

PL3

PITCH YOUR PRODUCT!

PL3.A

Star air cell cushions

Joanne McConnell, Etac R82

The presentation will focus on results that have been achieved over the last two years with wheelchair users in the UK who presented with category III and IV pressure injuries, and on how the use of a Star Lock cushion helped improve their quality of life; in addition how several users showed dramatic improvement in their pressure injuries in just two months.

It will highlight how the 13cm/5inch cell height, unique to Star Lock, made this possible by offering optimum protection through being able to lock off cells to create complete pressure offload, and by creating stability that enabled greater independence in transfers, as well as a more stable seated posture.

It can take only minutes to develop a pressure ulcer, but months to heal. Preventing pressure ulcers is not complicated or expensive, but treating pressure injuries is very costly. Research shows that more than 95% of all pressure injuries are preventable (European Pressure Ulcer Advisory Panel). How can we put a price on preventing pressure injuries, given the impact this has on the individual's overall health and quality of life?

Email: jo.mcconnell@etac.com

PL3.B

Q-Series, Powering the Future...

Ryan Hirst, Sunrise Medical Ltd

Introducing our new Q-Series powerchair range, we will explore the clinical pathway and the progression in postural upgrades that are now available from bottom to top. We will touch upon the fleet benefits, including the importance of service and maintenance across the range.

Giving you an exclusive look at our vision during the next 12-18 months, at additional chairs with even more improvements and added options, all designed for optimum mobility; a complete suite of features that will advance the functionality of our chairs to a realm that is not experienced today.

Email: ryan.hirst@sunmed.co.uk

PL3.C

BodiTrak Pressure Mapping System

Diane Hargrove, BES Healthcare Ltd

Say hello to the newest technology in pressure mapping from BodiTrak – simple, effective pressure care, in any location.

When assessing patients for tissue damage it can be difficult to accurately detect pressure concerns, and to justify the most appropriate solution for the client. BodiTrak is used worldwide because it enables clinicians to effortlessly assess the pressure distribution of a client, and presents this as clear, relevant data. Unnecessary repeat assessments and mis-prescriptions are likely to be avoided when using the BodiTrak system, in turn saving costs, time, and patient distress. The benefits of pressure imaging technology have been widely documented and validated to support the decision-making process, e.g. *Clinical Guidelines for the Use of Interface Pressure Mapping for Seating* (Best Practice Guidelines via PMG website).

With new features such as a wireless mat, and improved sensors for instant and accurate readings, the updated BodiTrak system will provide clinicians with affordable technology to make pressure mapping a stress-free, precise activity.

Email: diane@beshealthcare.net

PL3.D

Flex wheelchair cushion

Bruce Mascell, Medifab

Based on findings and recognising the lack of mainstream cushion products able to accommodate for wheelchair users with asymmetrical limited hip flexion (<90°) Medifab, as part of a product improvement process, set out to use evidence-based principles and experiences to design a new modular cushion.

We set out to disrupt current mindsets and to create a solution that was a true problem-solver which could undertake the responsibility of accommodating all our research and development in a simple and quick-to-use product.

We're honoured that so many therapists and clinicians wanted to be part of our development plan! We held 'think-tank' sessions for therapists to present their concerns and frustrations with wheelchair cushions and we had over 50 wheelchair users participate in our development programme.

We have now released the cushion and the results are overwhelming! I would love to share this eye-opening story about the new methodology!

Email: bruce.mascull@medifab.com