



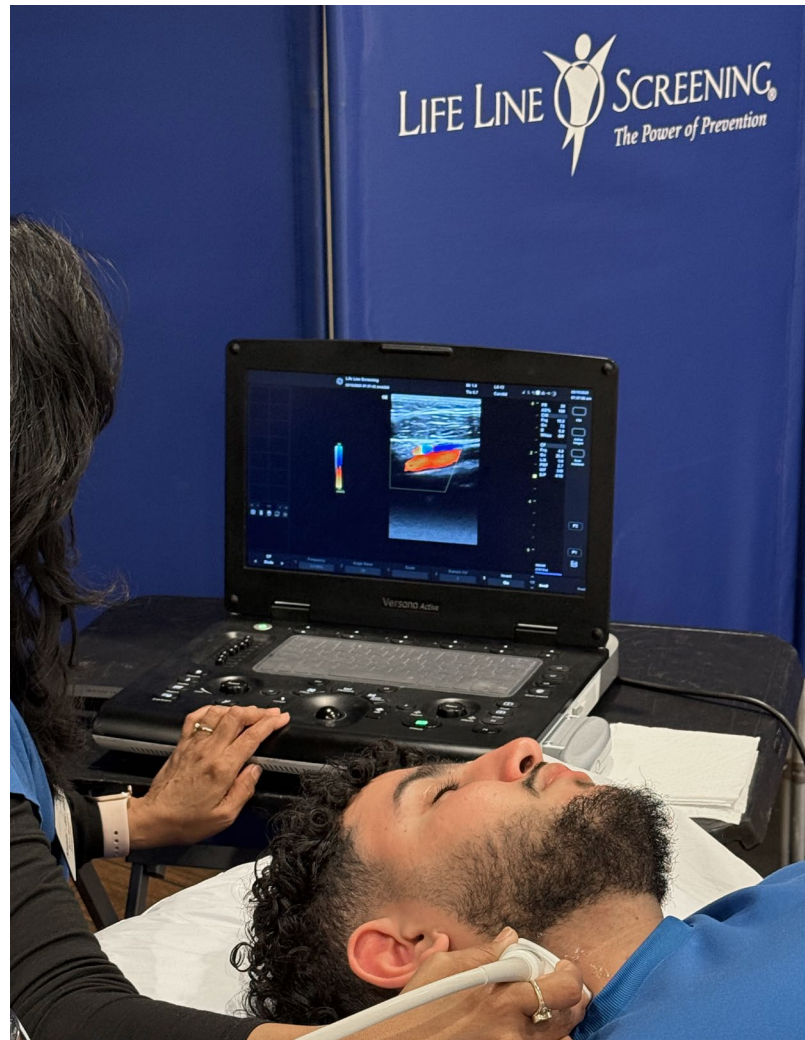
GE HealthCare

Enhancing a high-volume, preventative screening program with a portable Versana ultrasound system

“The way in which Life Line Screening uses ultrasound devices is not like anyone else in healthcare. Each one of the devices is going to be used to scan 50 different people a day on average. So you’re talking about a thousand uses a month and about 12,000 uses a year.”

Jim Waters

Executive Vice President of Operations
Life Line Screening



The challenge

Finding a durable portable ultrasound solution that offers ease, versatile scanning capabilities, and reliable power and performance in high-volume scanning environments.

Ultrasound providers in the preventative medicine space provide valuable screening and diagnostic services to millions of people across thousands of organizations. This means performing thousands of scans per month in various environments for a broad array of clinical applications. They need a system that offers the versatility, durability, and reliability of performance that their workflow demands. Regrettably, however, many struggle to find a system that can keep up and accommodate all of their criteria, especially within their budget.

Life Line Screening is the leading provider in the U.S. of annual screenings for people at risk of cardiovascular disease, stroke, and other chronic diseases. Designed by doctors and administered by trained professionals, their screenings can help detect hidden health issues before they become a serious problem. Since 1993, the organization has screened over 10 million people, and in 2023 alone, it screened 630,000 customers at over 14,000 locations across the nation to identify about 46,000 abnormal results, including 10,116 critical results.

When it came time for them to upgrade their ultrasound systems due to obsolescence and the inability to service their existing units, Life Line Screening was looking for a system that checked all of their diagnostic and operational boxes, including:

- ☐ Next-level **portability** for use in all clinical environments
- ☐ Reliable **performance**, robust **warranty**, and durability in the face of incredibly high-volume daily use
- ☐ Ease of use when **scanning multiple parts** of the body, including the abdomen and carotid artery
- ☐ User-friendly **training and education** of new staff
- ☐ **Service support** for peace of mind
- ☐ **DICOM® capability** to reduce human error in data entry

Despite these stringent requirements, Life Line Screening also required an affordable and budget-friendly system.

The solution

Versana Active™: A versatile, laptop-sized, easy-to-use ultrasound system that's built to last, scan after scan.

Life Line Screening Clinical Manager and Director of Field Operations for the Southern Region Tracy Suprenant was tasked with finding a system to replace the organization's outmoded units. When it came time to upgrade, they found that Versana Active met all of their unique criteria for **durability**, **user-friendliness**, **accuracy**, and **diagnostic versatility**.

Built tough and made easy

One of Life Line Screening's primary criteria was the ability of whatever system they chose to handle the extraordinarily high volume of scans they perform every day and adapt to different care environments. The durability of the product is critically important," says Jim Waters, Life Line Screening's Executive Vice President of Operations. "Almost every ultrasound device company comes in saying how much they've battle-tested their devices, and I always kind of smile and think that they can't have battle-tested it the way we're going to use it."

Versana Active's laptop-sized portability and unparalleled durability proved to be the ideal solution for an organization whose ultrasound users operate in different clinical environments every day. Just as important as the strength and reliability of the device, however, was the strength of the promise of its performance and the warranty that backed it up. Jim and his colleagues were looking for assurances that GE HealthCare would stand by their product even in the face of extraordinarily frequent use. "I need to know that when the commentary is made about how durable a piece of equipment is, you're going to back it up with a warranty that says this is how confident you really are," says Jim. "The equipment has proven to be very durable. And on the rare occasion that we've had any issues in the field, the service has been outstanding. It's really been seamless and hasn't any ripple effects for us."



Finally, it was imperative that their hardworking system was easy to use and able to seamlessly perform different types of scans, specifically abdominal and carotid. Life Line Screening had experienced limitations with the other systems they were considering and were looking for more extensive diagnostic capabilities. “It’s a necessity for us to be able to scan the carotid,” says Tracy. “Once we realized the other systems couldn’t do that, it was done.”

“ *The equipment has proven to be very durable.”*

Jim and Tracy also point out that even though their old system could perform carotid and abdominal exams, it was much easier with their Versana system. “Use of a single device for both tests with Versana Active is easier than it was with our old system,” says Jim. “We were having to remove the transducer over and over again in a way that made the device hard to handle.”

Easy scanning, easy training

Tracy also pointed to Versana Active’s Scan Assistant feature as a factor in selection, reiterating its ability to simplify scans and training. “We’re able to put the protocols in basically the Versana turns on the color and the Doppler. It knows what image we’re doing next,” she says. “Having Scan Assistant also helps in training because the protocol is right there on the screen in front of the students. It makes it easier to train our sonographers.”

“ *Having Scan Assistant also helps in training because the protocol is right there on the screen in front of the students. It makes it easier to train our sonographers.”*

Available on all Versana ultrasound systems, Scan Assistant enables users to create custom exam protocols and standardized workflows to reduce keystrokes and manual effort to minimize errors and maximize efficiency. It can help clinicians perform abdominal scans up to 22% faster, making it an ideal solution for high-volume clinics.¹

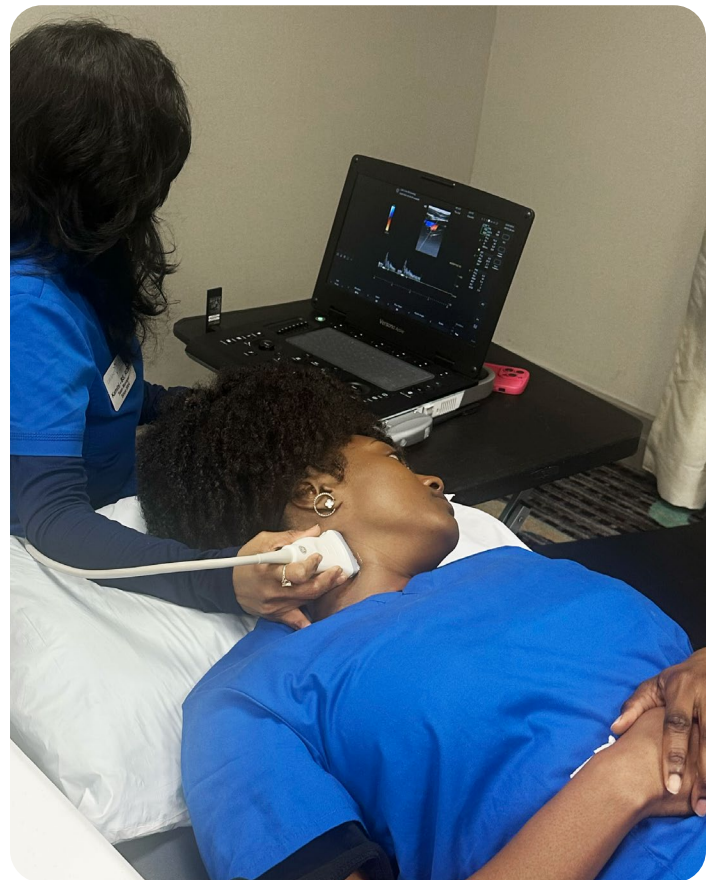
Dependable service for lasting assurance

The system’s reliability, combined with GE HealthCare’s unmatched service and support, has helped Life Line Screening meet its high-volume demands with accuracy and efficiency to give patients and providers the peace of mind they deserve. “Training for the Versana system has been outstanding,” says Tracy. “Our rep has spent so much time sharing his screen, so we were not only seeing the screen on the device but also seeing his hands on the console and the knobs he was hitting. When we built out the Scan Assistant with him and one other clinical manager, the three of us spent hours and hours on the phone and making sure that everything we needed was the way we wanted it.”

“ *Our rep has spent so much time sharing his screen, so we were not only seeing the screen on the device but also seeing his hands on the console and the knobs he was hitting.”*

Support for your daily routine

Switching to equipment that had DICOM capability was crucial for reducing mistakes when entering customers’ names and data,” says Tracy. “The Versana (with DICOM) does that for them now, so that lessens human error.”



Versana Active: the ideal solution

Versana Active from GE HealthCare proved to be the ideal solution for an organization that needed the highest level of performance, consistency, ease of use, and convenience.

- ✓ Next-level **portability** for use in all clinical environments
- ✓ Reliable **performance**, robust **warranty**, and durability in the face of incredibly high-volume daily use
- ✓ Ease of use when **scanning multiple parts** of the body, including the abdomen and carotid artery
- ✓ User-friendly **training and education** of new staff
- ✓ **Service support** for peace of mind
- ✓ **DICOM® capability** to reduce human error in data entry



Learn more:

To learn more Versana Ultrasound systems, please contact your GE HealthCare representative or visit:
<https://www.gehealthcare.com/products/ultrasound/versana>

The statements by Life Line Screening described here are based on their own opinions and on results that were achieved in their unique setting. Since there is no “typical” hospital/clinical setting and many variables exist, i.e., hospital size, case mix, staff expertise, etc., there can be no guarantee that others will achieve the same results.

1. GE HealthCare Case Study. Scan Assistant: Improving the speed and consistency of ultrasound exams for users of all experience levels at high-volume clinics. Salud Digna clinics in Mexico and Nicaragua, Dec 2020. JB01454XX

Products mentioned in the material may be subject to government regulations and may not be available in all countries. Shipment and effective sale can only occur after approval from the regulator. Please check with local GE HealthCare representative for details.

© 2025 GE HealthCare.

Versana Active is a trademark of GE HealthCare. DICOM is the registered trademark of the National Electrical Manufacturers Association for its standards publications relating to digital communications of medical information. GE is a trademark of General Electric Company used under trademark license.

July 2025
JB32538XX



GE HealthCare