



# Birger Nispel

CEO

AirMed PLUS GmbH

<http://www.airmedplus.de>

## Bilateral Meetings

- Thursday (1:30pm - 6:00pm)
- Friday (9:00am - 12:00pm)
- Friday (12:00pm - 4:00pm)

### Description

AirMed PLUS GmbH is a German manufacturer of anti-bedsore systems, located in Bochum, Germany. We offer a complete competitive and good price-performance-relation portfolio of different anti bedsore systems like air-loss systems, alternating systems and static systems as well as complex foam mattresses.

Additional own branded products like automatic dispenser for hand-disinfection an liquid soap are completing the portfolio beneath of the companies' newest products, an innovative NON invasive 5-second-eye-tear test for measuring the tear function. Compared to the 'state of the art', competitive test in the marked, the so called "strip meniscometry tests" which are used invasively behind the eye lid and will take 3-5 minutes till the operator will get the result, this test will be used NON invasive (so in opposite to other test not causing pain to the patient!) and will only take 5 seconds.

AirMed PLUS has its own R&D department for anti-bedsore-systems and the company as an SME has got national and international distinctions. Our products are used in hospitals (treatment centers, geriatric departments, ICU), home care and elderly and nursery homes. The product range includes high tech devices like "ADS intelligent" as the result of an R&D project with two universities and one industrial Partner, "ADS clinic" and economic anti bedsore systems like "ADS basic" and "ADS extra". "ADS intelligent" is a total new concept of anti-bedsore systems, it is measuring the rest-mobility of the patient and will actively relocate the area of the highest pressure when patient is not moving.

Movement-data will be recorded and can be read out. The "ADS intelligent" is patented and consists of a microprocessor controlled pump and a special designed mattress which fits in each single and brand-independent hospital or ICU bed. Over 20 years esteemed knowledge in high class airloss systems complete the portfolio. AirMed PLUS is looking for dealers in European countries.

Organization Type

Company

Organization Size

1-10

Founding Year

2009

Email

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Country

Germany

City

Bochum, Harpener Feld 34 [Google map](#)

Request

## **Offering distributorship for your homecare products**

AirMed PLUS GmbH is looking for a bilateral business-relationship. We are offering a distributorship for our high quality anti-bedsore-products, as well as for your own - OEM products. We are looking for products which are already on the market and which show USP's in quality and effectiveness. Products must be able to be sold in German market. For our priority, we are looking for manufacturer of homecare products. Products must have CE label according medical device directive 93/42/EEC and AC 2007/47. Manufacturer should have a European Representative (ER). If no ER is available, discussion about taking over this duty are possible.

### **TYPE OF PARTNER SOUGHT**

We are looking for a bilateral business-relationship. We are offering a distributorship for our high quality anti-bedsore-products, as well as for your own - OEM products. On the other side, we are looking for interesting devices which could fit into our portfolio.

### **Cooperation Requested**

1. Sales / Distribution
2. License agreement

### **Offer**

## **5-seconds NON invasive tear function test**

We offer an innovative NON invasive 5-second-eye-tear test for measuring the tear function. Compared to the 'state of the art', competitive test in the market, the so called "strip meniscometry tests" which are used invasively behind the eye lid and will take 3-5 minutes till the operator will get the result, this test will be used NON invasive (so in opposite to other test not causing pain to the patient!) and will only take 5 seconds.

We are looking for wholesaler of eye drops who could use this test in an exclusive way. Also we are looking for wholesaler for eye-doctors, ophthalmologists and optometrists.

### **Cooperation Offered**

1. License agreement
2. Sales / Distribution

### **Offer**

## **Automatic dispenser for disinfection spray and liquids**

We are looking for dealers for our touchless- automatic dispenser.

Due to the risk of infection by pushing and touching manual dispensers by several people per day, the solution of using an automatic dispenser is the only consequent and right one! Saving cost: an automatic dispenser is pumping one time only. Users of manual dispensers are pushing and pumping two, three, four times and waste more liquids than necessary!

**Fully Automatic / Touch-free:** No need to touch any part. Place your hand under the nozzle, infrared sensor will detect your hand and dispense the chemicals (sanitizer or soap) automatically.

**Suitable for Multiple Solution:** the device can be used for disinfectant spray, disinfectant gel, or liquid soap.

**Level Checking Window:** with the transparent window , the user can easy to check the level of liquid without opening the front cover.

**Dispensing Volume Adjusting:** the dispensing volume can be adjusted by user manually.

**LED Indicator:** When the LED indicator is blinking in green, it means the device is operating; when the LED light up in red, it means the battery power is low.

**Dispenser Volume:** the Dispenser Volume can be adjusted manually.

**Variety of Liquids and Sanitizer sprays:** you can use your own different liquids with a normal viscosity and sprays without granulate, you only need to remove the nozzle for hanging from soap to liquid.

**Safety Switch:** when opening the front cover, the safety switch will prevent the machine dispense the liquid.

**Power Mode(AC/DC available):** The machine can be used with 4pcs D-cell batteries or AC power adaptor; 4 brand-new alkaline batteries can operate the machine over 30,000 times continuously (tested with soap).

**ON/OFF Switch:** when the machine will not be used for a long time, the user can turn the switch to OFF to save the power. The machine can be mounted on the wall or stand onto the desk, you can install this unit in any place, especially in hospital, restaurant, kindergarten, factories, public places, train station, airport, autogrill, etc

### **TYPE OF PARTNER SOUGHT**

This device is easy to sell, easy to explain and has a really phantastic marging for resellers. you can sell your own liquids, there is no need for binding to one supplier. The bottles which come with the dispenser are made for refill systems.

We are looking for dealers in each country who are interested into easy going business with good-margin products.

### **Cooperation Offered**

1. License agreement
2. Sales / Distribution

### **Offer**

## **Distribution partners for high quality anti-bedsore systems wanted**

AirMed PLUS GmbH is a manufacturer with own R&D department of home care anti-bedsore-systems. For home care

and hospital we are offering: 1) ADS clinic 3-way alternating system and "ADS basic" 3-way alternating system, 2) high quality foam mattresses with special design and unique selling propositions.

German manufacturing - very good price/performance relation - very good pressure relief mattresses with HIGHEST pressure relief class according to the Must's of German head of health care insurances; pressure is main reason for pressure ulcer (please check NPUAP and EPUAP expertises) - low noise devices - pressure peak avoiding by using 3-way mattresses - OEM-service possible - long term experiences (since 1990) - AirMed PLUS is R&D and sales company - AirMed PLUS has national and international distinction and is multiple awarded - flexible reaction to each single EU market - free technical training for dealers, marketing and sales support

We are looking for innovative, motivated dealers, in the ideal case for an exclusive dealers in each country. We offer high quality training and support. We are going to set up a business-Strategy together with our partner. We know: only your success will be our success!

#### Cooperation Offered

1. License agreement
2. Sales / Distribution

#### Offer

### **Intelligent anti-bedsore-system "ADS intelligent" - looking for international distributor**

The "ADS intelligent" is the result of an R&D cooperation project. "ADS intelligent" is a very effective anti-bedsore-system, which detects the patient's position and records patient's movement or not-movement. If patient is moving, the "ADS intelligent" microprocessor controlled pump optimises the pressure into several cells in order to find the most optimal position for the best pressure relief. Pressure relief is the most important thing to avoid a bed sore ulcer or to treat a bedsore ulcer, mention NPUAP and EPUAP. The "ADS intelligent" is patented and consists of a microprocessor controlled pump and a special designed mattress which fits in each single and brand-independent hospital or ICU bed.

- real USP's in a global market
- considering the individual situation of a patient
- cost-saving device for clinics, nursing homes, health care insurances, etc. - customers' way of treatment will be strongly improved!
- good margin for resellers
- patented technology
- announced as success story by the German Ministry of Economics and Technology

We are looking for innovative, motivated dealers who have access to hospitals (treatment centers, geriatric departments, ICU), home care and elderly and nursing homes. We offer high quality training and support. We are going to set up a business-Strategy together with our partner. We know: only your success will be our success!

This project is announced as success story by the German Ministry of Economics and Technology. We are looking for dealers in each country which's standard is "CE".

#### Cooperation Offered

1. Sales / Distribution

2. License agreement