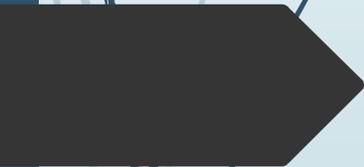




# **cortech healthcare Ltd**



Developing International Healthcare  
from the Isle of Man

Alastair Demick (Sales & Marketing Director)

# Cortech Healthcare: Overview

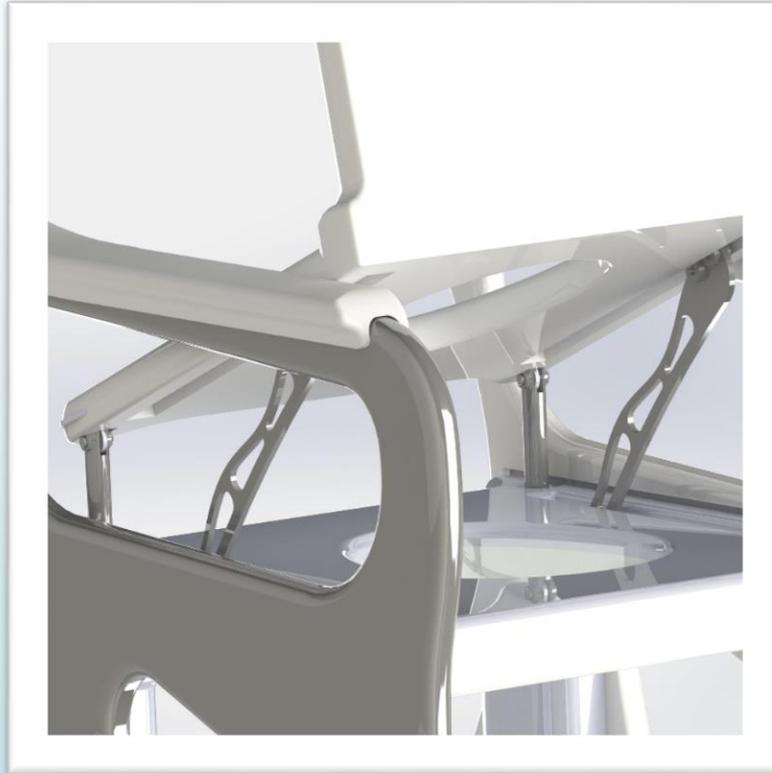
## ► Customer Problem

- Aging population and increase in demographic of people with limitations on their movement
- Current focus on '1 size fits all' products
- Reduction of end users' independence
- Lack of dignity for the end users
- Physical impact of patient handling on the care staff

## ► Cortech Healthcare Limited

- Purpose: Commercialise the patent protected movement system
- CHL has used this movement system to create a range of needs-based ILP's
- At present the core product is an electronic shower chair commode
- Sales routes through distributor & dealer partners

# CHL Patent Protected Movement System



## ► Movement System Overview

- The movement system incorporates cams and motors to provide the user with an arc of movement
- The system is patent protected in Europe & the USA
- CHL has exclusive use of the patent in the global healthcare market
- The controlling software enables individual customisation
- Simple customisation through the wireless handset

# USPs & Product Portfolio

## ► Commode Unique Selling Points

- Mimics human movement
- Combats the issues of the current 'one size fits all'
- Wireless operation
- Modular design
- Stored system information

## ► Cortech Healthcare Product Portfolio

### - **CORCOM Commodes**

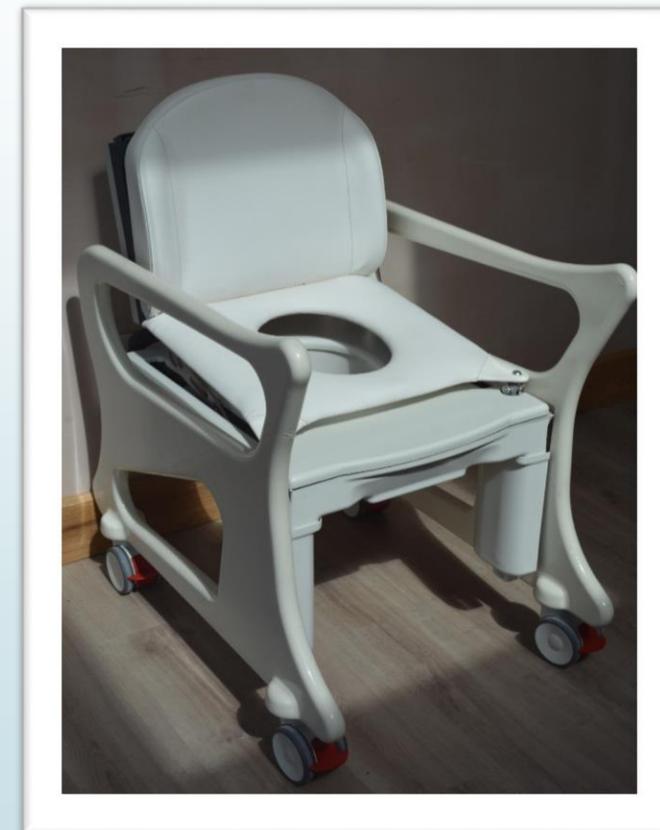
- Prestige electronic
- Standard & bariatric sizes

### - **CORCOM Commode Shower Chairs**

- Prestige electronic commode & shower chair
- Standard & bariatric sizes

### - **Retrofit Units**

- Individual modules that can be adapted and fitted to current ILP seated products to provide the benefits of the system in existing chairs



# Commercialisation & Routes to Market

## ► Initial Target Markets

- The local authority care market
- The private healthcare market
- The independent occupational therapy market
- The private sales market
- Physiotherapy

## ► Customers

- Private OT companies
- Private rehabilitation & physiotherapy providers
- Private healthcare providers (both in the primary and secondary care settings)
- ILPS dealers and end users (private patients & their family members)
- NHS rehabilitation & physiotherapy providers

## ► Distributor Discussions

- Distributor & dealer partners

# Cortech on the Isle of Man

## ► IoM Presence

- Product Design
- Hardware & Software Development
- Manufacture & Assembly

## ► CHL Staffing

- Medium to High Level Engineering and Software Development
- Full business management
- Staffing: Initial & Expected Growth
- Sub Contracting
- Joint Ventures/Collaborative Projects

## ► IoM Support

- Government, SPARK, EDS
- Manx BioMed & other networking opportunities

# Cortech's Future

## ► Product Pipeline

- Hoists
- Seats
- Beds
- Collaborative work with ILP companies to determine other avenues

## ► What does this mean for IoM

- Increased CHL presence
- Increase in staffing requirements
- Improve the level of rehabilitation products on the IoM
- CHL wants to put IoM as a leader for ILP innovation, design, development and manufacture



For more information please contact **cortech**  
healthcare

A dark grey arrow pointing to the right, positioned on the left side of the slide.

**Alastair Demick**  
Sales & Marketing Director

[alastair@cortech-healthcare.com](mailto:alastair@cortech-healthcare.com)

07342 987 122

**Richard Varney**  
Finance Director

[richard@cortech-healthcare.com](mailto:richard@cortech-healthcare.com)

07772 168 718