

MedMatters

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From left to right: Mike Upton, General Manager Med Therapeutics; Michael Corr, CEO Med Therapeutics; Dr Henning Lorenz, CTO Med Therapeutics; Silvio Gherardi, CEO Service Med. Collectively these individuals have over 80 years' experience in TSS and healthcare.

Coming Together

Med Therapeutics & Service Med forge partnership offering Therapeutic Support Systems for the healthcare market.

Med Therapeutic & Service Med provide a complete range of TSS (Therapeutic Support Surfaces) that meet the needs of all care settings :-

- People cared for at home
- Nursing and Care Homes
- Acute Hospitals
- Hospices

The range also reaches across the complete clinical requirements for low risk, medium risk and high risk applications.

The TSS range has a range of options to suit all budgets with clear ROI and cost benefit analysis. They also contain some highly unique features, developed over several years, for the prevention and treatment of pressure ulcers.

This therapy range combined with the two companies expertise and experience, make this partnership a serious consideration for any commercial or clinical organisation in any way involved in "Pressure area care prevention or treatment"

The Story So Far...

Mr. Mark Collier, member of the EWMA board, European Wound Management Association, and Clinical Advisor for Med Therapeutics.



I first met Michael Corr over 20 years ago and realised we both had the best interests of the patients 'at risk of pressure ulceration' at heart. I was therefore delighted when Michael contacted me last year to explain that he wanted to bring reliable and affordable TSS technology to the UK in conjunction with the market leader in Italy, Service Med - a company who had developed a range of Therapeutic Support Surfaces - working alongside

some of the industry's most reputable companies. Michael went on to explain that they were currently operating in the Pressure Redistributing arena - and that he would value a clinical opinion on the equipment being considered.

As a result I was invited to Verona (the home of Service Med) to understand the products and services they had developed and also an insight into what was coming downstream. Michael had explained the culture of Service Med to me as being very professional, yet very people orientated business, dedicated to ensuring quality in all aspects of their organisation.

On my arrival at the offices of Service Med I quickly got the impression of a very polished family company, and an

ambitious, yet relaxed and understated sense of confidence, which was evident in my subsequent discussions with Service Med personnel.

Further to my in-depth questioning and review of the Service Med operation, I was particularly impressed by the features and benefits of the products they carried within their portfolio - all of which were more than equal to comparable products currently in the UK Market, If not better... I particularly liked the integrated ability of all of the products to analyse and display patient interface pressures, very simply but in a way that would confirm to practitioners the benefits of encouraging patients to change their position periodically. It also emphasised that changing a patient's position would achieve pressure reduction and brought home the effectiveness of an assessed and planned patient turning regime.

It was then very apparent why Service Med and Med Therapeutics had decided to work together, as I observed a positive synergy throughout all of their discussions; their stated ideals not only are patient orientated but also appear to be of benefit to both parties. Service Med wishes to take their expertise and products to other countries and Michael wants to have a complete range to offer his customers for use in all clinical environments in the UK and beyond.

Following my introduction to both organisations, its people and its products I can highly recommend that any clinical environment or indeed clinicians, looking for a fresh view on TSS, should discuss their needs with Med Therapeutics.



The wait is over!

Med Therapeutics products are now available on a rental or purchase basis!

The products now all available in the UK for sale or rent:

There are three main ranges:

Service Med range

- Supreme quality range comprising high to very high risk systems
- All designed and manufactured in Italy.

Service Med / Med Therapeutics Airwave range

- Affordable quality range comprising medium, high and very high risk systems
- All designed in Germany, Italy and the UK.

Service Med / Med Therapeutics Easycare range

- A budget range comprising low to medium risk systems
- All designed in Germany, Italy and the UK.

The Italian Service Med range

MKS is a long standing existing range with thousands of units implemented in Italy. Offering the best alternating pressure care systems in Italy and arguably in the world.

Service Med has always decontaminated and repaired nearly all the top brands of alternating systems available in Europe and so understand the very best standards required. Service Med is the market leader in Italy and have been established in that position for many. The healthcare system in Italy is mainly a rental market and therefore the systems in use must be of the highest quality and reliability.

To manage this Service Med must be, and indeed is, expert in:-

- Decontamination / infection / prevention
- Logistics - delivering and collecting systems
- Reliability (there is no place for costly breakdowns)
- Adding value to their customers (being market leaders Service Med understand why customers stay with them)
- Perfect design and ease of use (The systems are designed to work perfectly for the patient and the user in all risk areas)
- Cost effective contracts and application (Service Med understand the importance of making it easy for customers to carry out business with them)
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The Med Therapeutics / Service Med Airwave range and the Easy Care range

The team members have taken their collective experience within the TSS industry and created what both the UK distributors and end users want from this technology, adding new ideas and design based on the changing requirements of both clinical experts and patient requirements.

The varying range of different mattresses and pumps offer 16 different therapies, including:-

- A 120cm wide mattress system for bariatric patients which uses the PressureGuard™ innovative mattress system to completely remove pressure at any critical point to ensure healing.
- A range of 7" mattresses to conform to new CQC guidelines.
- Square top cells for complete pressure re-distribution and a range of automatic pumps (plug and play so no weight input is required and so simple that no knowledge of the system is required to set up and use auto detect pumps) – each pump will serve all mattresses in the range.

- Interchangeable pumps and mattresses which move up or down the continuum of care systems for all care environments: hospitals, hospices, care homes and domestic settings.
- Easy decontamination process – all mattress cell assemblies are easily removable for full deep clean and decontamination.

Easy Care Range

This consists of two main systems a 7" (5+2) replacement system and 8" deep cell in cell replacement system

Both systems include:-

- Seating & upright functions
- Max inflate/ firm modes, panel locks
- Digital weight input, cycle time selection and many other features

These are not off the shelf systems but designed and created by some of the most experienced people in the pressure area care market in the UK, Germany and Italy.

New Technology

Introducing...TheraCloud

Determined not to stand still, Med Therapeutics will shortly be launching the TheraCloud.



TheraCloud will provide:-

A remote management and control system within our TSS system linked to WIFI. It can be used across a range of smart phones and mobile devices. Remote tracking and control over the TSS allows complete access to all functions, providing instant information and auditing as well as precise control.

An all-important offering to service and maintenance personnel, but also to carers and clinicians who can monitor and control all system settings remotely and carry out system performance management at the touch of a button.

We have also introduced new payment methods, which means the user only pays for the actual therapy hours they use, making this system far more cost effective.

More about this on my next update!