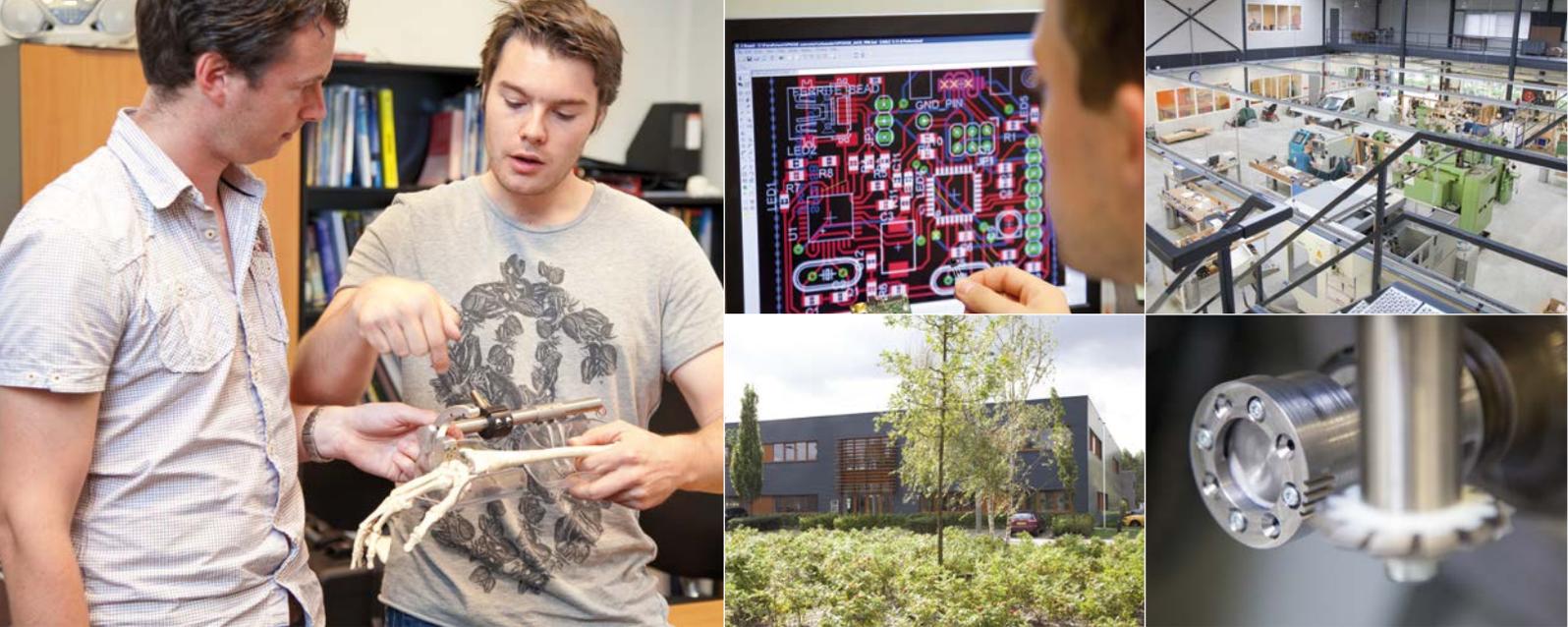




Listening, creating, improving

About Focal Meditech BV



Solutions for people with complex care needs

Focal Meditech BV is a developer, manufacturer, importer, exporter and supplier of medical devices. The company is in close touch with the user. The proprietary products that assist independent functioning as much as possible are manufactured on the basis of needs analyses within the housing and living situation. Focal fulfils all roles in the process, from the analysis of the care needs until providing after-sales service on the devices. Also, Research and Development activities are being carried out, both for the benefit of its own products and for that of the products of third parties.

The proportional rise in the ageing population, as well as the increase in number of people with a disability, leads to a great demand for truly innovative devices. Smart devices that enable people to live independently at home for a longer time and allow them a high quality of life. That is what people now want, but it is also a necessity due to the increasing costs of health care and the limited availability of health care providers or volunteer caregivers in the near future.

Engagement and consultation

The approach adopted by Focal with regard to the provision of supporting and technical aids suits the high-quality range of products. Consultations with advisers, paying parties and the end user need to be just as first-rate as the product itself. Pre-care and follow-up are not empty slogans. If necessary, individual modifications can be made. Users show great client satisfaction and their high-quality appliances often prove to function well for many years.

Production

Since Focal is not only an importer, but also uses its own production facilities to a large extent, it is possible to be flexible and creative. Products can be supplied tailor-made and the optimal assembly of products on equipment such as a wheelchair or a work chair can be guaranteed. Design, production and delivery are carried out by personnel with great technological, ergonomic and paramedical knowledge. The combination of technological knowledge, self-owned production facilities and a substantial insight into the functioning of people with a disability enables Focal to provide specialised, individual products.

Sales and distribution

For the purpose of sales, Focal has built its own expert sales network. Our expertise in the field of rehabilitation and ergonomics is used for advice and sales purposes. The sales and distribution network enables service to clients at short notice and meeting service agreements in a speedy fashion. Focal has a substantial network of foreign dealers.

Departments

The roots of the company date back to 1992, the year in which it was founded. It is one of the few self-established companies within the Dutch care industry. The Focal Company is structured around the following departments:

- R&D
- Production
- Service
- Installation & Assembly
- Import
- Export
- Quality Control (QC)

Would you like to know more about Focal?

Please visit www.focalmeditech.nl or call +31 (0) 13 533 31 03



Spheres of activity



Personal robotics

People without a usable hand function can still perform all kinds of essential tasks with a robot manipulator. Users of personal robots do place high demands on installation, operation and reliability – Focal can meet them all.



Social robotics

Social robots stimulate communication and interaction, and that elicit joy, for dementia patients and people with a mental disability, for example. Focal offers reliable products that have proven to live up to their promises.



Dynamic arm supports

Dynamic arm supports assist people with less muscle strength in carrying out various tasks. Focal is the leading developer and manufacturer of arm supports and offers a very large range of products.



Eating devices

Eating devices assist people with a limited or missing hand function when eating or drinking. To eat on your own, whatever, whenever – Focal provides numerous solutions.



Modular head supports

Due to their adjustable three-piece system, the modular head supports offer a solution to complex support needs. Focal offers a wide range of products and has many years of experience in applying these products.



Headrest adjustment mechanisms

People who require a complex head support frequently have need of being able to set or adjust its position themselves. Focal developed various head support carriers that make this possible.



Individual wheelchair modifications

Modern wheelchairs are gradually becoming more modular, but are still not always suitable for every user. Thanks to a modern workshop and based on extensive experience, Focal can handle any kind of modification.



Wheelchair accessories

Reliable and convenient accessories, in particular those used for turning away or carrying devices on the wheelchair (including a chin joystick), are hard to obtain elsewhere. Focal creates them and provides an ever increasing assortment!



Respiratory support

For people who qualify for respiratory support on their wheelchair, safe and expertly assembled equipment is of great relevance. Focal provides cases, integrates the controls, tests and steadily works toward better solutions.



Workplace adaptations

Adaptations at work or at school often have to be customized to individual requirements. Whether it concerns a special table or an adaptation of a machine, Focal can take care of it.



Environmental controls

Being able to independently open doors, close curtains, operate audio and video appliances – despite limited mobility – such activities are made possible by environmental controls. Focal has all the solutions, and is the expert in cases where manual control is challenging.



Wheelchair controls

Standard wheelchair controls often fall short when the wheelchair becomes a carrier of various other technologies as well. Maximum operating simplicity by integrating functions of special control elements is what is needed. Focal is very experienced in this field and offers such complex solutions every day.



Communication aids

Communication aids are intended for people with a speech or language problem. Focal selected aids with lots of content, built with extensive knowledge of language production and interaction processes.

Your partner in Research and Development

Are you looking for an experienced R&D partner within the field of medical technology?

Then Focal is the reliable and result-driven party you are seeking. The company has its own R&D department and is able to offer not only academic knowledge, but also technological and market expertise. Looking back on a long tradition of R&D activities, a wealth of experience has been accumulated in the field of systematic and multidisciplinary innovation. In recent years, collaboration has been taking place with both SME companies and multinationals. Both within and outside Europe, partnerships have been established with advocacy agencies, knowledge institutes, colleges and universities.

Some examples of the R&D capabilities:

- User research
- Market research
- Technological development
- Prototype construction
- Production
- Field evaluation
- Usability research