



### **April 2018**

ISSUE #6

Safe Patient Handling website launched

Invacare supports OTAC



New Aquatec® Ocean VIP configuration guide



www.safepatienthandling.co.uk



Hello...



### Welcome to another edition of our Safe Patient Handling newsletter.

Our Spring edition is packed with exciting product updates and newly published educational resources, including an in-depth feature on our **brand new website** that has been specifically created for Occupational Therapists and Healthcare Professionals.

We also introduce our new *Aquatec® Ocean VIP* Configuration Guide and discuss the **OTAC exhibitions**, where we will be delivering educational seminar sessions to help further support Healthcare Professionals working with home adaptations.

We hope to see you at the events!

#### Lisa Cook

Marketing Manager - Lifestyle

### Aquatec® Pure Bidet - Promoting dignity and independence



Assistive technology that can help maintain dignity and independence is resulting in automatic bidets, such as the *Aquatec Pure Bidet*, becoming more popular.

Thanks to their cost-effective nature and ease of installation in comparison to complete toilet systems, these replacement wash/dry toilet seats are a popular budget friendly option for local authorities and private purchase.

Recently launched by Invacare, the *Aquatec Pure Bidet* offers a modern, discreet solution that helps to deliver independence and dignity to individuals who need support with hygiene. It also helps reduce the reliance on carers. The *Aquatec Pure Bidet* is packed with high functionality and hosts a superb range of inbuilt technological features, including:

- Personal, adjustable spray head for both posterior and feminine settings.
- Adjustable water temperature up to 35°, with aerated spray and variable jet settings.
- Automatic spray head cleaning before and after use to maintain cleanliness of the system.

The versatility of the *Aquatec Pure Bidet* means that it can be easily fitted onto existing toilets\* and is currently the only automatic bidet toilet seat in the UK market to have both **Water Regulations Advisory Scheme (WRAS)** approval and **Class II medical device classification**.

For more information on the *Aquatec Pure Bidet*, or to request a demonstration, please visit **www.safepatienthandling.co.uk** or contact your local Invacare **Business Development Manager**.

\*The Aquatec Pure Bidet must be installed by a competent person.







### **Events**

### **Invacare supports OTAC exhibitions**

As part of Invacare's approach to Safe Patient Handling and our support for Occupational Therapists and Healthcare Professionals, the SPH team will be attending OTAC exhibitions around the UK during 2018.



OTAC is the UK's only free Occupational Therapy Adaptations Conference. It provides perfect opportunities for Occupational Therapists not only to engage with equipment suppliers, but also gain valuable knowledge around community and residential care adaptations.

Alongside delivering educational seminar sessions, members of Invacare's Safe Patient Handling team will demonstrate how solutions such as the Invacare Robin® ceiling hoist and Aquatec® Ocean family of shower chair commodes can help to support adaptations. The NEW Aquatec® Pure Bidet wash/dry toilet seat will also be displayed at each event.

The full schedule of the remaining OTAC exhibitions that Invacare will be attending, and the topics for the seminar sessions we will be delivering, are below:

Date	Event Location	Seminar Session Topic
13 <sup>th</sup> June 2018	Hallmark Hotel, Cambridge	Invacare Robin
11 <sup>th</sup> July 2018	Stradey Park Hotel, Llanelli	Aquatec® Ocean
28 <sup>th</sup> November 2018	Gateshead Hilton, Newcastle	Invacare Robin
5 <sup>th</sup> December 2018	Ageas Bowl, Southampton	Invacare Robin

<sup>\*</sup>Please note, seminar session topics are subject to change.





#### Invacare focuses on education at The OT Show 2018

Invacare is delighted to announce its recent agreement as an 'Education Partner' for The OT Show 2018, which is taking place at the NEC, Birmingham on 21-22 November.

Fitting perfectly with Invacare's long-standing commitment to education and training, we will be delivering fully CPD certified sessions focused on Safe Patient Handling within the Invacare sponsored 'Theatre 1'.

Alongside delivering high-quality content at the show, Invacare's Business Development Managers will also be present on stand H30 showcasing current solutions within our Safe Patient Handling range, along with **several brand new products** that are launching at the show.

Full details of the seminar content for 'Theatre 1' will follow shortly. Visit www.safepatienthandling.co.uk for more details.

### Dates for your diary: 23rd and 24th May

Invacare will be attending the **Scottish Manual Handling Forum** conference at the Golden Jubilee Conference Centre, Glasgow on the  ${\bf 23^{rd}}$  &  ${\bf 24^{th}}$  May to demonstrate a variety of Safe Patient Handling solutions.



safepatienthandling@invacare.com.

**Scottish** 

# Invacare launches a dedicated 'Safe Patient Handling' website

Invacare's SPH team recently launched a **brand new website** specifically created with **Occupational Therapists** and **Healthcare Professionals** in mind.

Launched at The OT Show,

www.safepatienthandling.co.uk is rich with educational content that can help Occupational Therapists and Healthcare Professionals make informed decisions on appropriate solutions for their clients. The mobile-friendly website, which has been described as "a fantastic resource to help Occupational Therapists", includes resources such as:



### 'Your Community'

Focused upon the **Functional Independence Measure (FIM)**, 'Your Community' focuses on a group of 6 personas that bring to life the people who are regularly encountered within community and residential care. Each persona has different age related and cognitive impairments and are based on **FIM scores**. 'Your Community' aims to highlight how specific needs link to relevant equipment choices.







### 'Knowledge Bank'

A series of clinical resources that have been created to provide Occupational Therapists and Healthcare Professionals with additional knowledge to enhance their daily practice. Including a number of 'Case Studies' and our popular 'Need to Know' booklets which have been written by OTs, the Knowledge Bank serves as a reference point for those looking to gain insight into community equipment provision.







### 'Assessment Tools'

A selection of assessment methods, such as the **Person-Environment-Occupation (PEO) model** and the **Task-Individual-Load-Environment (TILE) risk assessment tool**, are included. With the help of Healthcare Professionals we show how working in conjunction, these tools can help deliver optimum care for your clients.

Alongside housing a **content rich blog**, the website also showcases Invacare's extensive range of **Safe Patient Handling** solutions and contains all the latest up-to-date news and information.

We hope you visit www.safepatienthandling.co.uk and we'd love to hear your feedback!

1. Stuart Barrow (March/April, 2018). 'Invacare launch new OT resource'. *The OT Magazine*.

# The Aquatec® Ocean VIP - Configured to your client

In line with our continued commitment to supporting Occupational Therapists and Healthcare Professionals, we are pleased to launch our 'Aquatec" Ocean VIP configuration guide'.

The informative guide, which shows popular configurations of Invacare's modular, tilt-in-space shower chair commode, shows how appropriate accessory selection can support a wide range of conditions and postural needs.

The 8-page booklet outlines how the application of certain off-the-shelf accessories within Invacare's range can adapt the shower chair commode to meet a variety of conditions and physical needs, such as:

- Stroke
- Motor Neurone Disease
- Multiple Sclerosis
- Scoliosis

For more information on the *Aquatec Ocean VIP*, or to request a configuration guide, please email Invacare's **Safe Patient Handling team** on safepatienthandling@invacare.com. Alternatively, you can contact your local Invacare **Business Development Manager**.



# The Aquatec® Ocean and Geberit - A perfect fit!



As the popularity of the *Aquatec Ocean* family of shower chair commodes continues to grow, we are pleased to announce the compatibility of certain models with the *Geberit* **AquaClean 8000 Plus Care** toilet.

Following extensive testing at the headquarters of Geberit, the European market leader in sanitary products, the following models comfortably cleared the toilet bowl of the pioneering toileting system:

The Aquatec® Ocean Transit

The Aquatec® Ocean VIP

The Aquatec® Ocean Dual VIP

This compatibility enables individuals that currently have, or are considering, a Geberit Aquaclean 8000 Plus Care toilet to use Invacare's modular shower chair commodes when carrying out their personal hygiene activities.

For more information on compatibility, or on the *Aquatec Ocean* family of shower chair commodes, please contact your local Invacare **Business Development Manager**.



## Invacare supports Inaugural dementia conference

In February, Invacare's Safe Patient Handling team attended the inaugural **Training2Care dementia conference** in Essex.

The conference, which was attended by over 150 delegates, was held to coincide with the launch of the 'Inclusive Mobile Virtual Dementia Tour' and featured a number of inspirational speakers, that discussed a range of topics, including the importance of dementia-specific training for carers

Alongside providing marketing support, we also discussed with delegates how our range of solutions can assist in the care of an individual with dementia. Invacare's Business Development Managers displayed a selection of dementia-friendly equipment, including the innovative Invacare Robin\* ceiling hoist and Etude Plus Low community bed.



### New products coming soon!

As Invacare continues to evolve and develop its extensive range of products, 2018 promises to be an exciting year for it's Safe Patient Handling category with **new products scheduled for release** across our lifting, hygiene and bed ranges.

Two of our most popular lifting solutions will be undergoing **evo**lutions very shortly, whilst our modular shower chair commode family will be welcoming the **next generation** later in the calendar year. During the year we will also be introducing exciting **new additions** to our bed range to closely align with advancements in Invacare's Think Pressure Care portfolio.

Keep checking **www.safepatienthandling.co.uk** for all the latest Invacare Safe Patient Handling news and products.

# InvAcademy - Success Through Excellence

Invacare continues to offer free support to Healthcare Professionals and distributors through the **InvAcademy** programme, which delivers both clinical product and technical training on products within our product range.

**InvAcademy** has specific content which is tailored to the training needs of Invacare distributors, Occupational Therapists, Healthcare Professionals and Clinicians working in the provision of community equipment and pressure area care products.



For more information on InvAcademy, including requesting a 2018 training calendar and course book, please contact Joan James on **jjames@invacare.com**.

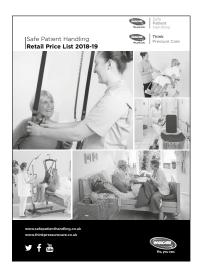
contact Joan James on **Jjames@invacare.com**.

# The 2018-19 Retail Price List is now available!

The latest edition of Invacare's Safe Patient Handling and Think Pressure Care retail price list has been released and is now available.

To request a copy of the retail price list, please contact your local Invacare **Business Development Manager** or Invacare **Customer Services** on either 01656 776222 or ordersuk@invacare.com. Alternatively, please scan the accompanying QR code to view the price list.





# Meet the Aquatec® Ocean family on YouTube



Created specifically to help you assess for the *Aquatec Ocean family*, our **YouTube** channel has a **full series of videos** that showcase the flexibility and modularity of the various shower chair commodes in the Ocean range.

Each individual video focuses on the various features and benefits of the *Aquatec Ocean*, *Ocean Dual VIP* and *E-VIP* shower chair commodes. The specific videos also demonstrate how the **wide variety of accessories** within the *Ocean* range can be easily utilized to modify the standard, tilt-in-space and electronically powered shower chair commodes to suit many users, including those with rehabilitative and degenerative conditions.

You can view all the *Aquatec Ocean* videos on **Invacare's YouTube channel - Invacare Ltd - UK**, or by scanning the accompanying QR code.



### Invacare Robin® video now online!



We also have a video dedicated entirely to the *Invacare* **Robin**\* ceiling hoist.

The lifestyle video demonstrates how the Robin's patented 'Dual Strap' technology helps to promote optimal verbal and visual communication, whilst also highlighting the discreet and modern nature of the *Invacare EC Track* system.

You can view the video on **Invacare's YouTube channel - Invacare Ltd - UK,** or by scanning the below OR code





### Safe Patient Handling Team



Stuart Baillie National Sales Manager 07977 980 724 sbaillie@invacare.com



Claire Hughes South West & South Wales 07977 141 723 chughes@invacare.com



Tim Smith
North West & North
Wales
07977 980 738
tasmith@invacare.com



Martin Thurlow Southern area 07946 775 462 mthurlow@invacare.com

Eastern area

Please contact
Stuart Baillie



Glen Broadhurst North East 07970 980 096 gbroadhurst@invacare com



**Tom Littley**Midlands
07977980733
tlittley@invacare.com



Claire Don Scotland 07961 218 149 cdon@invacare.com

#### **Product Management and Marketing Support**



Lisa Cook
Product Manager Lifestyle
Tel: 01656 776278
Mob: 07977 980 705
lcook@invacare.com



Ashton Evans Product Specialist -SPH Tel: 01656 776295 Mob: 07896 690 377 aevans@invacare.com



Jason Jones Technical Training Manager Mob: 07977 980 719 jjones@invacare.com



Joan James Marketing Assistant Tel: 01656 776283 jjames@invacare.com

#### Meet...

#### Tim Smith

Having worked in the healthcare industry for over 15 years, Tim is one of Invacare's most knowledgeable and experienced Business Development Managers. Covering North Wales and the North West, Tim regularly assists OTs and Healthcare Professionals in assessments for home adaptations and community equipment. Tim enjoys the fact that every day at Invacare is different, and highlights making a positive difference to a person's wellbeing and independence as the most rewarding aspect of his job.

#### Quick Fire Five with Tim...

- How would you describe yourself in two words?
   Personable and committed
- 2. What are your hobbies?
  Playing, coaching or watching Tennis, spending time with my family and supporting the mighty Wolves.
- 3. What is your favourite film? **Anything Sci-Fi based,** however I have a soft spot for Toy Story!
- 4. Perfect holiday

Oddly enough, Wales. We have a family holiday on the Gower Peninsula every year and we love it.

5. Why Invacare?

Because we're the biggest and best at what we do.



What's this? Simply scan this code with the QR reader on your Smartphone to visit www.invacare.co.uk

Invacare Ltd, Pencoed Technology Park, Pencoed, Bridgend. CF35 5AQ

T: 01656 776222 www.invacare.co.uk

Produced by the Marketing Team at Invacare Ltd. All information is believed to be correct at the time of print. Invacare reserves the right to alter specifications without prior consultation.

Are you following on Social Media?



Follow us on Twitter:
@InvacareSPH



Follow us on Facebook: Invacare Ltd UK



Find us on YouTube: Invacare UK - Ltd

