



arjo

*joyful  
free  
independent*

**Empowering  
movement**  
towards healthier outcomes

# 1

## Introduction



trust  
passion

SUSANNA STEGLE  
HUMAN RESOURCES · SWEDEN

share

**Comfort is not only  
important for patients,  
but also for caregivers.**

As a person passionate about  
occupational health and working

**THE ARJO VISION**

To be the most trusted partner in driving healthier outcomes for people facing mobility challenges.

Headquarters in  
**Malmö,**  
Sweden



**>6,000**  
employees  
globally

Founded in  
**1957**

**>100** countries  
where Arjo sells  
**products & services**

**WE ENSURE VALUE BY:**



Preventing immobility  
acquired conditions



Aiding the return  
to mobility



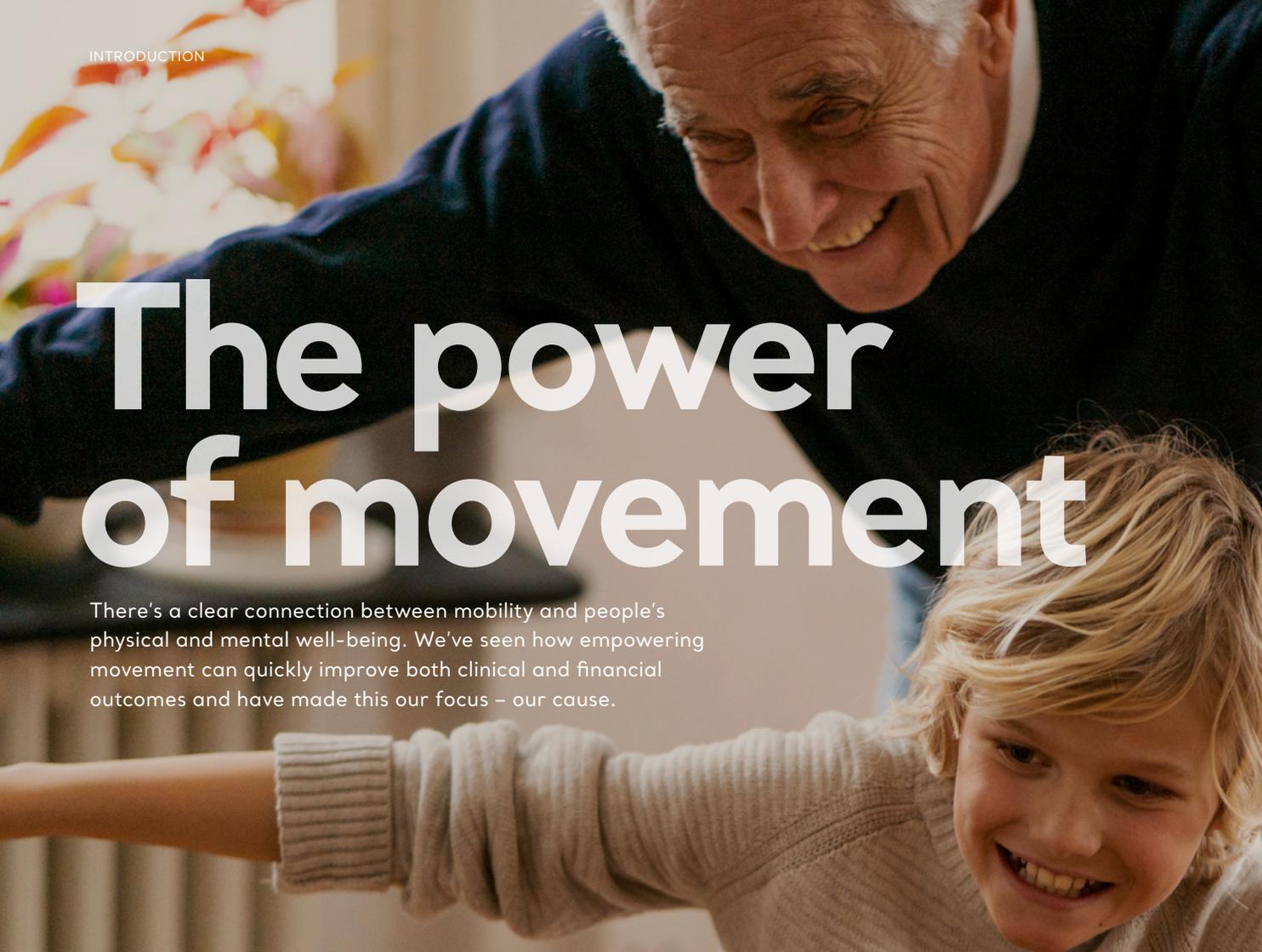
Eliminating work-  
related injuries



Improving cost  
and efficiency



Elevating quality  
of care and life



INTRODUCTION

# The power of movement

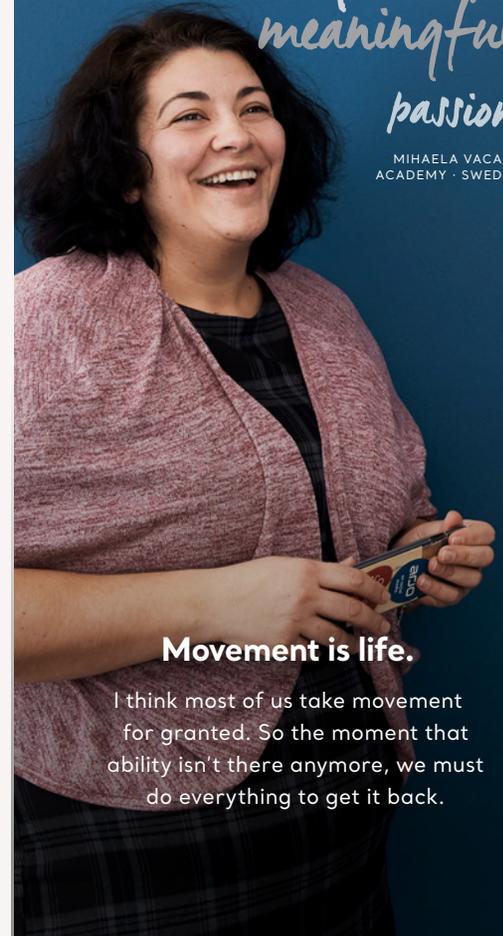
There's a clear connection between mobility and people's physical and mental well-being. We've seen how empowering movement can quickly improve both clinical and financial outcomes and have made this our focus – our cause.

# 2

## A path to healthier outcomes

*fear*  
*meaningful*  
*passion*

MIHAELA VACARU  
ACADEMY · SWEDEN



**Movement is life.**

I think most of us take movement for granted. So the moment that ability isn't there anymore, we must do everything to get it back.

# A path to healthier outcomes

We believe that high quality of care begins with maintaining or improving patient mobility. As leading mobility specialists, everything we do is designed to empower movement within care environments and help ensure that every decision drives healthier outcomes for everyone involved.



The population in Europe aged 60 and above is expected to increase from about 22% in 2010 to about 34% by 2050

x 3

According to the World Health Organization (WHO), the number of obese persons globally has increased threefold since 1975



We are empowering movement towards ...

# Preventing immobility acquired conditions

VTE results in the death of more than twice the number of people suffering from breast cancer, prostate cancer, motor vehicle accidents and AIDS combined.\*



\*Cohen AT et al., 2007

Immobility acquired conditions, such as pressure injuries and venous thromboembolisms (VTE), cause patients enormous suffering and result in high costs for healthcare providers. This is often entirely avoidable with solutions for early mobility and patient repositioning.



We are empowering movement towards ...

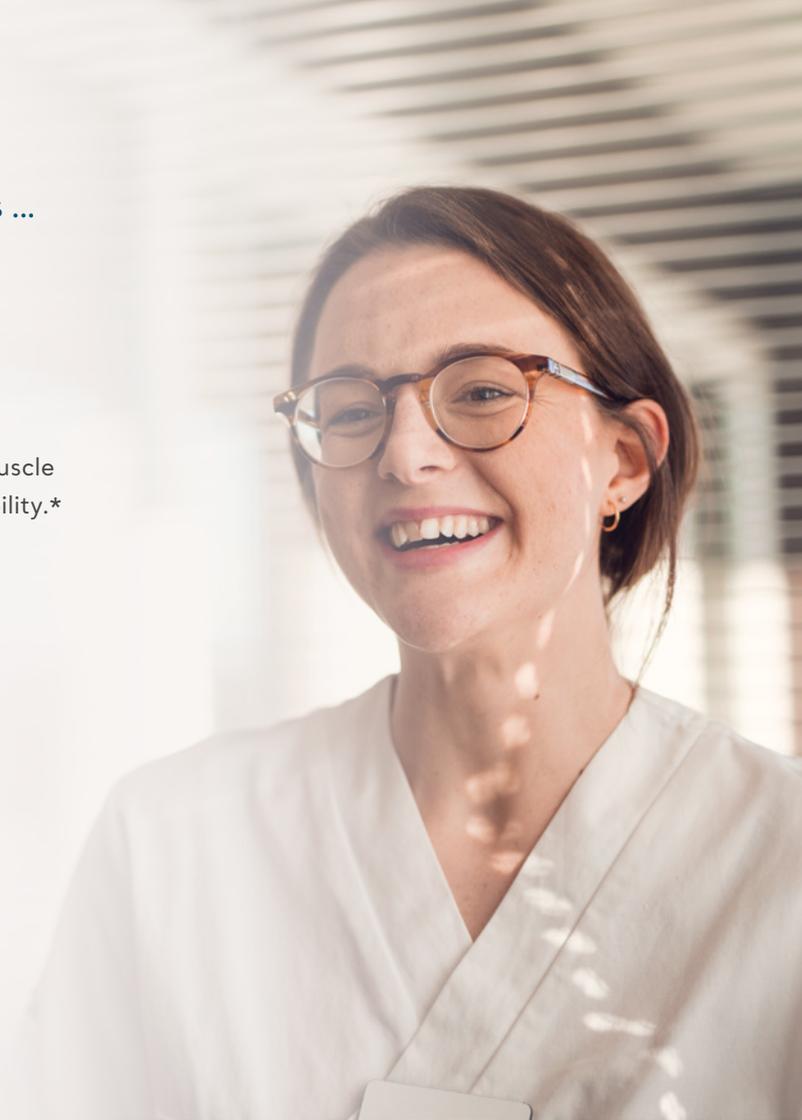
# Aiding the return to mobility

Critically ill patients experience a reduction in muscle strength of up to 40% in the first week of immobility.\*

↓40%

\*Topp R, et al. The effect of bed rest and potential of prehabilitation on patients in the intensive care unit. AACN Clin Issues. 2002;13(2):14

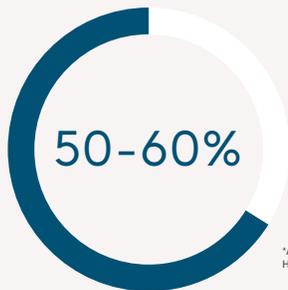
Immobility due to illness or injury can accelerate muscle atrophy making the road to recovery long and strenuous. Our products and solutions are designed to encourage safe, early mobility.



We are empowering movement towards ...

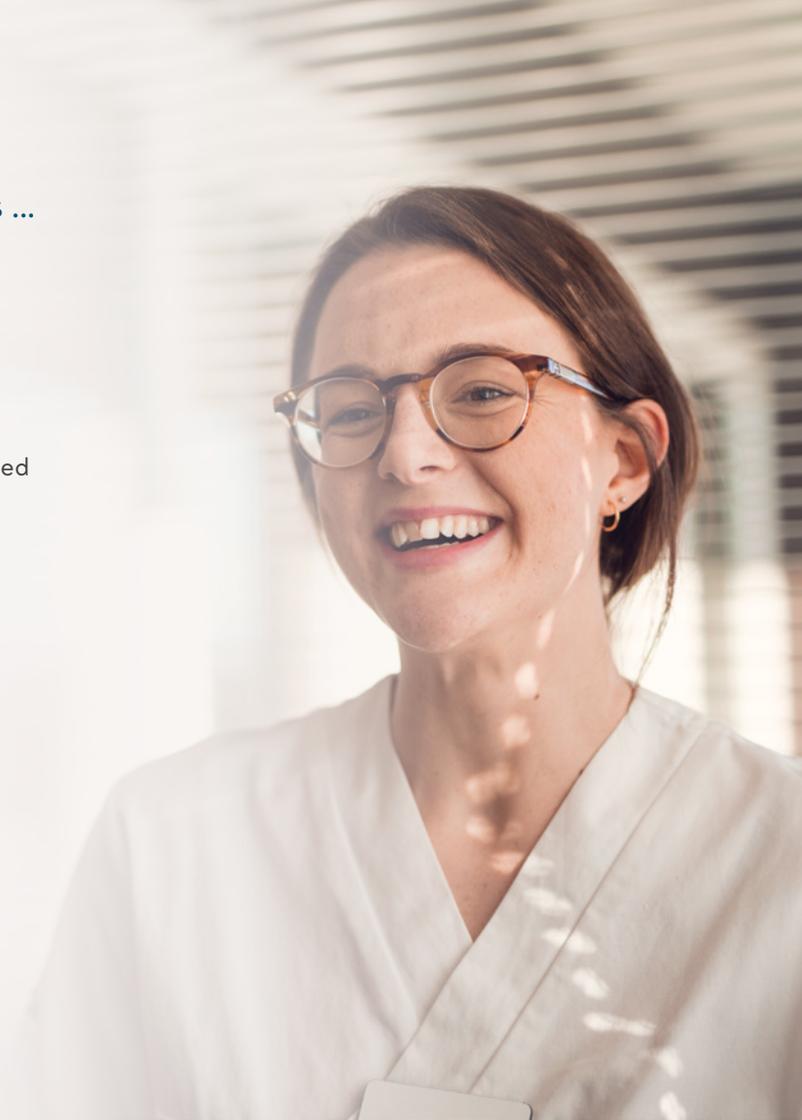
# Eliminating work-related injuries

Percentage of care staff globally who are affected by muscular skeletal disorders.\*



\*American Nurses Association. Health and Safety Survey, 2011

Every year, a large number of workers in the healthcare sector are affected by muscular skeletal disorders. Much of this can be avoided with equipment and environments designed to prevent work-related strain and injuries.



We are empowering movement towards ...

# A better quality of care and quality of life

Dementia is a condition affecting more than 60% of long-term care residents.\*

>60%

\*Alzheimer's Disease International, 2015

Healthcare is under pressure from the rising number of elderly people and their increasingly complicated care needs. The right equipment, environment and skills can empower staff to provide person-centred care that improves clinical outcomes and reduces risk for complications.



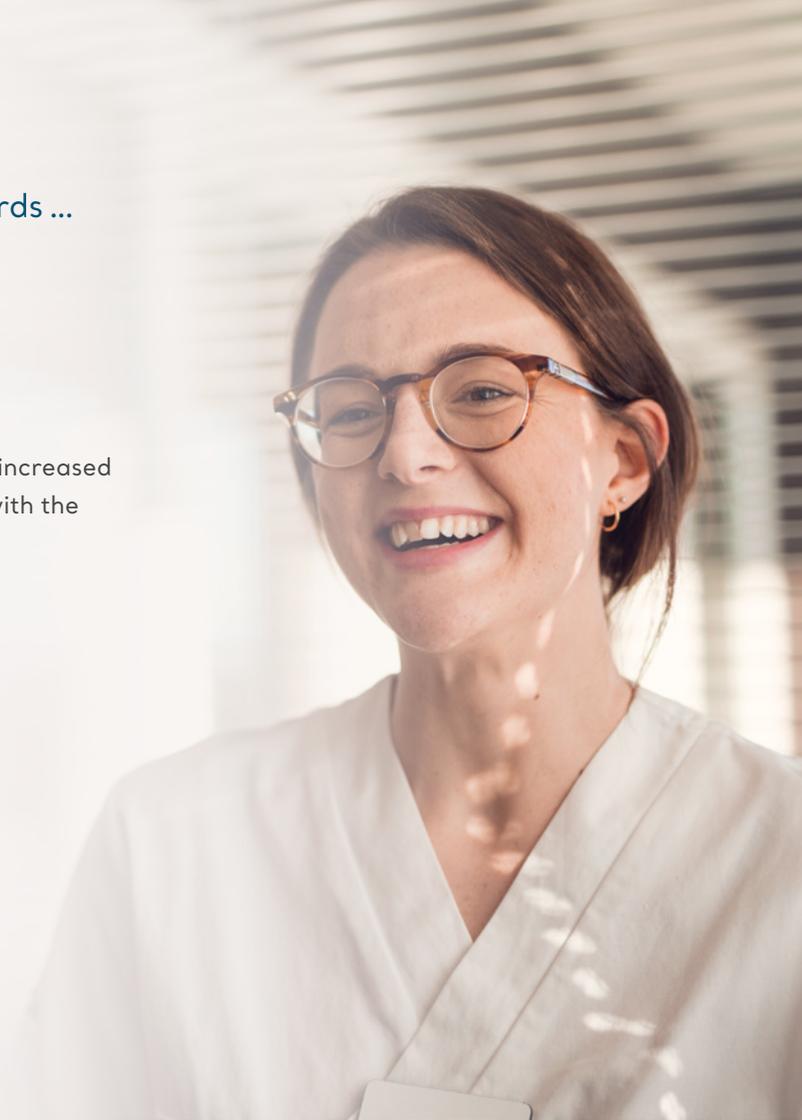
We are empowering movement towards ...

## Improved cost and efficiency

The World Health Organization (WHO) predicts increased global demand for health and social care staff with the creation of 40 million new jobs by 2030.



Many care facilities struggle to find the capacity and resources needed to meet the growing demands in health-care today. With the right expertise, processes and equipment, they can reduce costs and increase efficiency.



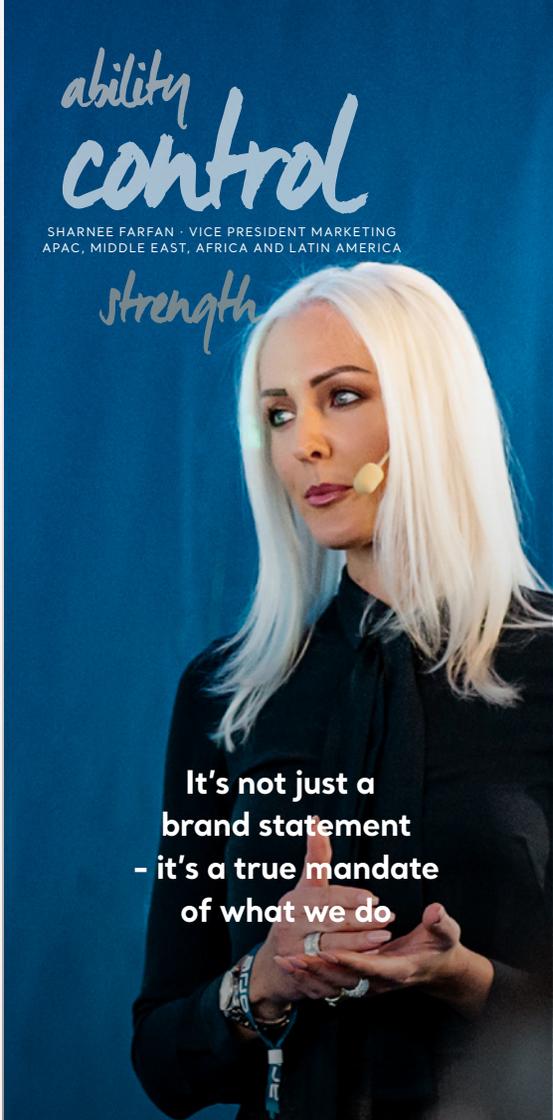
# 3

## Heritage and culture

*ability*  
*control*

SHARNEE FARFAN · VICE PRESIDENT MARKETING  
APAC, MIDDLE EAST, AFRICA AND LATIN AMERICA

*strength*

A photograph of Sharnee Farfan, a woman with long blonde hair, wearing a black top and a small yellow microphone. She is looking to her right and has her hands clasped in front of her. The background is a solid blue color.

**It's not just a  
brand statement  
- it's a true mandate  
of what we do**

# Driven by a common cause

- There is a clear connection between mobility and people's physical and mental well-being.
- With over 60 years of caring for the needs of patients, residents and healthcare professionals.
- We consistently create opportunities for our people to grow, express ideas and own the great responsibility we all share together.



## 1957

Established in 1957, Arjo's journey began with Arne Johansson. An entrepreneur and caring husband of a healthcare professional who would often share her on-the-job pains and frustrations. He saw a clear need for equipment that enhanced safe mobility of patients and the people caring for them. From that moment on, we've committed ourselves to elevating the care process for every person involved.

# Arjo's guiding principles

The Guiding Principles promote a customer-oriented, winning and sustainable corporate culture in which we together create added value for healthcare.

**Move from  
Powerpoint  
to action**

**Take  
ownership**

**Create value  
and efficiency**

**Encourage  
growth and  
leadership**

**Empower  
and work as  
one team**

# 4

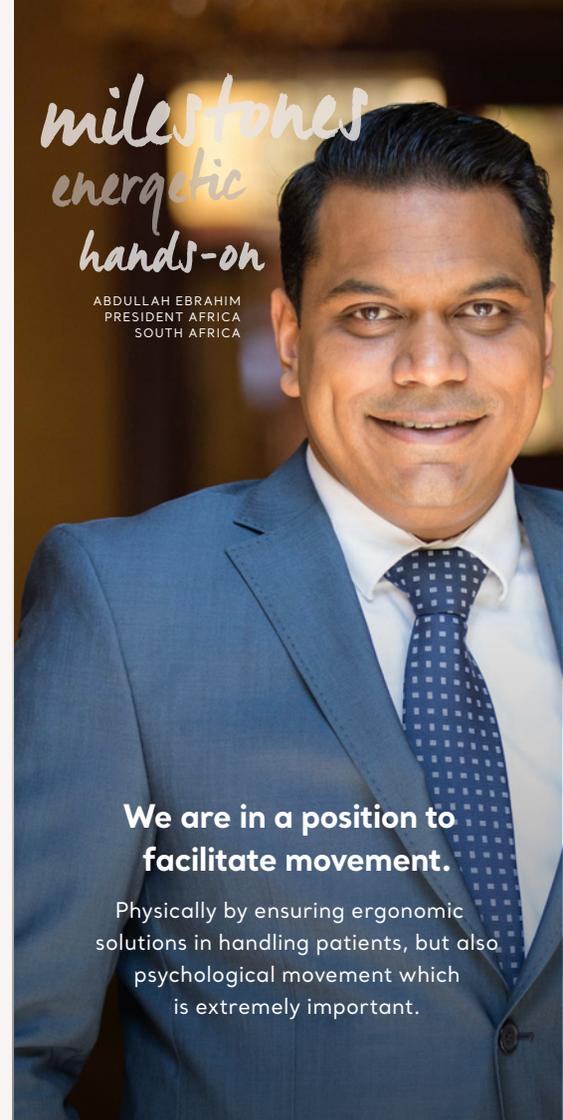
## Improved outcomes for all

*milestones  
energetic  
hands-on*

ABDULLAH EBRAHIM  
PRESIDENT AFRICA  
SOUTH AFRICA

**We are in a position to  
facilitate movement.**

Physically by ensuring ergonomic solutions in handling patients, but also psychological movement which is extremely important.



# Improved outcomes for all

- People are made to move.
- Satisfying this fundamental need throughout the care process not only promotes the healing, dignity and independence of patients. But also the confidence and overall well-being of healthcare professionals.
- As the specialists in this area, every action and every decision is designed to empower movement within care environments.



# Positive Eight

## - our philosophy in practice

Arjo's Positive Eight philosophy demonstrates how the right care environment, the right equipment and the right care skills can enable a positive chain reaction that leads to improvements for patients, healthcare professionals and healthcare facilities alike.

A process that always begins with understanding the customer's unique set of challenges, so we can identify the solutions that will generate the best results.

### 1. Mobility

Stimulating and maintaining mobility.

### 2. Improved vital functions

Stimulating vital bodily functions, such as heart, lungs, circulation, bone and muscle structure.

### 3. Reduced consequences of immobility

Minimising the risk of costly health complications, both physical and psychological.

### 4. Quality of life

Helping to improve confidence, independence, recovery times and overall quality of life.

### 5. Reduced need for support

More independent residents require less assistance.

### 6. Reduced injuries and improved efficiency

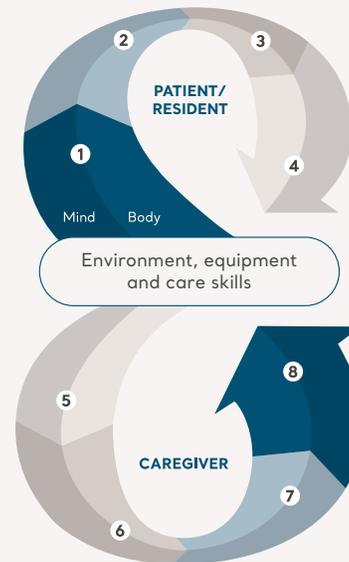
Reducing physical strain and freeing up time.

### 7. Reduced sick leave, staff turnover and compensation claims

Improved overall well-being and job satisfaction for caregivers.

### 8. Improved care and financial outcomes

Better quality of care at less cost to the care facility.



"My most important challenges are:  
Do we have the right equipment?  
Do we have the right training?  
Are patients receiving the care they expect?"

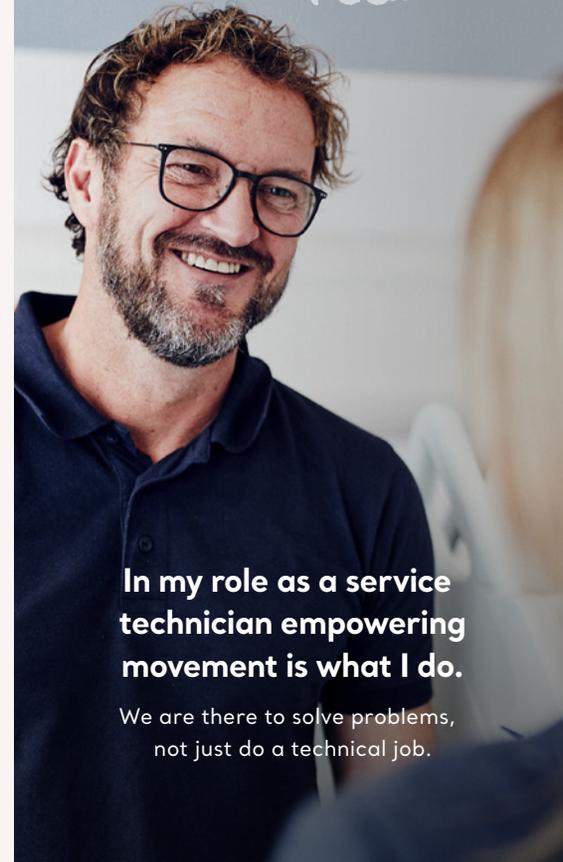
CHARLES DALTON · HEAD OF HEALTH AND SAFETY, CARDIFF & VALE HEALTH BOARD · UK

# 5

## Products and services

*motivated  
training  
reliable*

LUCIEN DE KREEK  
FIELD SERVICE · THE NETHERLANDS



**In my role as a service technician empowering movement is what I do.**

We are there to solve problems,  
not just do a technical job.

# Solving healthcare's biggest challenges

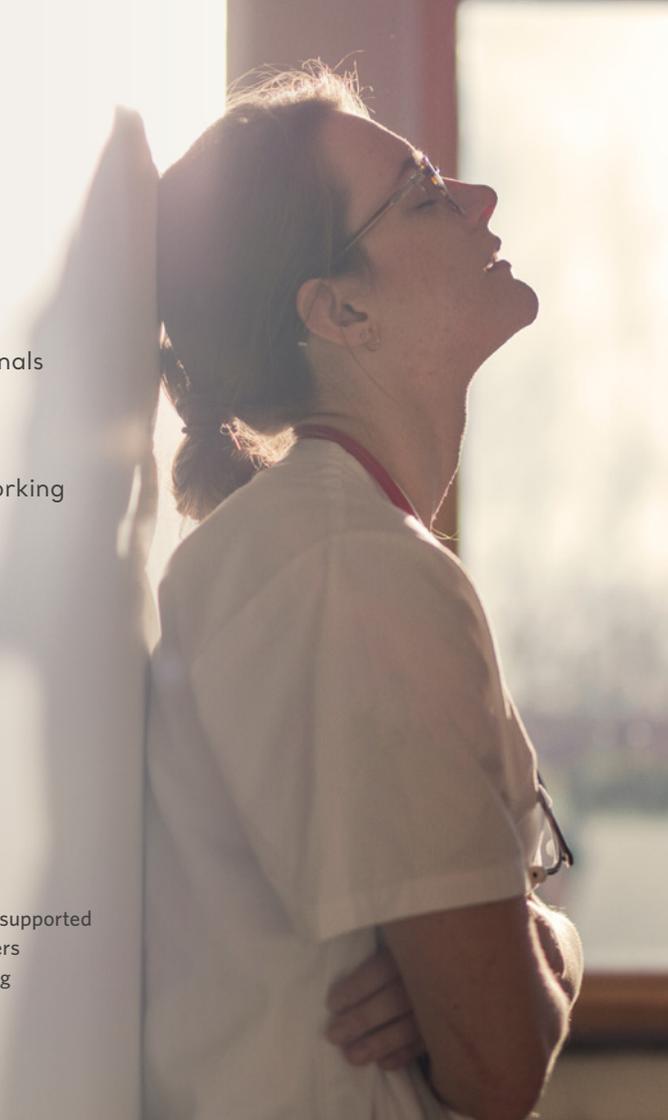
- Decades of close collaboration with healthcare professionals have inspired the development of products and services designed to elevate the quality of care.
- Together we aim for the perfect synergy between the working environment, equipment and people providing care.
- The results are solutions that reduce costs and build confidence in the people who use them.

<2-3  
years

Return on investment in a safe patient handling outcome programme can be less than 24-36 months, often sooner.

800

Arjo Care maintenance programme is supported by over 800 qualified service engineers worldwide; all dedicated to addressing equipment issues before they occur.



# Results-driven clinical consulting

- Arjo Clinical Consultancy services help healthcare facilities optimise their business and improve clinical outcomes.
- There is a programme for sharing expertise and insights that can have a direct and positive impact on the quality of care.
- Arjo Clinical Consultancy services can be adapted to various types of customers, from individual care homes to large hospitals and complete healthcare chains.



## Analysis

Together with key facility staff, clinical consultants assess needs and opportunities and develop a programme framework including KPIs.



## Implementation

Consistent guidance and training, equipment, processes and work routines that will best foster an effective business are put into place.



## Follow-up, support and evaluation

Clinical consultants monitor progress to help secure continuous business improvements in efficiency and clinical outcomes.



Arjo consulting programmes have reduced patient handling related injuries by an average of 78% across more than 800 facilities worldwide.

"Our commitment to partner with Arjo and to implement a formal patient handling programme is critical to reducing employee injuries and improving patient safety. To illustrate the importance of this programme, results are reported to the executive team on a weekly basis."

NICK LEWIS · SYSTEM DIRECTOR OF  
EMPLOYEE SAFETY, SECURITY,  
ENVIRONMENTAL PROGRAMMING  
AT BAPTIST MEMORIAL HEALTHCARE

# A unique offering of products and services

Our equipment is designed to reduce risk for work-related injuries and prevent immobility acquired conditions throughout the care process. The goal is to ensure a care setting that is safe, comfortable and dignified for both patients and caregivers.



## Patient handling

Wide range of lifts, sliding sheets, lateral transfer solutions and slings for safe transfer of patients



## Pressure injury prevention

Therapeutic support surfaces and systems for prevention and management



## Medical beds

Hospital and extended care beds, treatment couches and functional accessories



## VTE prevention

Active compression systems (IPC) and garments for the prevention of DVT



## Hygiene and wellness

Ergonomic, adaptable bathing and showering systems for all levels of mobility



## Diagnostics

Vascular assessment & treatment and foetal & patient monitoring solutions



## Disinfection

Flusher disinfectors, chemicals and sluice room equipment



## Services

For capital goods and various solutions, including consultation during purchase and ongoing training

# 6

**A sustainable  
future, in  
healthcare  
and beyond**



*collaborate  
honesty*

RAKESH CHELLAPPA  
QUALITY APPLICATIONS · SWEDEN

*help*

**At the end of the day  
it is about creating a  
better quality of life.**

A SUSTAINABLE FUTURE, IN HEALTHCARE AND BEYOND

"We want to help drive a shift in healthcare towards outcome-based solutions and further focus on prevention, which ultimately leads to better clinical and financial results. Mobility is integral to providing high quality care and our commitment as a mobility outcome partner to healthcare providers lies in creating value for patients, caregivers and healthcare at large."

JOACIM LINDOFF · PRESIDENT AND CEO

*focus  
commitment  
outcomes*



At Arjo, we believe that empowering movement within healthcare environments is essential to quality care. Our products and solutions are designed to promote a safe and dignified experience through patient handling, medical beds, personal hygiene, disinfection, diagnostics, and the prevention of pressure injuries and venous thromboembolism. With over 6000 people worldwide and 60 years of caring for patients and healthcare professionals, we are committed to driving healthier outcomes for people facing mobility challenges.