



REDACTED NAME HOSPITAL BED REPLACEMENT PROJECT

ARIA ICU BED

The ARIA ICU bed is designed with patient and care staff welfare in mind. It offers integrated features to ease care staff burden whilst creating a comfortable and effective patient support surface.



ARTG - 357377



BIOCOTE
Antibacterial frame coating for improved infection control

1 YEAR WARRANTY
Handset

3 YEAR WARRANTY
Electrics

10 YEAR WARRANTY
Frame

FEATURES AND BENEFITS

- Lateral tilting patient surface programmable for individual patient needs between +/- 18°
- Radio transparent patient surface for fluoroscopic examinations
- Intuitive control panels within the gas-assisted folding sides provide fast and effective positioning of patient support surface
- Integrated weigh scale
- DeltaDrive powered wheel allows ease of movement of bed by care staff with easy toggle operation from the head end of the bed
- Accessory bars on both sides of the bed to store accessories such as drainage bags
- Braking light/sound alarm and automatic self-braking for improved safety



INCENTRO SYSTEM

Combines back and pelvic nullifies horizontal forces, prevents slipping and keeps the body at a 30° angle, optimal for ventilation.

ALARMS

Braking Light/Sound Alarm and Automatic Self-Brake Orange Light indicate the unsafe mattress platform height, and green means it is safe.

Once connected to the power net, a sound alarm alerts the nursing staff about the "un-braked" bed, and after 20 seconds, the brake automatically activates.



BED LENGTHENER

300mm of extension to cater for taller patients



X-RAY TRAY

Allows x-ray operations to be carried out easily



BLANKET & NURSE CONTROL PANEL HOLDER

Extractable tray for blankets and nurse control panel

Code	BEB050160
Overall Length	2200 - 2500mm
Overall Width	990mm
Overall Height	460-820mm
Backrest Angle	0° - 63°
Knee Break Angle	0° - 30°
Leg Section	-16° - +16° (as against the horizontal)
Trendelenburg +/-	13° / -13°
Castor Size	150mm
Product Weight	185kg
SWL	300kg

DELTA WARD BED

A new generation of beds developed according to the needs of healthcare professionals, with an idea in mind: if the bed allows the operators to work at their best, the patient's well-being follows naturally.



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Frame

FEATURES AND BENEFITS

- Four sector safety sides with electric controls allow full autonomy of movement to the patient
- Safe exit control moves the mattress platform to the minimum height and lifts the backrest to facilitate the patient getting up from the bed
- Bed lengthener
- Electric foot pedals
- CPR control on both sides allows the bed platform to be brought to the horizontal position immediately; accessible even with the side rail lowered
- Removable headboard and footboard for emergency operations
- Automatic self brake, braking sound alarm with orange/green light
- Extractable tray for blankets and nurse control panel
- Electric adjustable footrest



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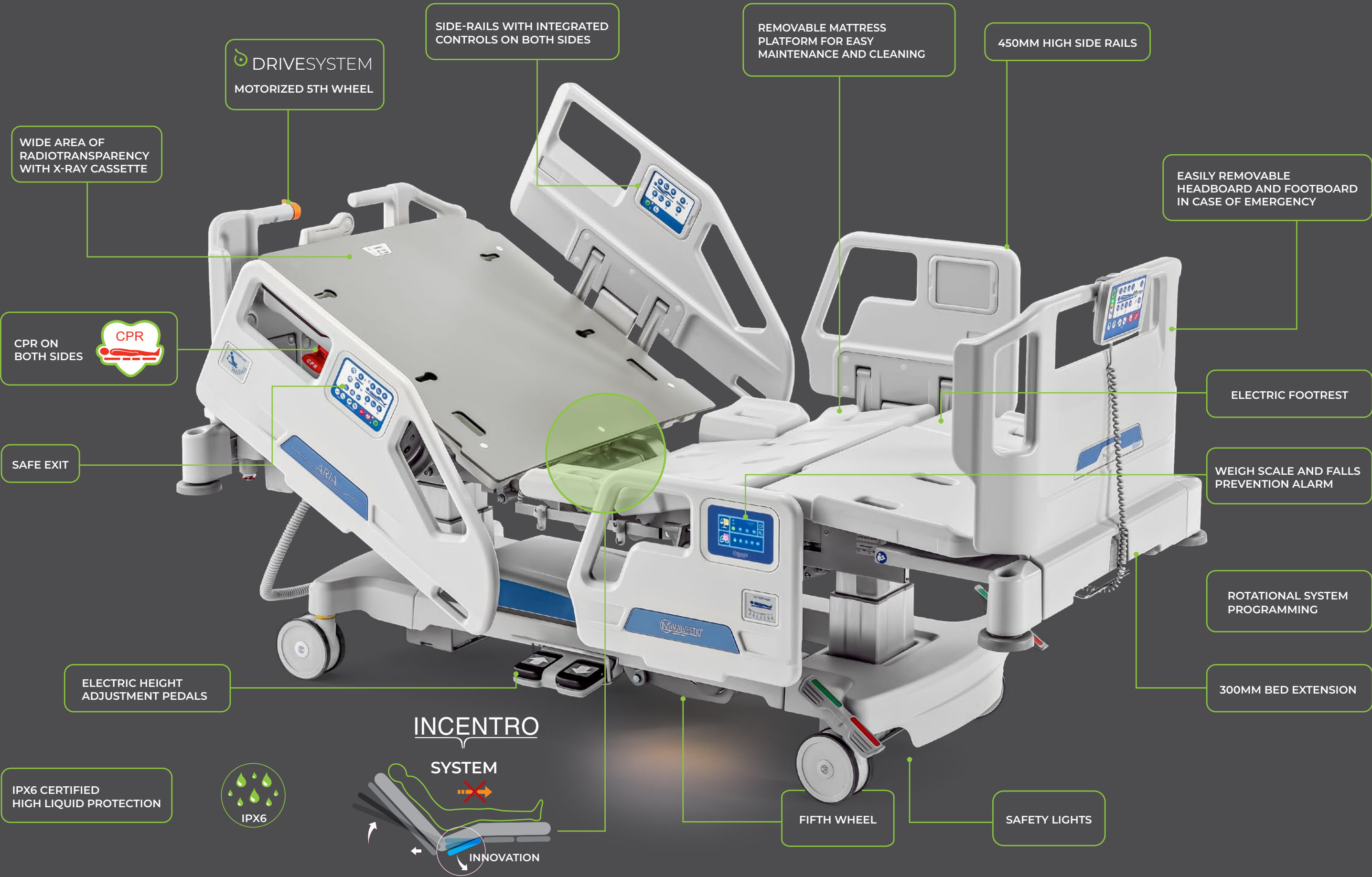


BLANKET & NURSE CONTROL PANEL HOLDER

Extractable tray for blankets and nurse control panel

Code	BEB050140
	BEB050155 with Weigh Scale
	BEB050145 with Delta Drive
	BEB050150 with Weigh Scale & Delta Drive
Overall Length	2200mm
Overall Width	990mm
Overall Height	390 - 790mm
Backrest Angle	0° - 65°
Knee-Break Angle	0° - 30°
Leg Section	-10° - +10° (as against the horizontal)
Trendelenburg +/-	+16°/- 16°
Castor Size	125mm
Product Weight	125kg
SWL	300kg

MULTI FUNCTIONAL WORK PLATFORM



COMPETITOR ANALYSIS MATRIX

Product	Malvestio Delta 4 3720 Ward Bed	Competitor 1	Competitor 2	Competitor 3	Competitor 4	Competitor 5	Competitor 6
SWL & BED WEIGHT							
SWL (kg)	300	220	250	250	272	272	250
Max Patient Weight (kg)	265	180	185	185	207	207	185
Bed Weigh (w/o accessories) (kg)	125	144	150	180	199	199	135
CASTORS							
Brand	Tente	Tente	Tente	Tente	-	-	Tente
Castor Size	Single 125mm	Dual 125mm	Single 125mm	Single 125mm	Dual 127mm	Dual 127mm	Single 125mm
Castor Actions	Central lock, directional lock	Central lock, directional lock	Central lock, directional lock	Central lock, directional lock	Central lock, directional lock	Central lock, directional lock	Central lock, directional lock
Brake off alarm/indicator	Included	Optional	x	x	-	-	Included
BED MEASUREMENTS							
Minimum Height (mm)	390	390	320	320	250	250	370
Maximum Height (mm)	790	770	760	760	760	760	735
Overall Width w/ side rails (mm)	995	995	1030	1030	1030	1050	995
Overall Length (mm)	2200-2500	2200-2350	2300-2420	2300-2420	2240-2490	2240-2490	2180
Bed Extension (mm)	300	150 (Optional)	120	230	250	250	150
Platform Width (mm)	880	900	880	-	889	889	900
Platform Length (mm)	2000	2000	2020	-	2032	2032	2000
FUNCTIONS							
Number of functions	5	5	5	5	5	5	5
Hi/Lo	Included	Included	Included	Included	Included	Included	Included
Backrest	65°	65°	62°	62°	60°	60°	70°
Preset Low Backrest Angle	30°	30°	30°	30°	-	-	Not Available

Knee Bend	30°	28°	20°	20°	30°	30°	35°
Safe Exit/Egress Height Button	Included	Included	Not Available	Not Available	-	-	Not Available
Cardiac Chair Position	Included	Included	Included	Included	-	-	Included
Trendelenburg / Reverse Trendelenburg	-15/+15°	-17/+17°	-12/+12°	-12/+12°	-16/+16°	-16/+16°	-15/+15°
Anti Shock/Emergency Trendelenburg	Included	Included	Not Available	-	-	-	Included
Auto-contour/Regression	Included	Included	Included	-			Included
WARRANTY							
Frame	10 years	-	-	-	-	-	-
Electronics	3 years	-	-	-	-	-	-
Handset/Cables	1 year	-	-	-	-	-	-
OTHER STANDARD INCLUSIONS							
Wall Buffers	Included	Included	Included	-	x	x	Included
Linen Shelf	Included	Included	Included	Optional	-	-	Included
Removable Mattress Platform	Included	Included	Included	-	Included	Included	Included
Removable Bed Ends	Included	Included	Included	-	Included	Included	Included
Accessory Holder Bar	Included	Included	Included	-	Included	Included	Included
Angle Indicators	In side rails	In side rails	In side rails	In side rails	In side rails	In side rails	Not Available
Bed Extension	Included	Optional	Included	Included	Included	Included	Included
Manual CPR	Included	Included	Included	Included	Included	Included	Included
Electronic CPR	Included	Included	Included	Included	x	x	Included
X-ray Cassette tray	-	-	Included	Included	x	x	-
Nurse call	-	-	Included	Included	x	x	-
360° anti-entrapment sensor	-	-	-	Included	x	x	-
Digital weigh scale	-	-	-	Included	Included	Included w/ Patient weight log	-
Smart patient Movement detection system	-	-	-	Included	Included	Included	-

INTERESTING FEATURES

AUTO REGRESSION

Auto Regression in backrest automatically shifts backwards thus increasing the space on the pelvic area by creating an extra space of 13cm. This allows reduction of pressure on the pelvis and sacral areas (thus reduction of pressure ulcers), to enhance breathing and to avoid continuous repositioning of the patient on the bed.

BIOCOTE ANTIBACTERIAL ADDITIVE

Metal components are painted with epoxy powder coating & **finished with antibacterial additive “BioCote”**, which is a set of antimicrobials agents, based on silver ions. It has the capacity to inhibit the growth of a wide spectrum of bacteria and fungi and reduce the risk of bacterial contamination through surface contact. It is incorporated during the various painting processes.



SAFETY LIGHTS

The bed is equipped with 2-colour led indication light system “safe exit lights”: one orange, one green located at the foot end of the bed, under the bed frame, pointing downwards, signaling whether the bed is adjusted at its minimum height, guaranteeing a safe exit height for the patient.

To the attention of operators, the green led indicator lights up when the bed is set at its minimum height, while the orange led indicator lights up when the bed is not at minimum height.

Led lights function can be enabled or disabled by a key combination on supervisor.

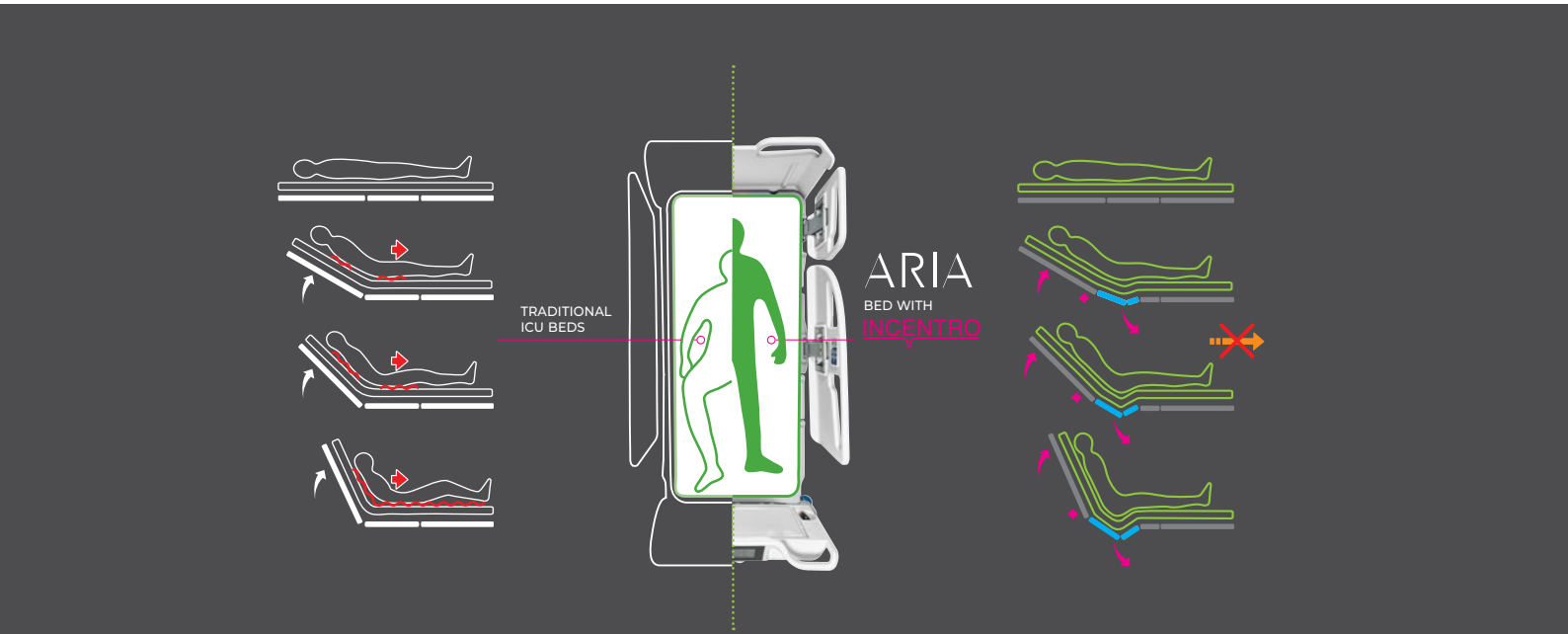


Safety Lights

The orange light indicates an unsafe mattress platform height, the green light indicates a safe height.

INCENTRO SYSTEM

The combined back and pelvic translation nullifies horizontal forces, prevents slipping and keeps the body at a 30° angle, optimal for ventilation.



INCLUDED ACCESSORIES



IV Pole



Self Help Pole



Oxygen Bottle Holder



Tip Over Monitor Tray

OPTIONAL ACCESSORIES

- 150m castors (single or dual)
 - Centre 5th wheel
 - Graph tray holder
 - Patient handset with LED
 - Electric pedal controls for height adjustment
- Satellite nurse control panel (NCP)
 - Laminate mattress panels
 - Inbuilt bed alarm/falls prevention device
 - Weigh scale
 - Deltadrive powered
 - Bed mover

RECOMMENDED ACCESSORIES



BEA827170

Overbed Table
Lightweight, height adjustable tray with two locking castors. Extendable and removeable tray surface.



BEA827165

Bedside Cabinet
Dual-fronted with provision to add draw lock. Raised edges on the top surface and pull out towel rail.



Combined

RECOMMENDED MATTRESSES

All **ASPIRE mattresses** are fitted with superior, hospital-grade polyurethane coated covers designed to withstand the rigors of usage and cleaning requirements in Home Care, Aged Care and up to Acute Care environments.



ACUTE CARE

BEM046615

Single
1980 x 880 x 150mm



EFFECTIVE WEIGHT RANGE:
50-250KG

The **ASPIRE LIFEComfort® ACUTE CARE** mattress has three foam layers including a castellated patient surface providing users with immersive, pressure relieving support and air flow for enhanced skin microclimate. The U-shaped base and sidewall structure provides support to assist with patient transfers as well as creates roll resistance at the sleep surface edges.



PREMIER ACUTE CARE

BEM046736

Single
2000 x 900 x 150mm



EFFECTIVE WEIGHT RANGE:
30-250KG

The **ASPIRE LIFEComfort® PREMIER ACUTE CARE** has a state of the art immersive memory foam layer up to 8x more breathable than conventional memory foam for an optimal sleep temperature and skin microclimate management. Greater foam elasticity makes repositioning and moving on and off the mattress easier. The multi-layered support surface with castellated cells, closely contours to the user's body for optimal pressure redistribution and comfort.



ACUTE 8 WITH TURN ASSIST

PTM639400T

Single
2000 x 900 x 200mm



EFFECTIVE WEIGHT RANGE:
30-250KG

The **ASPIRE Active Air® Acute 8** is specifically designed to meet the demands of Critical Care environments, maximising patient comfort and therapeutic outcomes.

SERVICE & MAINTENANCE

Aidacare provide national service & maintenance solutions to many Aged Care providers across standard equipment & biomedical Aidacare has an extensive team of mobile service technicians (85 techs) who support our customers' facilities in a timely manner.

- **Service & Maintenance:** Breakdown-service support, Programmed Maintenance and lifecycle asset management
- **Biomedical:** Services include management of Biomedical equipment.
- **Preventative Maintenance Proposal:** Refer to Maintenance Proposal on following pages

Maintenance personnel as follows at each location:		
STATE	STAFF	LOCATION
NSW	34	<ul style="list-style-type: none">• Ballina (2)• Coffs Harbour (1)• Port Macquarie (1)• Tamworth (1)• Cardiff (4)• Maitland (1)• Erina (1)• Moorebank (16)• Wollongong (1)• Orange (2)• Albury (4)
QLD	19	<ul style="list-style-type: none">• Cairns (1)• Innisfail (1)• Townsville (1)• MacKay (1)• Hervey Bay (1)• Warana (1)• Geebung (3)• Acacia Ridge (7)• Gold Coast (1)• Toowoomba (2)
VIC	17	<ul style="list-style-type: none">• Mildura (1)• Bendigo (1)• Geelong (2)• Thomastown (13)
SA	13	<ul style="list-style-type: none">• Regency Park (12)• Ascot Park (1)
WA	6	<ul style="list-style-type: none">• Perth (6) – Subcontracted
TAS	4	<ul style="list-style-type: none">• Hobart (2)• Launceston (2)

PREVENTATIVE MAINTENANCE PROGRAM OBJECTIVE

Aidacare's Preventative Maintenance & Asset Management Programs are tailored to meet our customer's requirements.

SERVICE INCLUSIONS

Asset Assessment and Audit:

- Asset number sticker generated
- Detailed description of equipment, entered into Service Call Management software package.
- Condition / Hazard assessment report generated
- Equipment maintenance folder provided



Maintenance Program Developed in Conjunction with Client:

- Recommended equipment service periods used as basis for maintenance cycles
- Assets bundled into “sensible” groups per location
- Preplan / notified in advance of maintenance period
- Pre-Approval for conducting repairs outside of maintenance contract scope

Experienced Service Technicians:

- Industry trained; Test & Tag certified; Police Checked

Asset Report Upon Completion:

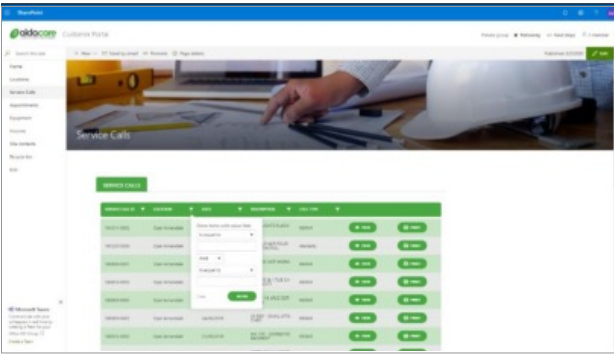
- Equipment condition summarised
- Maintenance carried out summarised
- Quote on additional major repairs required
- Report of history of expenditure per equipment

CLIENT SERVICE PORTAL

Aidacare continues to invest in leading technology for the benefit of our customers.

The **Wennsoft Equipment Management** system and **MobileTech** provides our customers with the following real-time information via their **Client Service Portal**:

- Central portal for administrators to view multiple sites
- Service call request generation
- Asset maintenance tracking and visibility on-demand
- Asset service history information, allowing repair/replace decision-making
- Service call status tracking
- Review invoices



Our service technicians complete service calls via hand-held devices which are linked in real-time to the Equipment Management System and, in turn, to the Client Service Portal.

OUR COMMITMENT IS YOUR SATISFACTION

Aidacare is dedicated to the repair and on-going maintenance of medical equipment. We offer a commitment to customers to ensure we deliver the best service at competitive pricing. Some advantages of dealing directly with Aidacare include:

FULLY TRAINED TECHNICIANS

All of our technicians are trade-qualified and trained in our own manufacturing facilities, and by our suppliers. They are qualified to perform component level repairs and train the customer's technical personnel on a comprehensive range of equipment.

ALL WORK GUARANTEED

Parts and labour are guaranteed for three months. Using only quality parts and the latest diagnostic techniques, all repairs will be done to manufacturer's standards. We also offer the latest in product updates and refurbishments.

COMPETITIVE RATES

Our access to all major manufacturers' parts and the best pricing ensures that our charges are competitive in every market every time.

MOBILE WORKSHOPS

For inspection, service and repair - we can come to you. Our service vans are fully equipped mobile workshops that carry spare parts and have quick access to service records and pricing details for minimum downtime of your products.

PREVENTATIVE MAINTENANCE

PERIODIC SERVICE

The Service Agreement could cover a range of healthcare equipment and incorporates inspection and maintenance service as detailed in the attached checklists

- **Lifters** - Every six months, inspection and service. The lifters are checked for degradation of material, joint weaknesses and electrical operation. Once a year we recommend that the hoists be tested for 'Safe Working Load'. The hoists are weighted tested to the maximum nominal working capacity and tested.
- **Beds** - The recommended service period is twelve months. The beds are inspected for mechanical security, degradation of material, electrical operation and mechanical operation (and lubricated where necessary).
- **Scales and Weighing Devices** - Annual testing and calibration. Weighing devices will be tested for proper operation with standard weights on site. Where necessary, or where devices need specialised calibration, the units will be sent to the manufacturer.
- **General Equipment Repairs** – Aidacare are able to service and repair a broad range of equipment used in Aged Care and Hospital environments, including, but not limited to mobile commodes, wheelchairs, 4 wheel walkers, lift/recline chairs etc. (These are generally charged at an hourly rate PLUS parts as required.)
- Equipment that is under warranty is serviced, as stated above, while it is operational. Faults detected for equipment under warranty will be reported to the local Director of Nursing, who will refer it to the supplier. Any repairs to equipment not warranted by the manufacturer will be charged at standard rates.
- A complete inspection record and "repair" or "replace" recommendations as applicable, together with an estimate of costs will be issued for every inspection.

REPAIR SERVICE

In addition to the six-monthly inspections, Aidacare offers on site and back to base repairs. Where necessary, Aidacare may sub contract repairs to its authorised repairer network.

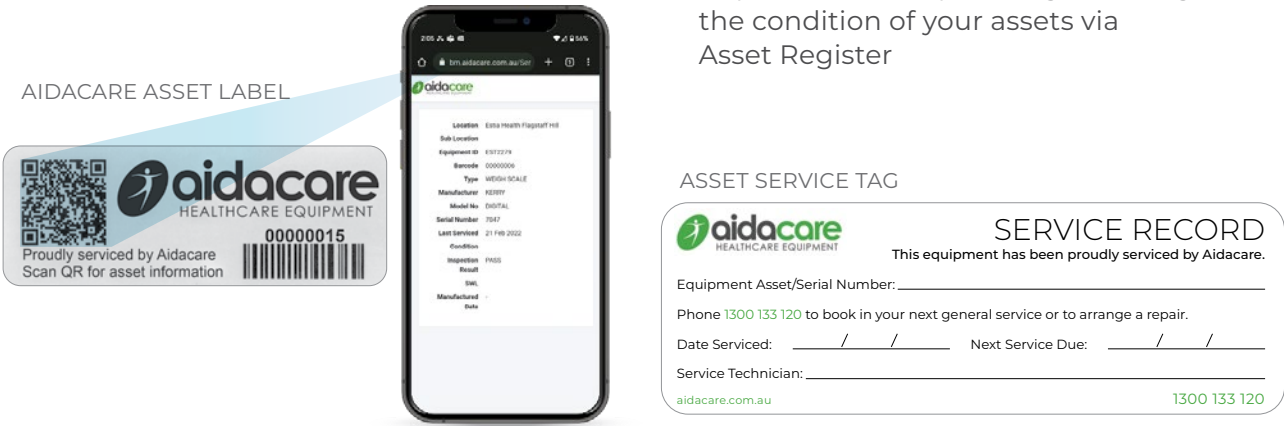
MAINTENANCE PROGRAM DETAILS

The program assists in:

- i. Accreditation Preparedness
- ii. Risk Management
- iii. Asset Condition Profiling (Good / Poor / Replace etc.)
- iv. Replacement/Renewal planning & CAPEX Budgeting

Benefits of the program:

- 1. Single point of contact for improved efficiency and accountability
- 2. Improved risk management via consistency of supply and control of service levels
- 3. Improved financial planning for R&M budgets
- 4. Improved CAPEX planning and insight into the condition of your assets via Asset Register



IMPLEMENTATION PLAN

Transition In Maintenance Scheduling

- Within 30-days, Aidacare will prepare a Maintenance Calendar and make bookings for all sites
- All Annual and Bi-Annual maintenance cycles will be booked
- The calendar will be provided to TSA maintenance team

Partially Complete Maintenance Jobs

- We would expect any existing partially-complete maintenance jobs to be completed by the incumbent party

Existing Service/Breakdown-Repair Jobs

- We would expect any existing service jobs to be completed by the incumbent party

Optional: Website & Portals

- Site logins to be established via user email listing
- Training for MOs and Facility Managers to be provided FoC
- The Client can nominate who will be given full access including visibility across all sites via dashboard

Reporting

All audit and maintenance-testing results will be recorded in an Asset Audit Register which will:

- 1. Help validate the clients fixed asset registers
- 2. Build a history of each asset and its condition
- 3. Allow clients to manage asset adequacy, renewal, and CAPEX planning
- 4. Provide a maintenance status report for accreditation purposes
- 5. Identify and help to manage the cost of additional repairs work

At the completion of each maintenance cycle the full audit report is shared with the clients within 10 working days of completion covering:

- 1. Maintenance result for each asset
- 2. Equipment Condition Rating
- 3. Repairs conducted and/or recommended
- 4. Any equipment failures to be promptly reported to Maintenance Manager

Example Asset Register Reports

SAMPLE FACILITY #1234				
Phone: 1300 133 120 Fax: (02) 9618 5111				
Asset Details				
Aidacare Asse	Serial #	Location	Facility Reference #	Product Category
MNH-001	0808000358	Cudgegong Gardens	58	LIFTER W/LT
MNH-002	1341	Cudgegong Gardens	Battery No.1 6/6/2014	BATTERY PACK
MNH-003	STLA0811A238	Maple Wing	38	LIFTER W/LT

* Note: Serial numbers are not always available or readily identifiable.

Product Details					
Manufacture Date (e)	Manufacturer	Product Code	Model	Bed Function	Electronic
Aug-08	ArjoHuntleigh	KTBB4BSX2AU	Maxi Twin		Arjo
Jun-14	ArjoHuntleigh	NEA0100-083			
Nov-08	ArjoHuntleigh		Sara 3000		Arjo

* Note: Product information is populated where possible. Information is not always available.

Serviceability				
Inspection Da	Service Interval (months)	Next Inspection Dt	Inspected By	Item Suitable for Continued Use?
11-Jun-14	6	10-Dec-14	D Healey	Y
11-Jun-14	6	10-Dec-14	D Healey	Y
11-Jun-14	6	10-Dec-14	D Healey	Y

* Note: Serviceability information provides a conclusion as to whether the asset is suitable for use.

General/decommissioned/ out of service tags



Sling - decommissioned/ out of service tags

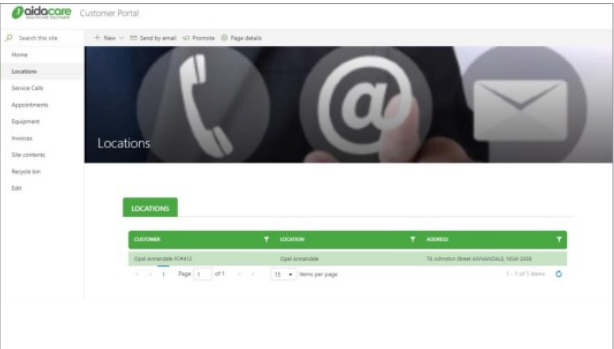


INFORMATION ON DEMAND – CLIENT SERVICE PORTAL

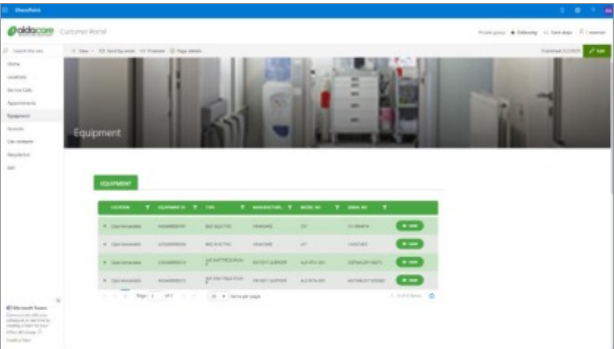
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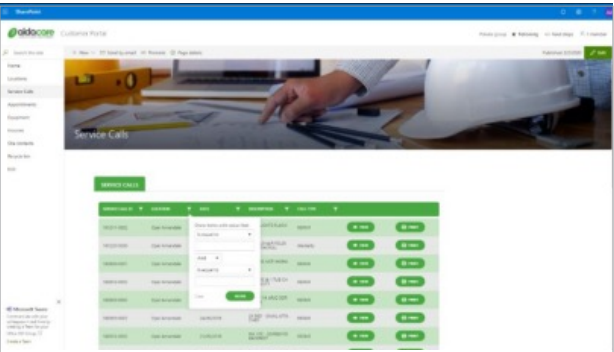
View service locations you have access to via the **Locations Screen**



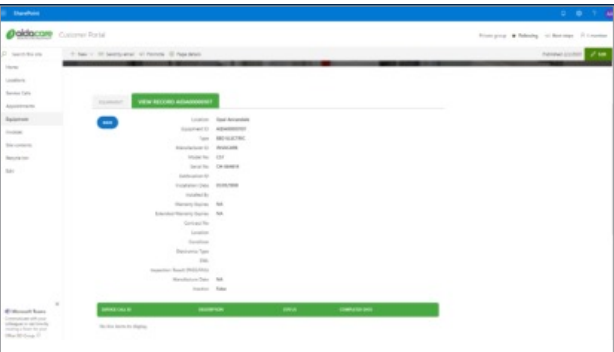
View assets and drill into asset to see service history via the **Equipment Screen**



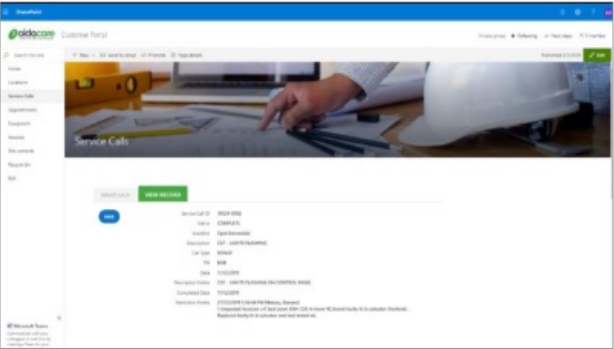
View and filter service calls via the **Service Calls Screen**



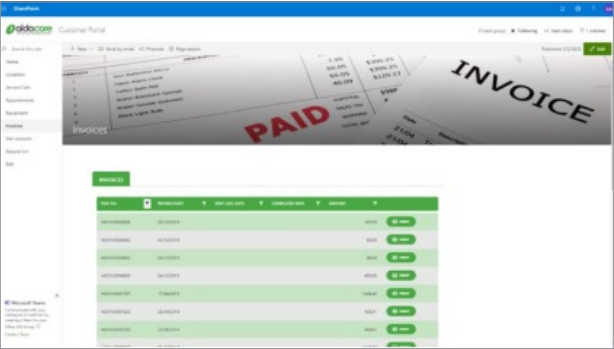
Drill down to see further details for equipment item via the **View Record** function



Drill down to see further details for service call via the **View Record** function



View Invoices





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