

# HANDING YOU RENTAL FREEDOM



The new, exciting and innovative specialist equipment rental service from Medstrom Healthcare

Medstrom's philosophy has always been to deliver a unique and bespoke service, full of flexibility, innovation and tailored to the needs of our customers. Our strategic partnerships with world-class manufacturers enable us to help our clients meet and beat the many challenges they face. We work with key clinical personnel to understand the clinical needs and risks and select products that bring innovation, fill niche gaps and offer the very best in care.

Medstrom are well known for offering both specialist products and unique services.

Medstrom have a full range of bariatric, and other specialist equipment with a clear focus on patient dignity, safety of the patient and their caregivers, pressure ulcer prevention, safe mobilisation and providing a responsive service.

The benefits of Medstrom's specialist equipment rental service:

- 'Right product, right patient, right time'; ensuring patients have access to the equipment they need
- A flexible, cost-effective way to access specialist products that are not continually in use
- Access to clinical and technical support as well as training
- Delivery of clean, safety tested and function tested product

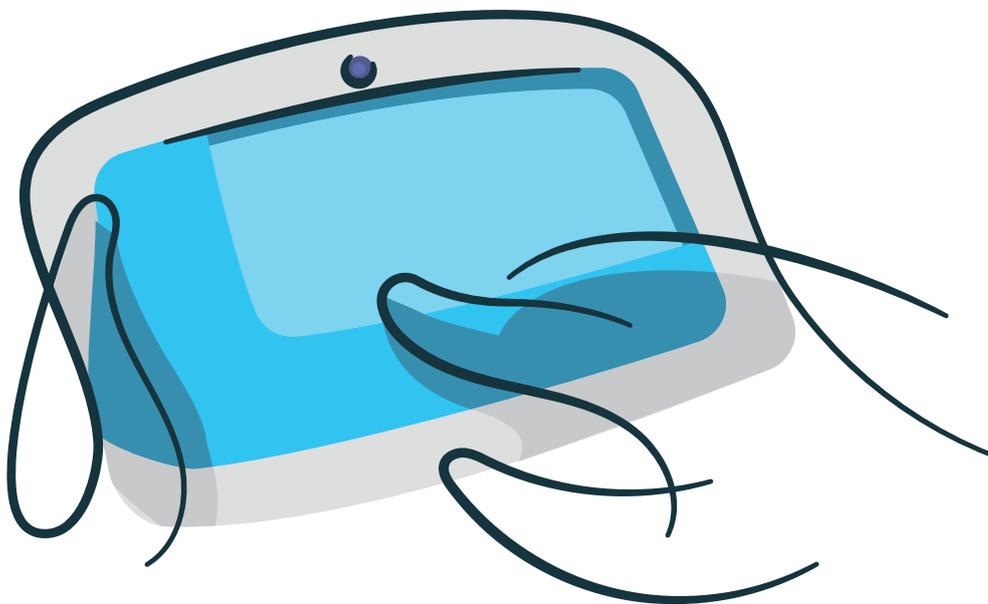
Despite the many benefits of specialist equipment rental, prospective and new rental customers tell us that they have experienced a number of financial and non-financial challenges within this arena from other service providers, namely:

## Financial concerns:

- Unreasonable and inflexible minimum rental periods
- Being charged for both delivery and collection, with inflated charges out-of-hours, at weekends and Bank Holidays
- Charging only stops when the products are collected, and this could take days following the request
- Inaccurate and inconsistent invoicing
- No management information reporting, making it impossible to track and check usage and invoicing

## Non-financial concerns:

- No online ordering option and extended waiting times to contact supplier call centres
- Depending on location, extended delivery lead-times outside those promised
- No or little clinical support from RN or RGN-qualified Clinical Nurse Advisors
- No product or clinical training offered
- No product installation by qualified and experienced technicians; products are 'dumped'



Medstrom pride ourselves on offering a service that is transparent, fair and consistent. However, we also believe in offering service innovation to our customers.

We are therefore proud to announce the launch of Medstrom Now. This unique and innovative new rental offering is designed to remove all barriers to accessing a specialist equipment rental service that is cost-effective, immediate, supportive and accurate.

## Medstrom Now:

- No delivery or collection charges and no minimum rental period
- The product is on site with immediate access whenever it is required
- Zero delivery lead-time
- Guaranteed accurate invoicing
- Accurate management information reporting direct from i-Tracker
- 24-hour clinical support, 365 days a year
- 24-hour technical support, 365 days a year
- Guaranteed clean, safety and function tested product ready when you are

If a hospital had an average of 10 rental episodes per month, paid a £90 delivery charge and a £90 collection charge, they would save £21,600 per year via Medstrom Now.

## How it works:

- We work with you to identify a location in which the specialist equipment can be secured on-site
- You place your order via i-Tracker, our bespoke online ordering system
- Once your order is confirmed you receive a code to a padlock to unlock the equipment
- The daily rental price is charged from the time the job is recorded and finishes when the product is called-off via i-Tracker
- Our technician tops-up the Medstrom Now store within an agreed lead-time



## We have a range of products that are available via Medstrom Now

### Dolphin Therapy

A reactive mattress system that creates a simulated fluid environment, enabling full immersion and envelopment, significantly reducing pressure, shear and tissue deformation. Taking advantage of Dolphin Therapy via Medstrom Now means zero waiting time to receive the products for your most acutely unwell patients. Available as a standard mattress, extra wide mattress and paediatric mattress.



### Multicare specialist bed

Has features that help support early mobility and can be used to treat or prevent pulmonary or other complications associated with immobility. Automatic lateral therapy prevents respiratory complications such as VAP. Integrated Class III weighing scales allow for close weight monitoring without needing to move or transfer your patient. Unique positioning features help to promote early mobilisation.



### Bariatric specialist equipment

- Width extendable Bari10A suitable for patients up to 454kg/72 stone
- MMO 8000 ultra-low bariatric bed to assist with the safe mobilisation of plus-size patients
- Choice of low air loss dynamic mattresses, including a turn assist mattress
- A range of complementary products including riser-recliners, static chairs, commodes etc



## Discuss Medstrom Now with a member of our team:

### UK

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