

# RoMedic

## Company Description

For more than 25 years RoMedic has built and developed assistive devices for the health care sector. Even with world leading and unique products, we have always acknowledged the need for new solutions. System RoMedic has grown and developed over time, keeping pace with residents' changing needs and caregivers' changing working conditions.

RoMedic's business concept is simple - we love to develop and manufacture assistive devices that make life easier and safer for both residents and caregivers. In addition to our positioning, support and transfer products, SystemRoMedic includes multiple mobile patient lifts; the Eva and Rino family of total lifts and the MiniLift family of sit-to-stand lifts; four different models of Rise fixed ceiling lifts, and the portable RisePorto ceiling lift. Bariatric solutions are our strength and based on floor and ceiling lifts.

SystemRoMedic products are used in more than 35 countries, which is just a fraction of the countries and people who need our products. While we have ISO quality and environmental management certification, we always strive to further improve our offerings. A long term care client listing is available upon request.

**Geographic Area Served:** U.S. & Canada

**Segments Served:** SNF, AL, IL, CCRC

## 2010/2011 Product & Service Innovations

- **Bariatric Lifts and Sling Solutions:** Addressing the challenges of providing safe and effective mobilization for these special needs, RoMedic has designed products for smooth application and efficient use for caregivers.
- **New Safe Patient Handling Program by Prevent:** Implemented in more than 600 healthcare organizations, this program has resulted in more than 80% reductions of caregiver's resident handling related injuries, as well as enhancement of pressure ulcer prevention protocols, reduced resident falls and retention and recruitment of certified nursing assistants.

## Suggested Consultative Discussions

- **We'll share data collected from 130 long term care facilities** on the number of resident handling injuries prior to a resident handling program as compared to post-program injuries, which will reflect the potential savings your organization can realize.
- **Using handling devices to effectively mobilize residents to reduce the development of pressure ulcers:** We'll provide your organization training utilizing state of the art pressure mapping software to provide all caregivers visual reinforcement of effective positioning to reduce the risk of skin breakdown with your residents.
- **Case Study – Reduce Care-Giver Injuries by 90%:** Based on a review of 105 long term care facilities, learn how the Prevent, Inc. Safe Handling Program reduced care giver injuries by 90% and reduced claims by \$44,239 per facility per year.



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