation treatment systems providing precise treatment, personalized patient care, and clinical efficiencies.

Varian treatment delivery systems are engineered to be easily customized, integrated and upgraded as your clinical needs grow – protecting your investment for the long run.

Varian hardware and software technology for radiation treatments is widely used on a global basis. There are more than 8,000 linear accelerators, and more than 100,000 software users across 5,000+ institutions worldwide.

We continue to innovate and offer products and services that integrate into the holistic treatment process, so an entire department can come together to accomplish its common goal: treating cancer.



Oncology Systems



TrueBeam radiotherapy system

TrueBeam® system brings leading edge cancer care to communities by positioning clinics at the forefront in the fight against cancer.



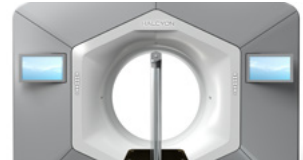
Edge radiosurgery system

Using technology designed for radiosurgical ablation, the Edge® radiosurgery system represents an evolution in the delivery of advanced radiosurgery.



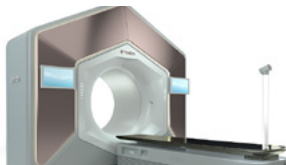
VitalBeam radiotherapy system

The VitalBeam® radiotherapy system is an advanced option for clinics that want sophisticated functionality on a scalable platform.



Halcyon system

The Halcyon™ system is Varian's latest cancer treatment device, engineered to simplify and enhance virtually every aspect of image-guided volumetric intensity-modulated radiotherapy (IMRT).



Ethos therapy solution

Ethos™ therapy is a comprehensive and revolutionary new patient-centric and personalized therapy; from initial planning to on-couch adaptation and treatment monitoring.



Real-time Tracking & Motion Management

Intracranial and extracranial tracking solutions from Varian provide continuous and real-time tracking to enable radiation oncology clinicians to keep the target in the path of the radiation beam.*

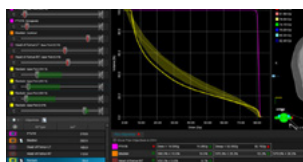


BRAVOS afterloader system

The BRAVOS™ afterloader system is the result of clinically driven design, developed with the help of clinical professionals. BRAVOS is engineered to be efficient, integrated and easy to use for brachytherapy treatments.

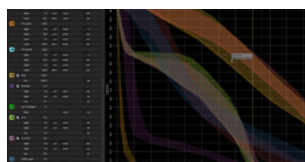
*Includes Calypso® System; Real-time Position Management™ system; IDENTIFY™ Guidance System

Oncology Software Solutions



Eclipse treatment planning system

Eclipse™ treatment planning system is a comprehensive treatment planning system that simplifies modern radiation therapy planning for all kinds of treatment. Available for photons, protons and brachytherapy.



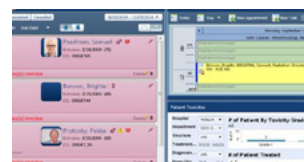
Rapidplan knowledge-based planning

RapidPlan™ knowledge-based planning software is a comprehensive treatment planning tool that provides standard of care models to use as a baseline to develop plans for virtually every type of external beam and proton radiotherapy.



HyperArc high-definition radiotherapy

HyperArc™ high-definition radiotherapy provides an intracranial radiosurgery solution that harnesses the power of Varian's TrueBeam® system and Eclipse® treatment planning software platforms combining it with the expertise of leading practitioners in the field.



ARIA OIS for radiation oncology

The ARIA® OIS for radiation oncology is a comprehensive information and image management solution that lets you oversee all aspects of oncology care for your patients.



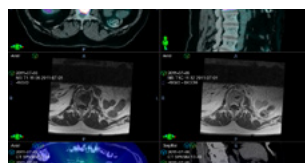
ARIA OIS for medical oncology

ARIA® OIS for medical oncology provides the tools needed to manage the clinical, administrative, and financial activities in your medical oncology department.



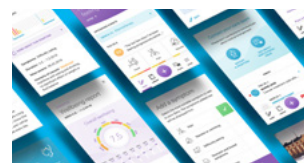
InSightive analytics

InSightive™ analytics maximizes the value of your information by getting comprehensive and organized information delivered in a format that helps more clearly tell the story behind the numbers within the ARIA® oncology information system.



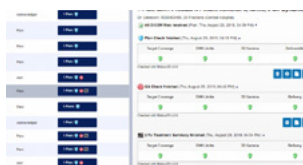
Velocity software

Velocity™ software's leading clinical intelligence platform creates a map of all imaging and treatment information, integrating it into a comprehensive and powerful dashboard to help your clinical team make more confident decisions.



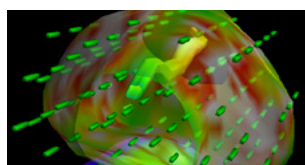
Noona software application

Noona® software is a smart cloud-based mobile service designed to capture patient-reported outcomes in oncology. We connect cancer clinics with their patients online to improve survival and save clinical resources.



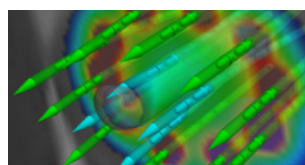
Mobius3D platform

The Mobius3D® software platform includes integration modules for quality assurance (QA) of every patient plan, every plan delivery, and every patient cone-beam CT (CBCT).



VariSeed LDR treatment planning system

Designed for ease of use, VariSeed™ LDR treatment planning system is configured to support all popular brachytherapy treatment protocols now and in the future.



Vitesse HDR treatment planning system

Vitesse™ HDR real-time planning system for HDR brachytherapy allows 3D HDR prostate brachytherapy to be performed accurately and quickly without the need for CT.



Varian Managed Service

Deploys Varian software efficiently and flexibly.

Interventional Solutions



Endocare CryoCare Touch

Our new CryoCare Touch™ ablation system for Interventional Radiology furthers our dedication to developing intelligent interventional solutions by offering an intuitive touch screen interface and a compact design, which when combined with Varian's adjustable V-Probe, provides exceptional control and reliable sculpting precision.



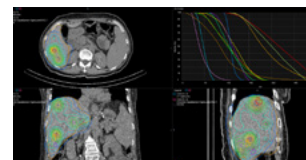
MicroThermX ablation system

A microwave ablation system providing precise control, flexibility, and power. Although compact in design, the system enables deep penetration providing physicians with the control they need when ablating soft tissue tumors.



Embozene microspheres

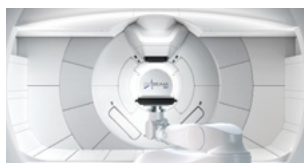
Embozene® Microspheres for the embolization of arteriovenous malformations, hypervascular tumors including uterine fibroids and hepatoma embolization of prostatic arteries (PAE) for symptomatic benign prostatic hyperplasia, etc.



Velocity RapidSphere

RapidSphere™ image-guided Y90 dosimetry provides software tools for liver, lung, and tumor segmentation, multi-modality deformable image registration, and post-treatment dosimetry for Y90 radioembolization on PET and SPECT images.

Proton Solutions



ProBeam 360 proton therapy system

ProBeam® 360 proton therapy system offers uncompromised clinical capabilities with ultra-high dose rates, a 360-degree gantry, and exceptional precision, all with a 30% smaller footprint.



FlashForward consortium

The FlashForward™ consortium's mission is to continue research and build an evidence-based introduction of Flash therapy using the ProBeam platform.

Governance

At Varian, we seek to do well by doing the right thing. We are committed to acting ethically, responsibly and respectfully at all times. We are in full compliance with laws, wherever we operate, and we grow our business while operating with integrity.

Leadership and Governance

The Board of Directors is the highest governance body within Varian. It has overall responsibility for setting purpose, values and strategy; for risk management; and for economic, environmental and social performance.

Compliance

Varian strives for the highest standards of corporate conduct and is dedicated to maintaining effective and comprehensive corporate compliance programs. Varian's Code of Conduct is designed to ensure all employees, subsidiaries and third parties understand and comply with relevant aspects of our policies.

Our Ethics and Compliance Committee oversees Varian's compliance with legal and regulatory requirements. Our compliance programs are structured within a clear framework of policies and procedures, training and communications, continuous monitoring and testing, corrective actions and open lines of communication.

Risk Management

Like all companies, Varian is subject to various business risks and uncertainties as well as economic, political and other factors. All key risks are detailed in our Annual Report and Form 10-K, together with mitigation and controls that form part of our risk management program. Varian's Enterprise Risk Management program focuses on managing and mitigating business risks and uncertainties as they relate to strategy, operations, finance and legal.

Supplier Accountability

The Supplier Code of Conduct, in conjunction with our own Code of Conduct, outlines the requirements and expectations for suppliers representing Varian Medical Systems, Inc., and all of its subsidiaries worldwide. Every Varian supplier is expected to uphold the legal and ethical standards of the Supplier Code of Conduct, and to act in full compliance with the laws, rules and regulations of the countries in which it operates.

How to find Varian Houten, the Netherlands



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By Car

On Highway A27, take exit Houten.

At the T-crossing (with traffic lights), turn right. This is the ring road around Houten.

On the ring road, follow the sign Business District "Molenzoom".

On the second roundabout turn left (three-quarters).

This will take you to a road called "De Molen".

Nr. 2-8 is at your right approximately 300 meters. Parking is at the back of the office.

By Train

From the railway station Amsterdam Schiphol Airport

Take the train to Utrecht Central Station. At Utrecht Central station take the train with destination Breda or Tiel (check if there is a stop at Houten station).

When you get off the train at Houten, turn right and walk down the stairs at the end of the platform (towards the direction of the "Molenzoom") to the bicycle parking. Exit the bicycle parking straight ahead and turn left. Follow the road towards the roundabout, then turn right. The train tracks should be on your right-hand side, the bus station on your left.

Follow this road for about 10-15 minutes (800m) until you reach the Offices XL building on your left at Kokermolen 2-8.

Arrival by plane at Amsterdam Schiphol Airport

We suggest that you use public transport, see above. Alternatively, you may take a taxi.

There are multiple train connections from Amsterdam Schiphol Airport to Houten:

<https://www.ns.nl/en>

The closest airport to Houten is Amsterdam Schiphol Airport:

<https://www.schiphol.nl/en/>

Timetable bus:

<https://9292.nl/en>

Not all products or features are available for sale in all markets.

Intended Use Summary

Varian Medical Systems' linear accelerators are intended to provide stereotactic radiosurgery and precision radiotherapy for lesions, tumors, and conditions anywhere in the body where radiation treatment is indicated.

Important Safety Information

Radiation treatments may cause side effects that can vary depending on the part of the body being treated. The most frequent ones are typically temporary and may include, but are not limited to, irritation to the respiratory, digestive, urinary or reproductive systems, fatigue, nausea, skin irritation, and hair loss. In some patients, they can be severe. Treatment sessions may vary in complexity and time. Radiation treatment is not appropriate for all cancers.

CryoCare Touch

The CryoCare Touch™ Surgical System is intended for use in open, minimally invasive or endoscopic surgical procedures in the areas in general surgery, urology, gynecology, oncology, neurology (including cryoanalgesia), dermatology, ENT, proctology, pulmonary surgery and thoracic surgery. The system is designed to freeze/ablate tissue by the application of extreme cold temperatures, including prostate and kidney tissue, liver metastases, tumors, skin lesions, and warts. Use only as directed. As with all surgical procedures, the possibility of adverse reactions such as pain, fever, chills, sepsis, edema, perforation, ulceration, and hemorrhage may occur.

MicroThermX Microwave

The MicroThermX™ Microwave Ablation System (MTX) delivers microwave energy for coagulation (ablation) of soft tissue. The system is not intended for use in cardiac procedures. The SynchroWave™ antennas may be used in open surgical procedures and in laparoscopic and percutaneous ablation procedures, using image guidance, including partial or complete ablation of nonresectable liver tumors. The MTX is contraindicated in patients with pacemakers or other active electronic device implants. The MTX is contraindicated in pregnant women as potential risks to the patient and/or fetus have not been established. Use only as directed. Procedural risks may include but are not limited to, pain, infection, and bleeding.

Embolic microspheres

EMBOZONE® microspheres are intended for embolization of arteriovenous malformations and hypervascular tumors, including uterine fibroid (UFE) and hepatoma, and for embolization of prostatic arteries (PAE) for symptomatic benign prostatic hyperplasia (BPH). The device is not intended for neurovascular use.

Vascular embolization is a procedure that has inherent risk. The procedure should be performed by specialized physicians experienced in vascular embolization procedures. Risks include but are not limited to: post-embolization syndrome (pain, fever, elevated white blood cell count), vasospasm, vessel trauma (e.g., dissection, perforation, rupture), foreign body reactions (e.g., pain, rash, fever, inflammation), hemorrhage, development of alternative vascular pathways, recanalization, or recurrence of symptoms, infection, allergic reactions, non-target embolization, ischemia at an undesirable location, ischemic infarction, tissue damage, nerve injury, neurological deficits, thrombosis, radiation exposure from fluoroscopy used to visualize the blood vessels during embolization, and/or death.

varian

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