

With people in mind

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Arjo's vision is to be recognised globally as the most trusted partner in enabling care and improving quality of life for people with reduced mobility and age-related health challenges.



60 years of specialised expertise



Sales presence in **100+ countries**



Est. 6000+ employees worldwide



6 state-of-the-art production facilities in **3 continents**



Global market leader across several product categories

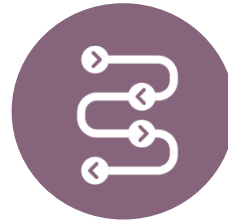
Products, solutions and insights that set the standard for care

Developed with **over 60 years** of specialised expertise, our products, services and insights help to **achieve better outcomes** and **make life safer and easier** for people affected by mobility and age-related challenges, from care receivers and their families, to caregivers and care providers.



Preventing adverse events

Helping to reduce the occurrence of costly adverse events such as back injuries, patient falls, pressure ulcers, VTE, and healthcare-related infections.



Improving workflows

Making the most of your investments with products and services that help boost efficiency, manage resources and improve turnover.



Better outcomes for patients and residents

Creating safe and dignified care environments that facilitate independence, reduce recovery time, and maintain or improve mobility.



Higher job satisfaction for caregivers

Creating safe working conditions with equipment and working methods that help reduce the risk of injury or physical overload, supporting caregivers to deliver high quality of care.

We offer an extensive range of solutions to help you meet the continually evolving challenges of care



Patient Handling

Lifts, sliding sheets, slings and Flites® for safe transfer of patients



Hygiene

Bathing and showering systems for all levels of mobility



Medical Beds

Ergonomically designed for acute care and long term care



Pressure Ulcer Prevention

Therapeutic support surfaces and systems for prevention and treatment



VTE Prevention

Active compression systems (IPC) for the prevention of DVT



Disinfection

Flusher disinfectors, chemicals and sluice room equipment



Diagnostics

Vascular Assessment & Treatment and Foetal & Patient Monitoring

Our specialist services help care facilities improve clinical outcomes and efficiency, reduce risks, and raise the standard of care



Consultation & assessment services

Working together to minimise risk of injury, reduce cost, improve quality of care and maximise return on investment



Architectural planning

Expert, industry-specific guidance to ensure optimised use of space at care facilities, including our *Guidebook for Architects and Planners*



Rental & flexible financing options

A variety of flexible plans to ensure you can have the right equipment at the right time



After-sales support

Professional maintenance and servicing to help you get the most out of your equipment

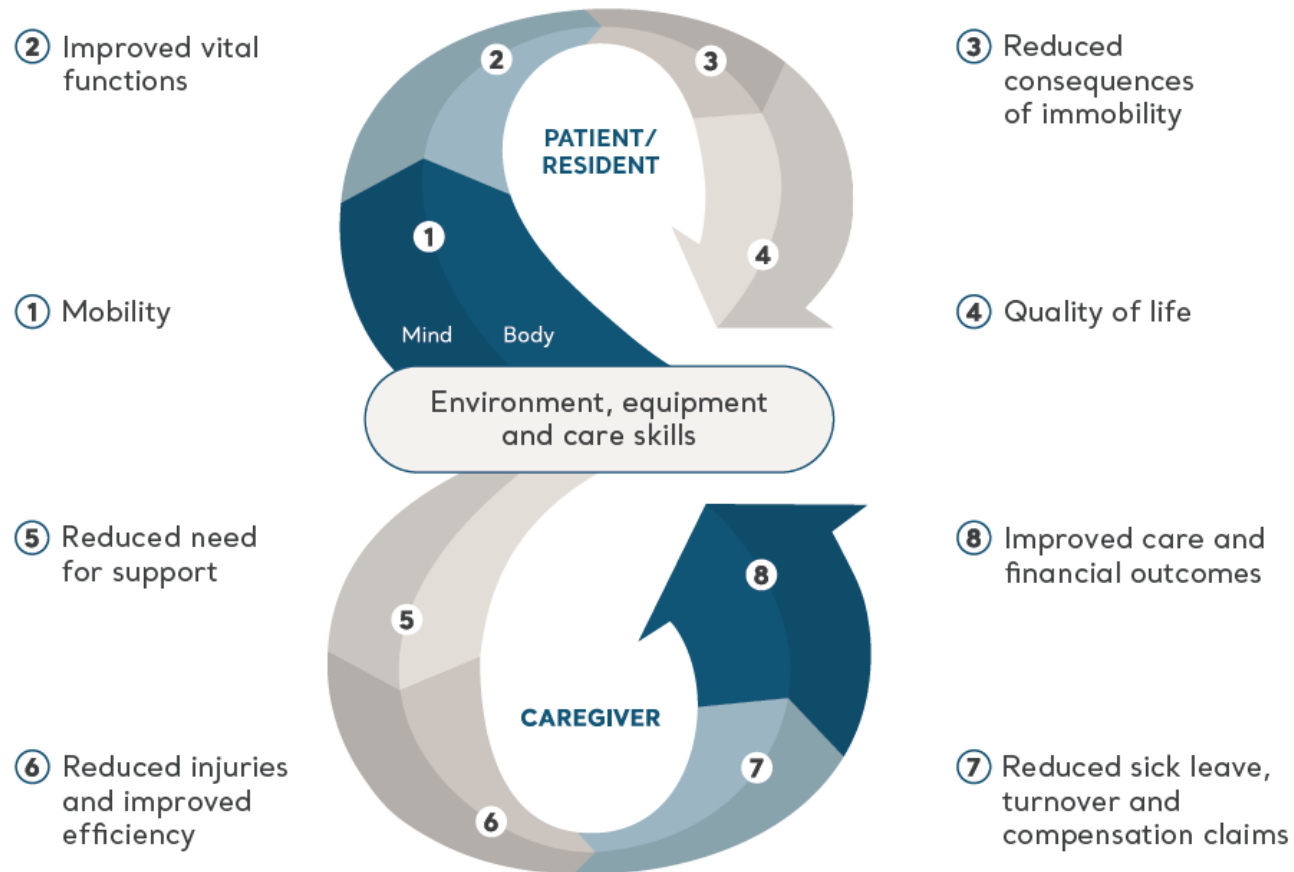
**Arjo supporting you in
overcoming your
strategic challenges**



Some of the challenges in elderly care

- Due to the greying society, the increasing number of residents in LTC & HC and care not being the most attractive and well paid place to work, Europe is facing a massive and increasing shortage of caregivers.
- Some recent newspaper headlines:
 - “In the UK with around 1.1 million full and part-time staff are currently employed by the NHS, 9.2% of all posts cannot be filled.”
 - “Currently over 35,000 unfilled vacancies for carers of the old and sick in Germany”
 - “In Flanders (Belgium) this academic year, 7,300 students have enrolled for a bachelor’s degree in nursing, compared to 9,751 two years ago, despite the fact that the job is considered a priority profession. At present 1,488 vacancies stand open, and the situation is on the road to becoming worse as working nurses retire without being replaced.”
- Most patient transfers are performed manually and hygiene & ADL care in an unhealthy posture causing Work Related Multi Skeletal Disorders (WRMSD’S), leading to high sick leave and staff turnover.

The positive-8, creating save and efficient care



The right **environment, equipment and care skills** need to be in place to allow the benefits of the Positive Eight to flow

The Mobility Gallery



Albert



Barbara



Carl



































Doris



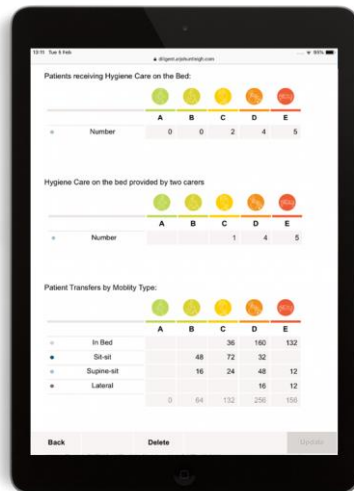
Emma

The Mobility Gallery connected to medical devices to support caregivers in delivering safe, efficient and high quality care.

Mobility Level	Bed	Repositioning In bed	Lateral transfers	General transfers	Bathing transfers
 ALBERT	 High-low bed			 Walking stick	 Lift hygiene chair
 BARBARA	 High-low bed			  Walking frame Stand aid	 Lift hygiene chair
 CARL	 High-low bed	  Sliding sheet Transfer sheet		 Standing and raising aid	 Lift hygiene chair
 DORIS	 High-low bed	  Sliding sheet Transfer sheet		  Passive mobile lifter Ceiling lifter	 Lift bath trolley
 EMMA	 High-low bed	  Sliding sheet Transfer sheet	   Sliding sheet Air-assisted device Stretcher frame	  Passive mobile lifter Ceiling lifter	 Lift bath trolley

Customer Insights to realize a Positive-8 environment

An unique tool to have the right type and number of equipment, any surplus equipment which could be re-located, and where further equipment is needed in order to support caregivers in delivering safe, efficient and high quality care.



Location	Active Lift	Passive Lift	Bath Tub	Bath Chair	Bath Stretcher	Shower Chair	Shower Trolley
● First Floor Unit 1	1		-1	-1	-1	-1	
● First Floor Unit 2						-1	
● Second Floor Unit 1	-1	-1				-2	-1
● Second Floor Unit 2	-1	-1				-1	-1

Value Based Healthcare, Customer Insights to improvements to efficiency of care

Unit / Location	Residents for Hygiene in bed	Potential Care Hours Saved
● First Floor Unit 1	11	3.24
● First Floor Unit 2	12	2.54
● Second Floor Unit 1	22	6.5
● Second Floor Unit 2	11	3.23
TOTAL	56	15.51



Facility Recommendations

- 5 x Shower Chairs
- 2 x Shower Trolleys

5,840 hrs

Projected efficiency over one year

=

€ 116,800*

* Assuming € 20.00 per care hour

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