



Enhancing Outcomes for Patients and Their Caregivers.™

Company Description

Hill-Rom has been an industry leader and trusted partner in health care since 1929. That is when our founder, William A. Hillenbrand, decided to “bring the home into the hospital.”

Since then, we have committed ourselves to providing both caregivers and residents high quality, innovative products and solutions, along with support from a dedicated team of clinical experts and service personnel.

Today, our Extended Care Team provides innovative solutions for caregivers and residents through our clinically trained sales force and a national network of Hill-Rom service technicians. We offer a full portfolio of post-acute products, including bed frames, prevention and therapy surfaces, bariatric solutions, furniture and clinical support and education services.

You can count on the people, processes and technology of Hill-Rom - in hospitals, extended care facilities and in the home.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **P400 Therapy Surface:** A self adjusting, alternating low pressure mattress replacement system that assists in removing heat and moisture, helping to manage the microclimate of the skin.
- **80 Bed:** Features standard electric head and knee elevation with auto contour for enhanced safety and easier patient positioning.
- **Liko Lifts:** Feature a unique combination of ergonomic design and innovative engineering in products ranging from lightweight mobile models to high-capacity ceiling mounted “total lifting solutions.”

Suggested Consultative Discussions

- **Selecting the Right Support Surface for the Prevention and Treatment of Pressure Ulcers:** Pressure is a variable, and can be quite different for each individual, so no one product works for every patient.
- **Analyzing Investments in Beds and Support Surfaces:** How much is that bed? We’ll explore the initial investment of beds and support surfaces vs. total patient cost.



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