



helps healing.

# HARTMANN helps healing

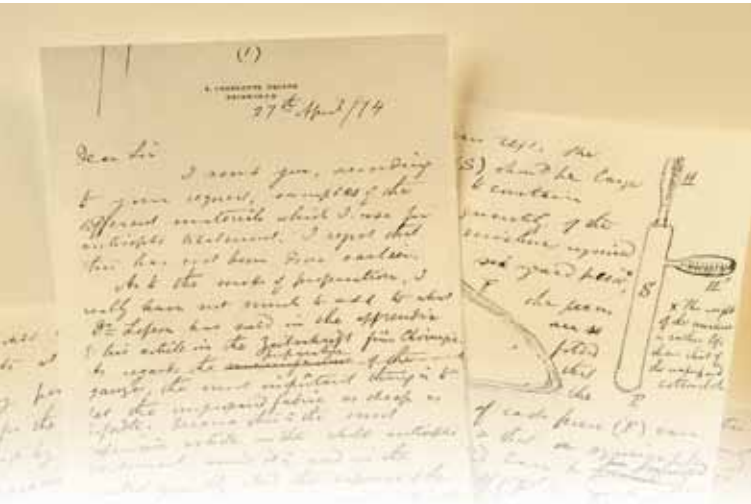
Your partner in healthcare solutions





# The HARTMANN Group

## A history based upon people and ideas



"Dear Sir, I send you samples of the materials..."  
Letter from Sir Joseph Lister to Paul Hartmann

Based in Heidenheim in Germany, PAUL HARTMANN AG has been established since 1818.

In 1870, Paul Hartmann Senior corresponded with Sir Joseph Lister to manufacture the first antiseptic dressings. From past to present, the HARTMANN Group continues to work in partnership with leading clinicians and scientists to develop innovative products and services for the 21st century and beyond.



## A global presence

The HARTMANN Group is now a major international supplier of healthcare and hygiene products. With an annual turnover of over 1.6 billion euro, the Group has over 10,000 employees and operates subsidiaries in 32 countries worldwide.

## Our Mission

We help people to manage health more easily and effectively.

Through partnership, professionalism and passion.



# HARTMANN Great Britain

## Your partner in healthcare solutions

Established since 1981, HARTMANN works in partnership with Clinical Commissioning Groups, GP Practices, NHS Trusts, Private Hospitals, Chemist Wholesalers, Medical Distributors, Nursing Homes and individual patients.

With recognised medical expertise in Continence Management, Wound Management and Operating Theatre Products, HARTMANN is uniquely placed as the preferred solution partner for Medical Professionals and Procurement Specialists. With HARTMANN, you can purchase key product areas from one supplier, offering an integrated customer support service and delivering Supply Chain management efficiencies.

### Continence Management Division



Your partner in Continence Care

### Operating Theatre Products Division



Your partner in Surgical Care

### Wound Management Division



Your partner in Wound Management

## Working in partnership with HARTMANN, you can expect:

- Optimal product performance, clinically proven
- Value for money, with our proactive approach to cost management
- A customer-focused approach to developing innovative solutions
- Comprehensive education and training support
- Dedicated customer service support
- A streamlined logistics operation ensuring you receive the right product, at the right time, in the right place
- User-friendly IT systems to support new working practices

# Wound Management Division

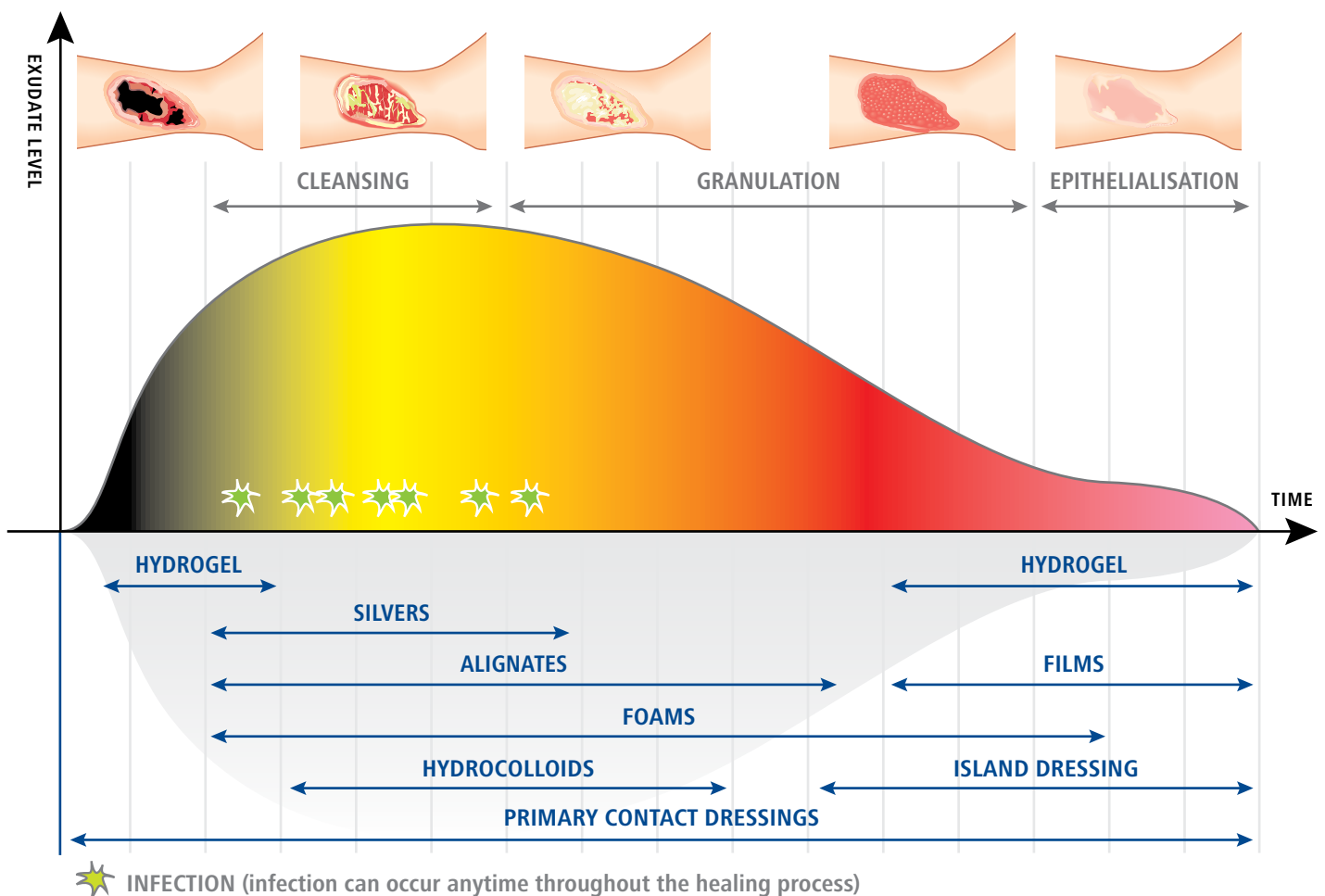
## Optimal performance, clinically proven

Since 1870, HARTMANN has been at the forefront of the development of high quality products for effective Wound Management.

The HARTMANN range of high performance advanced and traditional Wound Management products comply with British and European standards. Products are supported by extensive patient studies to demonstrate clinical effectiveness. In addition, HARTMANN Advanced Wound Care dressings have been independently tested against competitor dressings to provide users with a comparative assessment of physical properties and performance.

HARTMANN is one of the few Wound Care companies to provide a range of dressings to cover all phases of Wound Healing from cleansing and inflammatory stages to maturation. We also offer solutions for infection and necrosis, delivering quick healing results.

## Phases of wound healing



4 Final dressing choice and duration of usage is the responsibility of the clinician delivering wound care, taking in to account the unique characteristics of the wound: its size, volume, exudate flow and infection, within a holistic care setting.

## Primary contact layers



**Atrauman®**  
Primary contact dressings



**Atrauman® Ag**  
Silver impregnated dressings



**Zetuvit® E**  
Cellulose dressing pads



**Zetuvit® Plus**  
Cellulose dressing pads

## Advanced Wound Care dressings



**Hydrocoll®**  
Hydrocolloid dressings



**Hydrosorb®**  
Hydrogel sheet dressings



**Permafoam®**  
Hydroactive foam dressings



**Sorbagon®**  
Alginate dressings

## Post operative dressings



**Cosmopor® E**  
Island dressings



**Hydrofilm®**  
Film dressings



**Omnistrip®**  
Wound closure strips

## Bandages



**Hospiform®**  
Class 1  
conforming bandages



**Hospicrepe®**  
Class 2  
light support bandages



**Hospilite®**  
Type II  
light support bandage



**Peha-haft® Latex Free**  
Cohesive, conforming  
bandages



**Coverflex®**  
Tubular bandages

# Operating Theatre Products Division

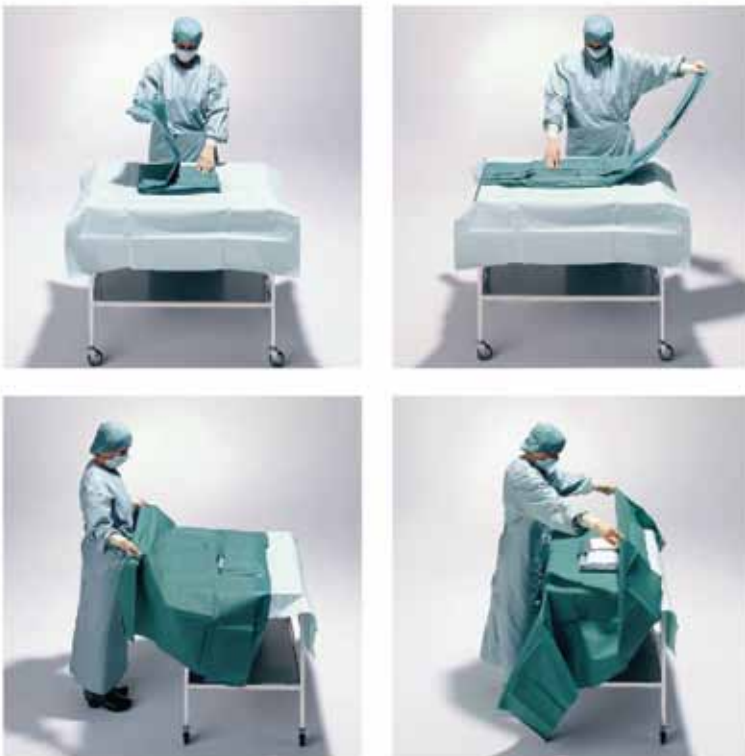
## A European leader in disposable operating theatre products

In surgical operations, both medical staff and patients must be reliably protected irrespective of the procedure. The HARTMANN Operating Theatre range plays an important part in eliminating routes of infection with safe disposable products. The result is a complete range of disposable Drapes and Theatre clothing which exceed EN13795 standards.

### Foliodrape® disposable Surgical Drapes

Foliodrape® disposable Surgical Drapes provide effective draping solutions for all types of surgery. The Foliodrape® Comfort Protect Plus and Protect ranges are available in a choice of standard sets, single packed drapes and supplementary products.

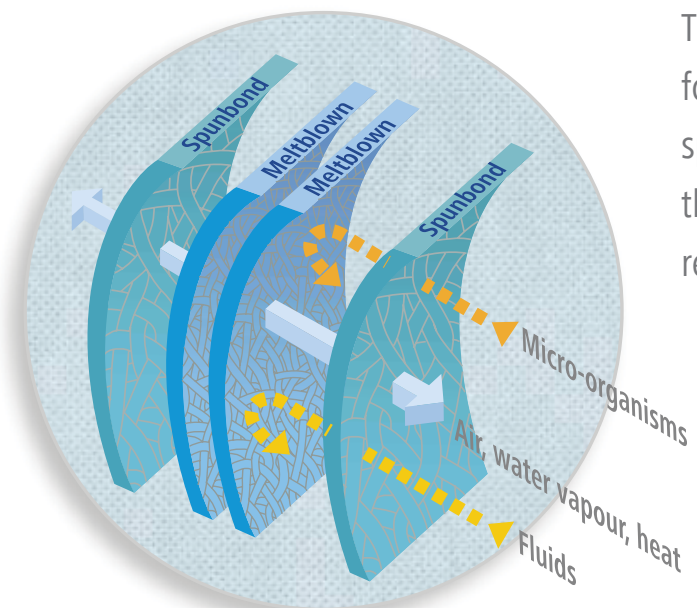
All Drapes are low linting, latex free and have anti-static properties. Draping sets are laid out in the order of use for quick and easy handling.



# Foliodress® disposable Surgical Gowns

The Foliodress® Assortment (including Comfort, Protect A and Protect gowns) provides a comprehensive range of Gowns for low to very high fluid procedures.

The SMMS non-woven material of Foliodress® offers appropriate protection and an effective barrier to infection. Softer, lighter and low linting, Foliodress® SMMS Gowns also have a higher air-permeability than conventional materials.



The SMMS non-woven material comprises four layers – spunbond, meltblown, meltblown, spunbond. The spunbond layers offer stability to the Gown. The meltblown middle layers act as a reliable barrier to bacteria, blood and other fluids.

## The Foliodress® range offers:

- High resistance to penetration by fluids and bacteria
- Air permeability
- Abrasion-resistance and low linting
- Sealed seams
- Anti-static properties
- Robust waist ties and elastic long knit cuffs
- Larger user-friendly velcro fastenings for individually adjustable necklines
- Large bi-colour transfer card
- Inner crepe paper with 2 hand towels



# Continance Management Division

## The bespoke Home Delivery Service

Managing a portfolio of over 40 bespoke services, HARTMANN has developed a unique Continance Care Home Delivery Service for Primary Care NHS Trusts, under the brand name HARTMANN Choice.

With a HARTMANN Home Delivery Service, you are able to choose from an extensive range of product and service elements, incorporating:

- Premium Continance Care products
- User friendly and innovative patient management systems
- A proven and efficient delivery service sensitive to the needs of patients
- A specialist sales team with a proactive approach to cost management
- Dedicated customer service officers
- Comprehensive and accessible education and training support



HARTMANN has been awarded two of the major Home Delivery contracts for the supply of Continance Care products in the South East and North East of England.



For a Home Delivery Service that supports healthcare professionals and patients, choose HARTMANN.

# The MOLI range from HARTMANN

## Keeps skin healthy with Active Skin Protection

The Moli range from HARTMANN provides a comprehensive range of disposable Continence Care products to meet all types of incontinence. The discreet colour coding system helps you to select products of the correct absorbency level at a glance.

With the premium range of Moli products, reliable performance and Active Skin Protection are guaranteed:



### Convincingly Safe

The three-part absorbent core of the Moli range ensures fluids are guided quickly into the super absorbent layer, locking both urine and odours safely inside.



### Active Skin Protection

Dermatologically tested and hypoallergenic, the Moli range helps to support the skin's natural pH value of 5.5. Active Skin Protection is enhanced by using the Menalind professional Skin Care range from HARTMANN.



### Supreme Leakage Protection

Soft, non-woven inner cuffs provide reliable leakage protection. The MoliForm® soft range of shaped pads features a unique Advanced Dry Zone for 30% more dryness\*. This helps to promote healthy skin and provides maximum comfort for patients.

### Maintaining Patient Dignity

Advanced technology allows the production of thin Continence Care products without compromising absorption capacity. The discreet, white textile-like backsheet material of the Moli products increases patients' dignity and quality of life. HARTMANN products are supplied in discreet outer cartons.



\*Paul Hartmann AG internal test method "Rewet after ABL"

# HARTMANN IT systems

## Supporting new ways of working



Awarded Microsoft Certified Partner status, the HARTMANN IT team are recognised as having the skills and competencies to deliver effective IT solutions to customers.

In addition, IT and Supply Chain Projects are managed according to PRINCE 2 methodology (PProjects IN a Controlled Environment), the accepted standard for exemplary Project Management.

The HARTMANN Home Delivery Service for Continence Care products is supported by innovative and user friendly patient management system. You can access this unique software by computer, laptop or tablet computer offering you:

- Secure, online access to your patient caseload
- Easy search capability
- Online product ordering



HARTMANN is constantly developing new IT solutions to keep pace with modern technologies and support flexible working practices, including Smart Phone applications.

# Education and training

## At the heart of our service

HARTMANN understands the need for effective user training. Selecting the right product and using it appropriately delivers improved clinical outcomes and helps to reduce costs and maintain budget control.

As a HARTMANN customer, you will be offered:

- Comprehensive product training
- Essential educational leaflets, clinical studies and accredited training materials
- Customised clinical training sessions and accredited training sessions
- HARTMANN Open Days
- Study Day Support
- Interactive Clinical Pathways



HARTMANN has also developed unique online training tools to enable your teams to undertake training at a time convenient to them.

[www.hartmann.co.uk](http://www.hartmann.co.uk) - The HARTMANN Clinical Website is a unique resource of Continence Care educational materials available exclusively to HARTMANN customers.

**medicaledition** - An exclusive online Wound Management knowledge portal, where members can quickly research various disease patterns and download pictures and animations for use in personal presentations, plus much more.

[www.hartmanntesting.co.uk](http://www.hartmanntesting.co.uk) - An online training website to provide Care Home staff with the knowledge and skills to manage incontinent residents.



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## HARTMANN - Your partner in healthcare solutions



### **HARTMANN Direct**

A discreet mail order service and website enabling patients to purchase additional Continence Care products from the comfort of their own home.  
Freephone: 0800 028 9490 Online: [www.hartmandirect.co.uk](http://www.hartmandirect.co.uk)

### **HARTMANN Trade**

The essential catalogue for Care Homes promoting a wider range of HARTMANN healthcare and hygiene products.  
Freephone: 0800 028 9471