



... the power of clever solutions

We want to spend our working time on **doing care**

“My job gives me a great sense of satisfaction. To be able to make a change in other people’s lives is an important motivating factor”, says Susanne with catching enthusiasm.

Susanne is very dedicated to her work as a nurse. But as is the case with many others in her situation, the working conditions suffer from difficulties of staff shortage and a constant demand for efficiency. What occupies her most is the gap between the duties and the time available.

Lack of time often complicates the efforts to get priorities right.

“For me as a nurse it is important to do a few things well rather than doing ten things in a superficial way. It gives me satisfaction and the patient gets the right quality of care”, emphasises Susanne.

A nurse dedicated to her work wants to spend as much time as possible on patient care. Any reduction in the amount of non-patient related tasks is therefore more than welcome.

*Susanne Andersen
Urological ward, Hospital of Sønderborg, Denmark*

In view of the considerable daily workload it is very important that the physical framework and the working facilities are OK. The physical framework influences the working conditions and consequently the patient's experience of her care. If the daily chores become too many, they steal time from the patients.

"Whenever some of the workload is taken off our shoulders, it is a great relief. It gives us a higher job satisfaction because you can concentrate on what is most important in our job: doing care", concludes Susanne.



Bent Wulff Jakobsen is director of the private hospital Eira, Denmark. As all of his colleagues in the health care sector he is very engaged in guaranteeing a high professional quality.

I am still amazed with the possibilities

"The LINAK technology with focus on IT-tools can bring the hospital to a new level", says Bent Wulff Jakobsen

Bent Wulff Jakobsen is the director of the private hospital Eira. He is optimistic about the future of his hospital and he is very excited about the advantages of implementing the technology designed for health service. IT-tools in hospital accessories can ensure higher quality and better conditions for the patients, the staff and the owners. "And we do welcome all initiatives that bring comfort, safety and satisfaction to the patient. Needless to say that high patient satisfaction and good working conditions are strong motivating factors for our employees", states the director.

LINAK actuator solutions mean a disengagement of resources, which is crucial to the project of improved efficiency. More time for the patient

and better working conditions are goals that Eira gives very high priority.

"The overall vision of our hospital is to focus on the individual patient and high professional quality", says Bent Wulff Jakobsen. "And with all the features offered by the LINAK technology, this vision has become evermore tangible", the director concludes.

Challenges in modern health service

Trends in society that affect health service of today and tomorrow:

- Ageing and shrinking populations in the West
- Increase in lifestyle diseases (e.g. obesity)
- Lack of qualified manpower

There is a need for solutions that can help solve these urgent problems. Solutions that offer higher efficiency by implementing new digital platforms.

Staying on **the move!**

We want to improve the conditions of the end-users as well as the business of our customers. And we want to offer complete and innovative solutions that benefit people worldwide. The key to our success is in fact to be found in these complete solutions.

But where is the LINAK stepping stone for innovation to be found?

To be innovative, we constantly need to be on the move. We need to focus on the end-user, to **identify needs**, to break down unhealthy habits and to create awareness of new effective and comfortable working conditions. Our constant attention outwards is therefore a cornerstone in our work.

A dedicated partner

This strategy demands a tight relationship with both our customers and our partners.

At LINAK, we take great pride in being a strong partner in new product development, combining the customer's wish for a complete solution with our specialised expertise. And this goes a long way to explain why LINAK is constantly finding imaginative solutions and opportunities for new applications.

1700 employees – 1700 ideas!

Internally in the company, we encourage all of our 1700 employees to participate actively in the **ongoing innovative process** by contributing their own ideas. With 1700 employees all in all it gives us the potential of 1700 ideas a year! Incoming ideas are all gathered and kept in LINAK's Ideas Bank – with no limits as to the size of the stock. We welcome all proposals!

So far, this initiative has proved an exciting and valuable asset for LINAK. We promote a dynamic mindset within the company and in the end we profit from the specific and viable ideas put into action.

“We continue to discover new areas as we strive to improve our ability to understand, cooperate and create”.

*Peter Brøndum,
Product Manager, LINAK*



OPENBUS™ opens many doors

The OPENBUS technology is the brain in the new and advanced version of LINAK control boxes. It improves the possibility to customise applications by means of software. It is an open door to adding more features and options in the future. From being a passive necessity, the care equipment is now an active, advanced and intelligent partner.

Reduction of accidents

Up to 70% of patient accidents are caused by patients falling. Often these accidents happen at night when patients leave the bed.

The OPENBUS Under Bed Light feature enables patients to turn on a light installed under the bed with a simple remote control thereby helping them find their way and preventing many falling accidents.

Furthermore, the patient is more self-supporting with spin-offs such as cost reduction and strain reduction.

Efficiency of maintenance

Health service equipment simply needs to function properly at all times.

Today huge investments are made in technologically advanced equipment. And therefore, there are large sums to be gained by an effective maintenance procedure.

LINAK Service Data Tool enables technicians to monitor the condition of the equipment continually and to intervene before a disruptive and expensive breakdown.

Facilitating observation of patient activity

Sometimes the patient is not supposed to leave the bed due to the risk of injury. Sometimes leaving the bed is part of the cure. In either case observation is strictly necessary.

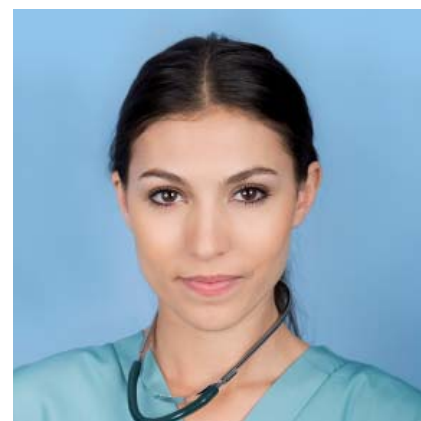
Difficulties relating to patient observation is an additional stress factor for the caregiver. LINAK is working on a solution called the Out of Bed Detection. The system monitors the patient and informs the staff if he is leaving bed. In that way the nurse needs not worry and is free to concentrate on other duties.



As a director it is important to ensure that the hospital does not burden people with new problems when they are hospitalised. Therefore, a simple Under Bed Light solution that reduces the risk of accidents when leaving the bed is an obvious improvement.



Now, it is possible for technicians to do preventive maintenance of beds by using a simple and intelligent diagnostics tool. And that is a big step forward.



As nurses have many duties, constant monitoring of patients from a distance is a huge advantage that benefits patient safety and reduces workload on staff.



IMAGINE

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... a bed that reduces stress

With the OPENBUS™ features it is no longer just a dream to be able to concentrate on patient related care. The new technology reduces strain on the staff giving them enhanced possibilities for preparing and providing care according to their professional standards.

The **intelligent** application is born

OPENBUS™ offers the future platform for innovative functions with a high degree of flexibility.

The OPENBUS features solve real life problems and the concept is in fact open to a multitude of **life improving** features.

The technology offers system compatibility and serves as a platform for the future with logging of service data and the possibility of connecting a variety of accessories to one single control box.

Optimising the solution

Depending on the situation and the need, the control box is configured to fit the application.

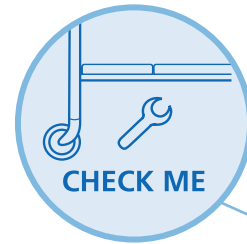
There is already a long list of solutions available; solutions that in various ways improve hygiene, economy, work environment and not least ease everyday life of users and patients.

And there are a lot of functions in the pipeline as well as many possibilities just waiting to be identified

What is OPENBUS?

In addition to controlling LINAK actuators and columns, our control systems are now developed in an open digital communication platform enabling our customers to offer future-proof solution to the sectors. This is what we call OPENBUS™.

Tells the technicians when it is time to make an inspection of the bed.



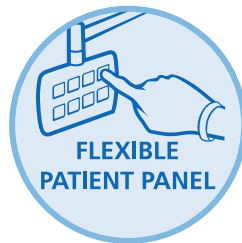
Allows the nursing staff to retain direct control over critical functions.



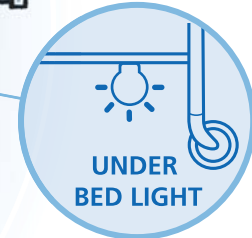
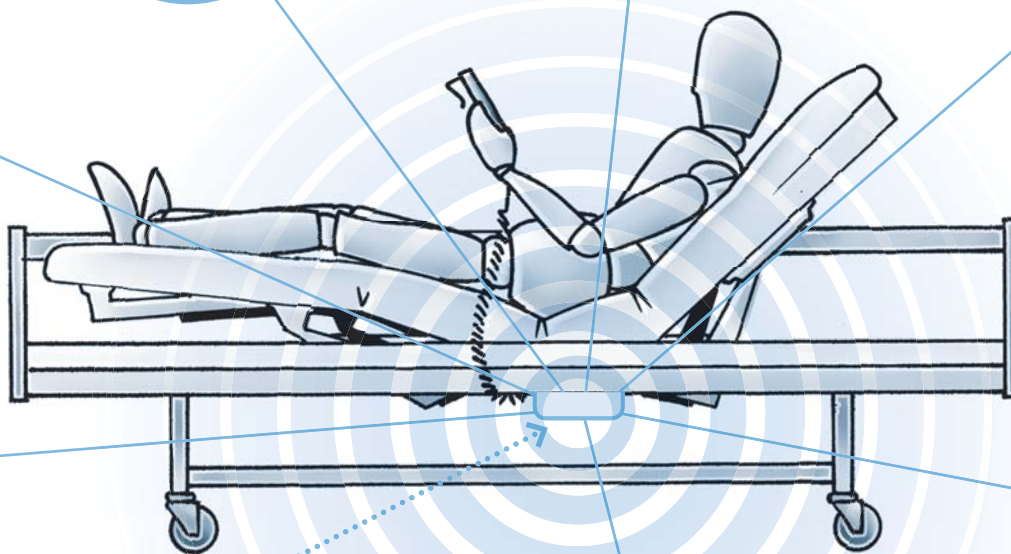
*Control Box
Enables customised solutions.*

Makes it comfortable for the patient to control the bed functions.

Reduces the risk of infections with a warning system that tells you when the bed needs cleaning.



Makes it possible to look into the "heart" of the actuator to determine the status and launch preventive maintenance.



Gives patients easy access to light thus reducing the risk of falling accidents when getting up at night.



WI-FI POSITIONING

Provides a total overview of the bed and its precise location, thus reducing the amount of spare beds.

5TH MOTORISED WHEEL

Helps moving the beds, reduces the number of injuries for the porters, and makes their day a lot easier.

SCALE

Makes it possible to weigh a patient in bed thereby saving time and ensuring the basis for the best treatment.

WET SENSOR

The system reveals if the bed is wet thereby saving time for the nurse not having to check manually.

NURSE CALL

Makes it easy for patients to call the nurse as soon as the need occurs.

OUT OF BED DETECTION

Monitors and documents the patient's in-bed state thereby optimising the care.

And then there are all the needs and possibilities yet to be identified. Just imagine ...

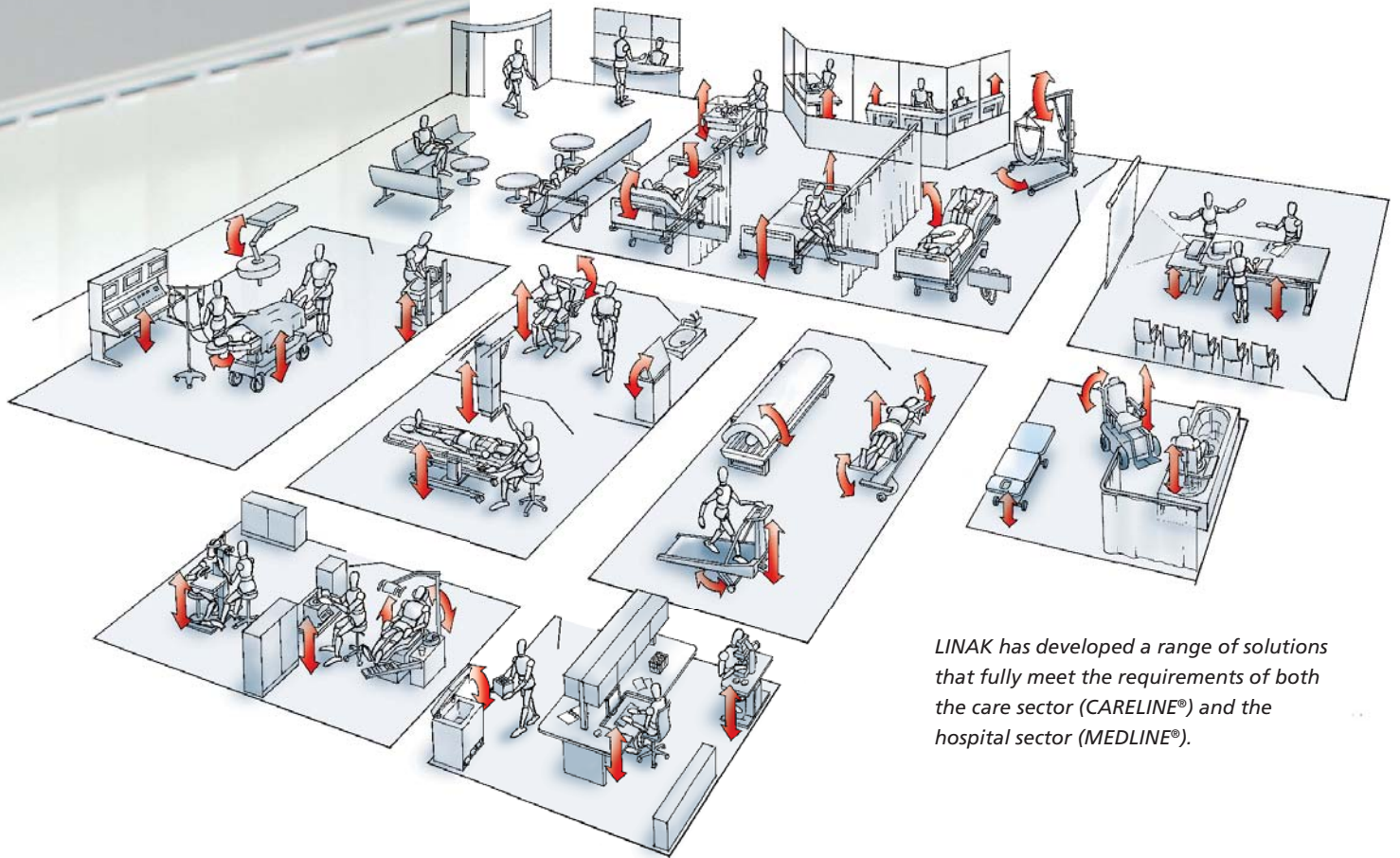
Perfection

in motion



The LINAK Solution

Our core competence is actuator solutions.
And we combine our extensive product
knowledge with a thorough understanding
of the daily challenges in the health care
sector.



LINAK has developed a range of solutions that fully meet the requirements of both the care sector (CARELINE®) and the hospital sector (MEDLINE®).

Inventing a product is one thing – seeing the potential of it is quite another. We constantly keep our finger on the pulse of the health care sector. That way we identify specific needs and demands. In order to offer the best possible solution we consider it important to understand the business of our customer.

Multilevel cooperation

To optimise the solution, it is important to take into account the entire value chain. We do this. In fact we always strive for a multilevel cooperation for the benefit of our customers, the end-users and LINAK. Partnership has and always will be the driving force behind our R&D, after-sales, logistics, manufacturing and marketing.

Innovation

Today LINAK is a world-leader in actuator solutions for hospital and care applications. And we are behind the majority of new products and innovations within the industry. Therefore, we can always offer the latest technology and that all-important competitive edge. This position has been achieved through a dedicated focus on innovation, partnership and of course our core competence: **actuator solutions.**

The LINAK MEDLINE® & CARELINE® systems offer actuator solutions for use in hospitals and nursing homes fully adapted to the specific needs of modern health care. Our products are approved according to relevant standards, like EN60601-1.

Benefiting both **customers**



LINAK delivers actuator solutions to meet rapidly changing market demands, including those caused by the worldwide trend of obesity. An easy to operate handset allows the staff to help even severely disabled patients without losing control of the working posture.

and users

We improve the daily life of our customers by delivering systems that meet needs for lifting power that lasts day after day.

Over the last years, the demand for electrically adjustable equipment has increased, and people in the health care sector are truly aware of the importance of applying basic ergonomic principles.

The LINAK system offers a wide range of solutions that is easily integrated into your products.

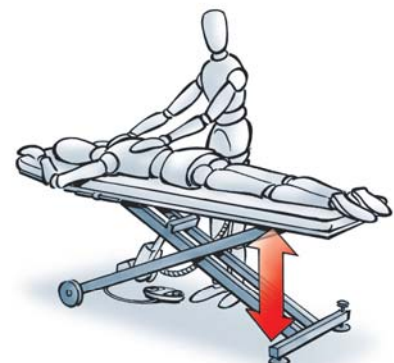
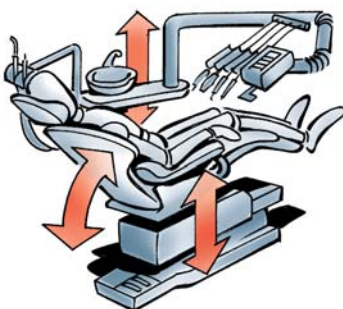
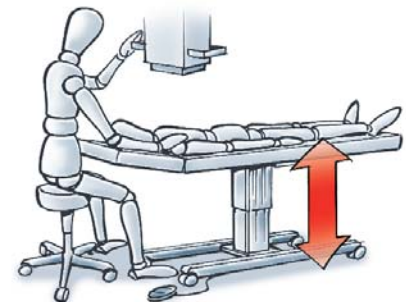
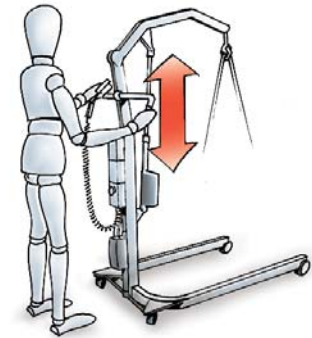
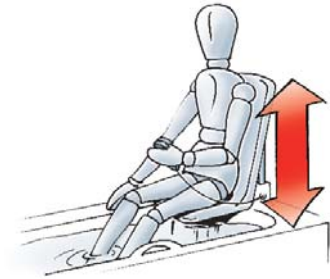
LINAK components fits effortlessly into products as diverse as beds, patient lifts, incubators, stretchers, wheelchairs, bath lifts, massage tables, beauty chairs, dental chairs, fitness equipment and a lot more. Not only do these solutions improve the user's life and working environment, they also add new value to the product itself: i.e. more flexible uses and a longer service life.

Global presence

LINAK has established own facilities all over the world making it possible to assist you locally, if required. And our Global Service System (GSS) handles and follows up on repairs worldwide.

One stop shop

Our broad product range enables us to deliver complete linear actuator systems. The system allows a combination of several actuators and movements to be controlled via user-friendly controls and a control box.



LINAK Hardware

We provide products that improve people's life and working environment.

The LINAK actuator solutions consist of a wide range of products: actuators, columns, control boxes, controls and accessories. All components have been designed for the conditions within health care.

Data sheets presenting the complete MEDLINE® & CARELINE® product range including technical specifications can be downloaded from www.linak.com.

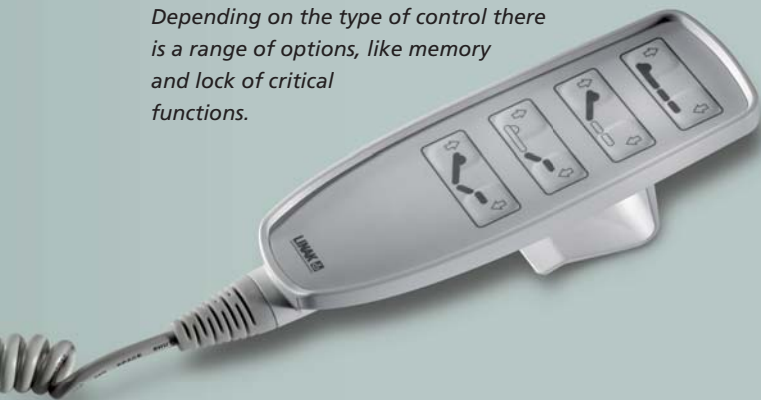


Lifting Column

The lifting column is a compact unit which is practically noiseless. Within health care lifting columns are typically used for height adjustment of beds, stretchers and surgical chairs.

Control

A control makes it possible for the user to operate the application. The controls are available as handsets, foot switches and attendant control panels. Depending on the type of control there is a range of options, like memory and lock of critical functions.



An actuator is ... simple and secure technology! A spindle is turned by means of a motor so that a tube with a nut is moved backwards and forwards on the spindle thus performing a linear movement.

This movement makes it possible for a product to raise, lower, adjust, regulate, push or pull part of an object. A complete actuator solution is when the actuator is connected to a control box and a control.





Actuator

An actuator is the unit which converts low DC voltage from the control box into a linear movement.



Control Box

The control box is the heart of the system, linking the various connectable units like actuators and controls. Depending on the need, it can handle memory drive, parallel run of several actuators and feature customised software



Test, test, test ...

Equipment breakdowns are expensive and inconvenient. At LINAK we work hard to avoid any such failures. Therefore, all LINAK products undergo a 100 % function test before they leave the factory. New products are tested thoroughly, this provides our customers with technically advanced solutions that will give them a strategic market advantage.

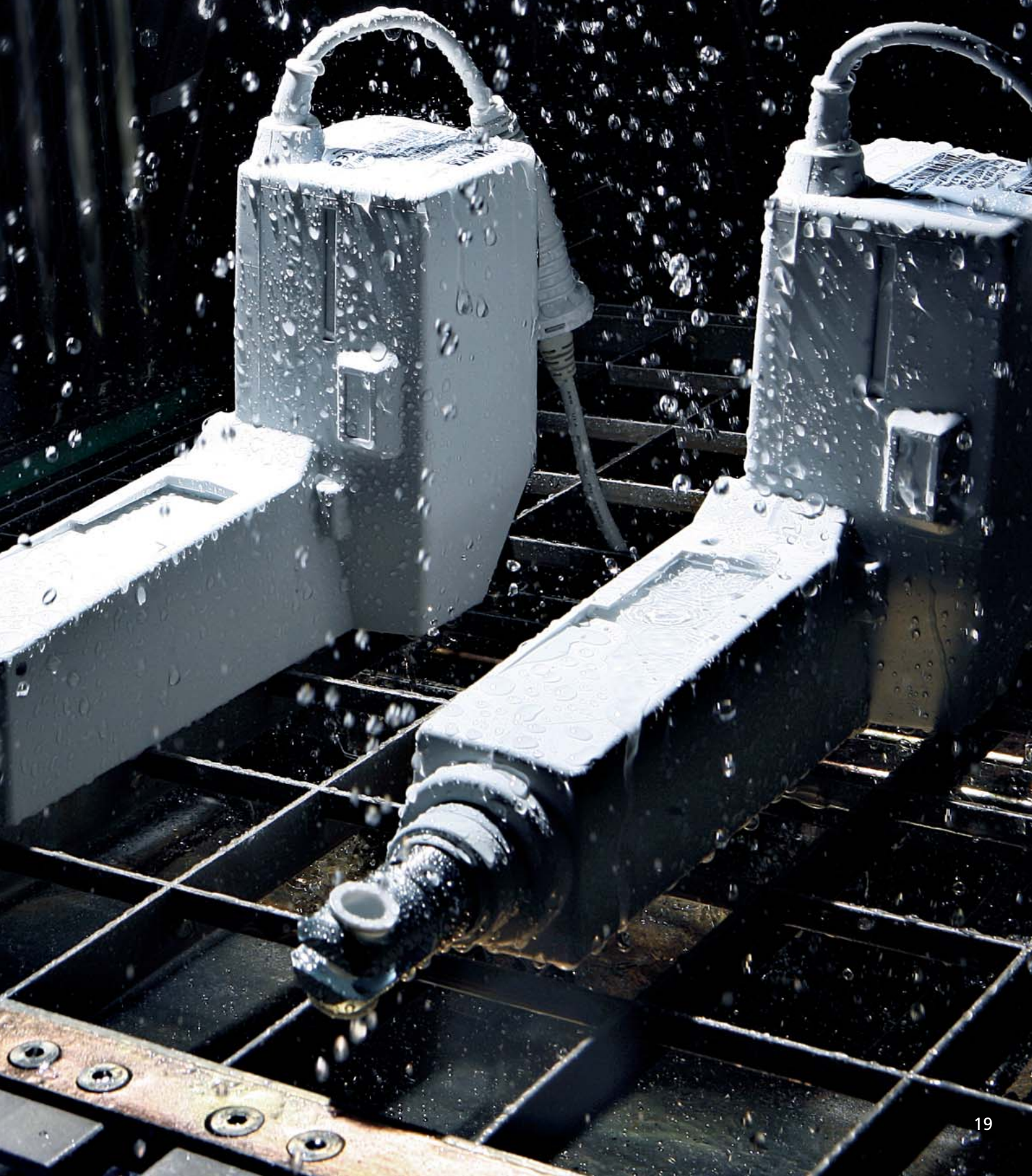
Extreme demands – extreme testing

Actuator solutions for beds used in hospitals and in care homes must be able to withstand extreme handling and stress. Daily use and wear under different climatic conditions, high temperature cleaning in washing tunnels, especially in hospitals, and the worldwide trend of obesity are just a few of the challenges. To meet these and other challenges, we have elaborated a comprehensive programme of repetitive testing.

Extensive testing

However, the test area at LINAK is by no means static. On the contrary, it is very dynamic and has taken a proactive approach to testing. International market standards are becoming ever stricter. At LINAK, we face the challenge by inventing our own procedures and testing equipment. In that way, we are always on top of the situation being able to match new demands and to present our customers with reliable and updated solutions.

approved!



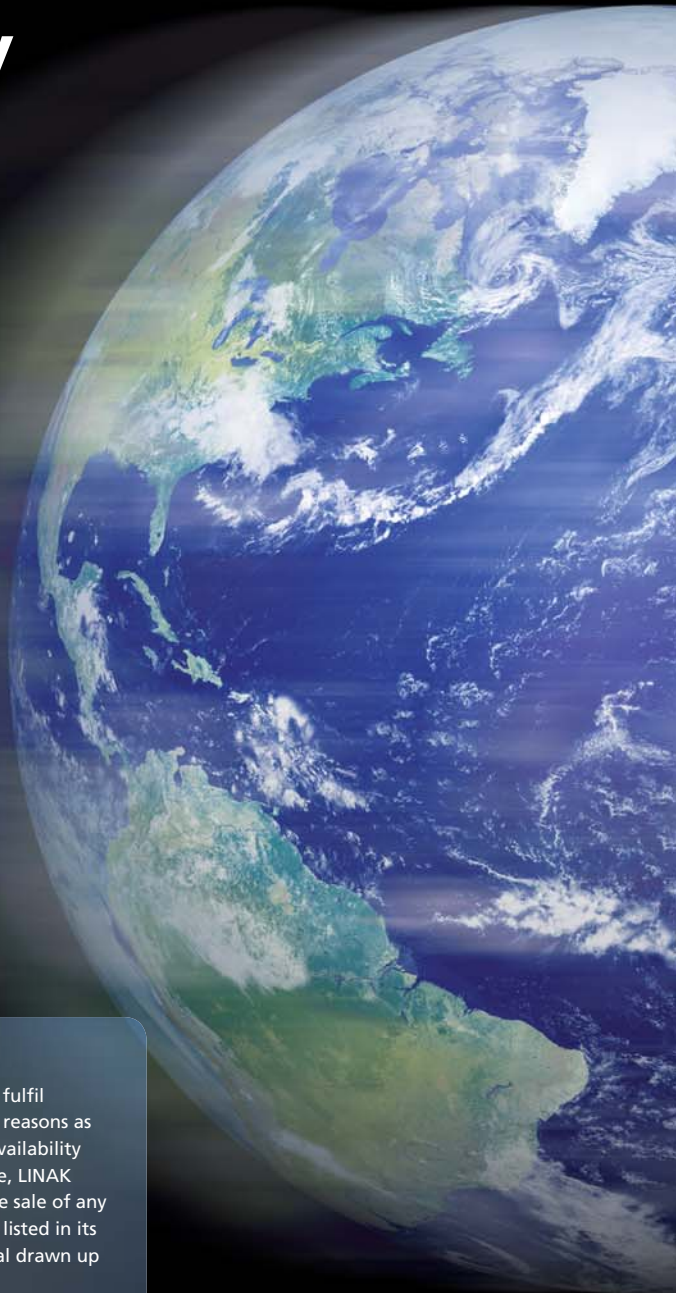
Corporate responsibility

Protection of the environment is a mutual responsibility.

As players on the world wide scene we recognise our responsibility towards the global environment.

At LINAK we are determined to minimise the influence of the environment, which may be caused by our activities and the use of our products.

This implies that we are constantly on the move for improving our working practices and processes according to the worldwide development of environmental protection.



Terms of use

The user is responsible for determining the suitability of LINAK products for specific application.

LINAK takes great care in providing accurate and up-to-date information on its products.

However, due to continuous development in order to improve its products, LINAK products are subject to frequent modifications and changes without prior notice. Therefore, LINAK cannot guarantee the correct and actual status of said information on its products.

While LINAK uses its best efforts to fulfil orders, LINAK cannot, for the same reasons as mentioned above, guarantee the availability of any particular product. Therefore, LINAK reserves the right to discontinue the sale of any product displayed on its website or listed in its catalogues or other written material drawn up by LINAK.

All sales are subject to the Standard Terms of Sale and Delivery for LINAK. For a copy hereof, please contact LINAK.

LINAK has a well-developed global sales and service organisation.

Today we are present in 35 countries all over the world.

For further information, product and contact details, please visit us on www.linak.com