

# Changing Perspectives: One gastroenterologist's switch to a different brand of endoscope

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# FUJIFILM

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Jose Lantin, MD, is the principal owner of a growing gastroenterology and endoscopy practice in Yonkers, N.Y. The physicians of Gastroenterology of Westchester perform approximately 2,500 cases per year in an office-based setting. The practice opened its doors in 2005 utilizing the latest technology at that time. Then, in September of 2013, the practice made a decision to utilize Fujifilm endoscopes and processors as part of their patient care solution. In this interview, Dr. Lantin shares his personal experience and practical insight into the capabilities of the product, the support of the organization, and the transition process from the product he had known for most of his career.

**Question: How would you describe the transition to Fujifilm endoscopes?**

**Dr. Jose Lantin:** The first scope I used was Fujifilm's 530 series. Compared to the endoscopes that I had used previously, this endo-

scope had greater flexibility and less tension in the angulation control dials. If you perform upwards of 10 to 15 cases in a day, you will feel no strain on your left hand. That is one of the benefits of these scopes; the tension is very soft. You do not have to exert nearly as much effort to maneuver the tip of the scope.

Right now, I have the advantage of comparing two different kinds of endoscopes: Fujifilm instruments in my practice and another brand at the hospital. With Fujifilm, I have found that not only are the angulation control dials easier to use, but there is greater flexibility in the scope itself.

With most other processors there is a delay when trying to capture a still picture of your patient procedures. However, with the Fujifilm processor you can get an instantaneous picture whenever you need it. With the switch to the new 600 series endoscopes, you really begin to appreciate this feature. The images are markedly sharper.

In the past, I have heard physicians praise Fujifilm endoscopes for image quality and clarity, but question product durability. Since our transition, we have used the system for more than 2,500 cases and, contrary to what I had heard, we have had no breakdowns. In terms of durability in a busy practice, I have had no issues with Fujifilm endoscopes.

**Q: How long did it take to become comfortable with the Fujifilm endoscopes?**

**JL:** There is essentially no transition with change in instrumentation. It is just like driving a car, but now you are driving a deluxe vehicle like a Mercedes. What really caught my eye first was the clarity of the endoscopic image, and secondly, the handling characteristics of the endoscope.

**Q: What is your impression of the handling characteristics of the FUJIFILM 600 series colonoscope?**

**JL:** Both the colonoscope and gastroscope appear to be more flexible compared to the other scopes I have used. This makes navigation of the sigmoid area, which is more tortuous than other areas of the colon, easier. I've cut my intubation time down by three to five minutes per case because of scope flexibility.

The scope seems to be lighter. It really reduces the strain on my left hand. When I perform endoscopies, I never use my right hand to control the dial, just my left because of the decreased tension in the dial. The head of the scope is smaller, and it easily fits in your hand. That is a big plus. In endoscopy, half the battle is trying to control the tip of the scope. With improved maneuverability, it just makes your day easier.

**Q: How do you think the 600 series endoscopes have impacted patient care?**

**JL:** In terms of patient care, they offer several benefits. My miss rate is less. The improved flexibility and handling characteristics minimize the risk of perforation. Additionally, with shorter endoscopy times, patient sedation time is less as well.

**Q: Prior to using Fujifilm's Flexible Spectral Imaging Color Enhancement (FICE) technology, had you used a comparable product?**

**JL:** I was actually one of the first

physicians to use Pentax's i-Scan in the United States. At the time, we were in the infancy of being able to make digital image enhancements including visual color adjustments.

**Q: How did your experience with the two products differ?**

**JL:** Fuji's color scans are different. The color combination actually enhances the borders of the lesions you are looking at. It gives you a different perspective as to the complete size of the lesion. It gives you an in-depth picture of not only the lesion, but also of the mucosa and underlying submucosa. This added perception leads to better results in resection.

**Q: How often do you use the FICE feature?**

**JL:** If I am looking at an irregularity, I turn the FICE feature on. If I want to assess the size and borders of a lesion I will use the dual mode. You can see the traditional white light image on one screen and the FICE image on another screen. It can be difficult to train your eyes to get used to looking at one picture and not the other, but within two to three weeks, or 50 cases, you will get accustomed to it.

**Q: Have you found the FICE feature to add value to your ability to provide patient care?**

**JL:** Even with a completely clean colon, you have a 5 percent

chance of missing a lesion. At the end of the day, you don't want to miss any lesions. The reason we use the FICE feature is to ensure that the miss rate goes down.

**Q: How would you summarize your overall experience with Fujifilm endoscopes since you've transitioned from your last vendor?**

**JL:** I am pleasantly surprised. The old misconception that Fujifilm endoscopes are not durable simply has not been true in my experience. I am pleased with the clarity, increased illumination and handling of these endoscopes.

**Q: Is there one difference that distinguishes Fujifilm from its competitors?**

**JL:** As a consumer, you always want someone there to answer your questions. I am really surprised at how they have taken that service to another level. If you ever have a question about a potential product issue, they will either call you or visit you on-site. I don't see that with other vendors. If there is something wrong with a scope, they will address it and provide a loaner endoscope so you can continue working. As a consumer that has only a limited number of endoscopes, that is a value-added feature. Any unusable instrument cuts into your bottom line. With Fujifilm, I always have the support for the scopes and processors. ■