



## Company Description

SCA draws from over 150 years of global experience to assist our customers in delivering the best possible cost and care outcomes for incontinence care.

We offer much more than product selection, because we realize that truly sustainable results will be attained if we benchmark, educate, support and continually follow up with our customers.

In 2010, SCA ranked in the Global 100 Most Sustainable Corporations in the World list for the 7<sup>th</sup> consecutive year. In 2009/2008, SCA was named one of the world's most ethical companies, and in 2007 we were named the 2<sup>nd</sup> most environmentally-friendly company in the world by EIRS.

Present in over 105 countries, we have a strong presence in North America, including the US, Canada and Mexico. Each country has strong sales and clinical support as well as state of the art production facilities. We are where you are!

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

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

## 2010/2011 Product & Service Innovations

- **TENA Stretch Brief Enhancements:** Our very popular TENA Stretch Brief innovation, which was introduced in 2007, has recently undergone some improvements to ensure even better performance, absorbency and cost in use results (verified by our customer surveys).
- **Focusing Education on Staff and Families:** Recognizing the impact that staff and families have on QIS, we have focused our education and support on these areas in new and innovative ways.

## Suggested Consultative Discussions

- **Benchmark Metrics for Cost and Care:** We'll share with you our process for benchmarking improvements in cost and care and success stories.
- **Managing Valuable Staff Resources:** Let us tell you how we can help you manage one of your most valuable resources: staff time.



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