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EUROPEAN
AGEING
NETWORK

EAN DIGITAL SUMMIT

Arjo

HQ - Malmö, Sweden
Ulrika Olsson

WWW.EAN.CARE

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MALTA

Who is Arjo?

- *For over 65 years, Arjo has built up extensive expertise and developed market-leading solutions that contribute to increased safety and quality of life for patients, improved work environment for care staff and better resource efficiency for care providers.*
- *Our vision is to be the most trusted partner in driving healthier outcomes for people facing mobility challenges*
- *We support in creating safer and more efficient healthcare environments by offering outcome based solutions and services focused on Early Mobility, Dementia Care, Prevention of Caregiver injuries, Prevention of HAC and Bariatric Care.*
- *EAN partnership to align with relevant stakeholders on how to develop the long term care for the future*

Key stakeholders/clients/markets

- *Customers in over 100 countries globally and active in all European markets*
- *Our five largest markets are US, UK, France, Canada and Germany*
- *We are active in both Acute Care (71%) and Long Term Care (29%)*
- *Key stakeholders are all levels within LTC (task oriented staff, middle management, strategic leaders)*

What is our standpoint on EHDS*?

- *Basically positive – but need to understand further the harmonization with other legal obligations*
- *Questions mainly in regards to secondary use of data – from a competitive advantage perspective*

2. Technology and digital tools

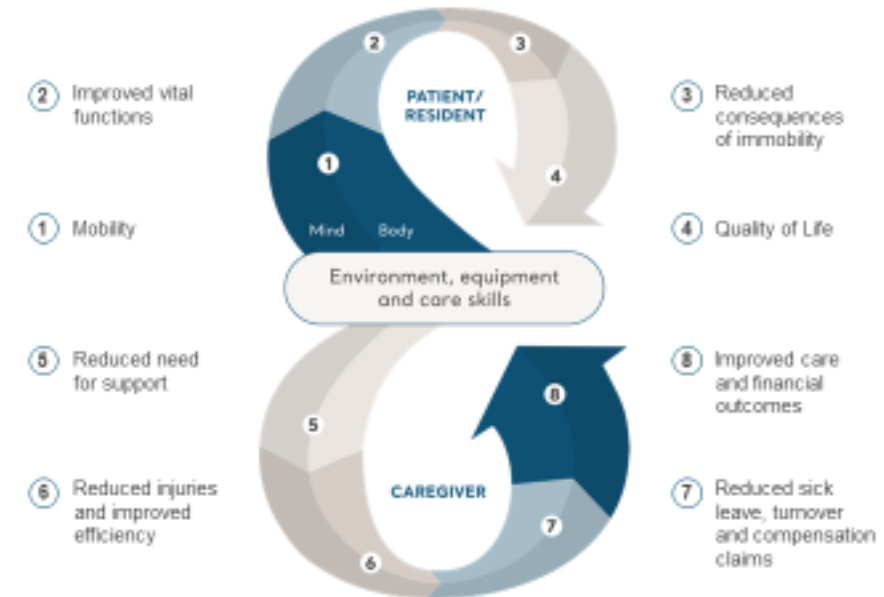
How do our solutions add value to and promote both quality of life and quality of care – for care receivers, care givers and care facilities?

Any specific areas where we address physical and psychological work load on caregivers?

- *Early Mobility*
- *Dementia Care*
- *Caregiver Injuries*
- *HAC*
- *Bariatric Care*

Arjo Positive Eight®

- There is a direct connection between the quality of care for the patient/resident and quality of work for the caregiver
- The Positive Eight depicts a cycle of positive effects that are catalysed by the first step – mobility
- The Positive Eight philosophy visualizes the potential positive effects for the caregiver, the resident and also the organisation arising from investment (time and money) in having the right environment, equipment and care skills



2. Technology and digital tools

Risk assessment – Effective Intervention – Better outcome

*Digital efforts not only to support effective intervention but increasingly supporting **risk assessment and tracking outcome** together with customers*

- *Arjo has a number of solutions and programs in this area – and more under development*
- *Current programs include Arjo MOVE program to reduce work-related injuries among care staff, and Arjo Pressure Injury Prevention Program, which includes digital solutions such as the Provizio SEM Scanner for early identification of risk of developing pressure injury*
 - *The Provizio SEM Scanner: identification of increased risk of pressure injuries 5 days* earlier than visual risk assessment, regardless of skin tone. This enables a window of opportunity to deploy a targeted and tailored prevention strategy that helps minimize PI incidence and reduce overall cost and time to care.*
 - *The Provizio SEM scanner can automatically transfer data to the comprehensive Gateway Dashboard for patient, ward and facility management purposes, as well as to an Electronic Medical Record (EMR) system if available.*
- *Programs currently under development include i.e. treatment of venous leg ulcers, falls etc.*

Arjo Guide for Architects – planning right from the beginning

3. Outlook into the future

Where do we see the European society and the aging Europeans in 25 years?

- *Continued changes in demography*
- *Continued shortages of educated staff*
- *Increasing Cost pressures*
- *Increased expectations on delivery of care*
- *Administrative burdens*

3. Outlook into the future

How does this above impact our company and solutions?
What needs to be developed?

- *A need for new technology – not only digital – focus on improving workflow processes from a prevention standpoint*
- *Solutions seeing the resident as a resource*
- *Solutions showing short term and long term ROI*

What do we need from EAN members/society to support this company development?

- *“Risk assessment – Effective Intervention – Better outcome”*
- *Changing the mindset from reactivity to proactivity and prevention rather than treatment*
- *Racing the status of working within healthcare to retain and attract staff*

Thanks for your attention.

Ulrika Olsson

Global Academy Director Europe and Head of
Governmental Affairs

Ulrika.olsson@arjo.com



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