



CONTINUING CARE GROUP

Company Description

Invacare® Continuing Care (ICC) is a growing division of Invacare® Corporation - the industry leader in healthcare equipment. Our division is dedicated to serving the LTC market with a comprehensive line of products and services.

Our product offering includes Beds, Furnishings, Bathing Systems, Negative Pressure Wound Therapy, Therapeutic Support Surfaces and Resident Transfer Equipment. Our Interior Design division provides complete design services and installation coordination for an enhanced look that meets your budget. Invacare Rentals will satisfy your short term rental needs for support surfaces, bariatric and low beds, and includes our new Negative Pressure Wound Therapy program. We also offer a wide range of educational and service programs that focus on injury reduction, facility compliance, preventive maintenance, repair and continuing education.

ICC has an experienced field sales and clinical support team spread across the U.S. and Canada to conduct needs assessments and product training at your local facilities. We pride ourselves in developing and maintaining relationships with many national and regional chains, including Golden Living, Greystone, HCR Manorcare, Genesis, SAVA, Extencare and Kindred Healthcare.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Enhanced Interior Design Services:** From the smallest renovation to the largest new construction, our experienced team is ready to serve your needs – on time and within budget. Visit our new showroom and see what we can do for you.
- **Invacare Rentals:** Our short-term equipment rentals program will exceed your expectations on service, quality, and value.
- **Versatile New LTC Bed:** The newest addition to our popular CS Series bed line provides the benefits of a true low bed with the flexibility of a bariatric bed - at a fraction of the cost.

Suggested Consultative Discussions

- **Short Term Rentals and Negative Wound Pressure Therapy Options:** Want to improve both clinical outcomes and your bottom line? We have unique programs now available to our long term care partners that deliver those results.
- **Case Study on How to Turn Facility Appearance into a Competitive Edge:** We'll share how we helped transform one facility that was on the government watchlist as one of the worst 100 buildings in America into a facility where census has climbed, employee retention has skyrocketed and recent JACHO and satisfaction surveys have all come back with high marks.
- **Best Practices on Reducing Workers' Comp and Minimizing Caregiver and Resident Injuries:** Learn how we help change the way your caregivers think about safety in the workplace with our newly introduced Low Electric Beds and Lift equipment, we can provide the most effective combination of service and equipment.



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