



BRILLIANT BY DESIGN



Newsletter Issue 10  
Summer '09

## Brilliant by Design

We are a long established British medical technology company with over 40 years of healthcare experience.

Brandon Medical are acknowledged experts in Medical Lighting, Medical Power & Control Systems, Medical Architectural Products and in Medical Audio-Visual Systems. We have unique expertise in providing integrated solutions.

## Customer Service

We want to be the automatic supplier of first choice to our key customers by providing a personal service and the best products.

Our aim is to deliver the best possible customer service, excellent quality and the most innovative products. Brandon Medical's policy is simply to be "Brilliant by Design"



## Innovation Champions

Over the last 12 months we have been awarded a phenomenal 5 Innovation Awards. The array of national and regional awards are in recognition of the innovative technology incorporated in our AV system and HD-LED medical lighting.



### *The awards include:*

- Innovation and Design Excellence Awards – *Best Small Business*
- Innovation and Design Excellence Awards – *Breakthrough Technology (HD-LED)*
- Innovator '08 Awards – *Collaborative Innovation Award (Symposia)*
- Innovator 08' Awards – *Technology Award (HD-LED)*
- Medilink National UK Healthcare Business Awards – *Innovation Award Winner (Symposia)*



## Transformation of Service Department.

We are pleased to announce the establishment of our brand new Servicing Department, which will be managed by Colin Hind.

Customer's of a Brandon Medical Service Contract benefit from two service visits a year which will cover all the important safety checks, a heavily reduced call out rate and a 3 year spare parts warranty.

A nationwide network of service engineers allows us to offer exceptional response times, with weekend and evening visits available.

Colin and his team of engineers have helped us with a number of installations across the UK and have established many servicing contracts with the UK's biggest Hospitals.

To contact our Service Manager Colin, please call 0113 2777393 and ask for service, alternatively email [service@brandon-medical.com](mailto:service@brandon-medical.com) and a member of our service team will contact you.

## Four new ranges of HD-LED Lights!

We are thrilled to announce the successful launch of our HD-LED Medical Lighting range. The first LED lighting range to give near perfect colour rendition across the full visible spectrum. This allows colours to be noticeably more vivid and clear in comparison to other lighting technologies.

Our HD-LED medical lights produce more useable light. This is used to create larger beams of light and bigger illuminated fields than any other medical light.



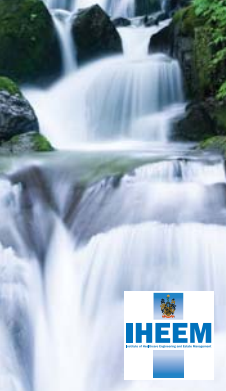
The entire range of HD-LED light feature red balance control which allows surgeons and doctors to adjust the visible red colour rendition. This characteristic helps accurately distinguish between similar red coloured tissues during surgery and minor surgical examinations. The user can select the best level of red light during surgery in order to suit their own individual red vision.

Products to feature the new HD-LED technology include:

- \* Coolview HD-LED Examination Light
- \* Astralite HD-LED Minor Surgical Light
- \* Galaxy Ultra HD-LED Operating Theatre Light
- \* Quasar HD-LED Surgical Light

All four product ranges received a great response when they were exhibited during Medica 2008 and Arab Health 2009.





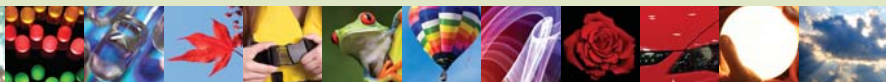
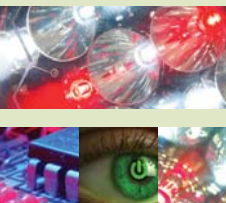
## Ultra Efficient Lighting Seminar

The entire energy saving process is reliant on a combination of both knowledge and ultra efficient lighting technology. Considering this, Brandon Medical collaborated with IHEEM to organise an Ultra Efficient Lighting CPD Seminar. The event saw a great turn out of IHEEM members, including a range of hospital staff and industry professionals from Airedale NHS Trust, Bradford Teaching Hospitals, Leeds Teaching Hospitals, Calderdale & Huddersfield Hospital, South West and Yorkshire Mental Health NHS. The seminar presented attendees with the very latest energy saving solutions.

A total of 4 guest speakers presented their expert knowledge of Ultra Efficient Lighting: Peter Schmollinger of Derungs (Switzerland), Frank Oehrle of Waldmann (Germany), Graeme Hall of Brandon Medical (UK) and Euan Morrison of Sagentia (UK). The range of speakers covered lighting practice in a variety of industries as well as providing an international approach to efficient lighting.

Graeme Hall, Managing Director of Brandon Medical comments:

*'Good lighting is crucial in creating the correct hospital environment, for both operational effectiveness and patient comfort. Through new LED lighting technologies Ultra Efficient Lighting in hospitals is within our reach.'*



## Innovative Pendant Solution for St Mary's ITU

St Mary's Hospital in London have transformed their ITU department with Brandon Medical Atlas Pendants. We were appointed to supply the pendants after presenting the hospital with user specific solutions.

St Mary's Hospital is located in the heart of one of London's major regeneration areas and is undergoing substantial changes. The Hospital Trust has recently merged with Hammersmith Hospitals NHS Trust and Imperial College London Faculty of Medicine to form the largest Trust in the UK. As part of these changes, developments are being made to improve the facilities, especially in high importance departments such as Critical Care and Intensive Treatment Units.

We worked closely with St Mary's to develop a 'foot of the bed' solution through supplying 16 tailor made Clinical Information System

Pendants. These Pendants consist of a lightweight twin armed system. Attached to one arm is a 20" medically approved flat screen tablet computer, with which to monitor the patient's clinical information. On the second arm is Brandon's top of the range Astralite, a versatile, high quality light used for minor surgical procedures.

A Further 16 Atlas™ Medical Supply Pendants, are at the head of the bed to maximize the number of patient services immediately accessible around the patient bed whilst minimizing the area occupied. This is done without compromising the pendants loading capacity, both in

terms of weight and amount of services available (gas outlets, power sockets, data points etc).

This can make working much easier for clinical teams in what is traditionally one of the most overcrowded and cramped areas of a hospital. The unique Multi-Function Rack mounted on the front of the pendant removes the need for long and bulky service heads and allows items to be added, moved or removed at a later date.

In addition to the unique pendant system, Brandon Medical also equipped the hospital with a range of Medipower IPS and UPS systems.



Collaborative Innovation Award



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## Symposia® - Digital Media for Healthcare

Over the last 12 months our Symposia® Medical AV Systems have received a number of awards commending this innovative technology.



The range delivers a complete range of Medical AV components, targeting a number of users and applications.

Symposia® connects medical professionals to a range of Audio Visual resources which can be accessed immediately from any location. All audio and video communications can be 2-way between locations.

The system integrates into a hospital's original communication system using IP technology. This includes video streams from endoscopes, surgical lights, room view cameras, ultrasound machines and Angio suites.

The system has been installed in a number of Hospitals and has received a great response from its users.

Coventry & Warwickshire Teaching Hospital's Professor Damian Griffin comments:

"The use of modern audio-visual technology has the potential to

revolutionise medical teaching. Here at Warwick Medical School and the University Hospital of Coventry and Warwickshire we have built a Surgical Training Centre including Brandon Medical's Symposia®. With eight simulated operating theatres, the new Centre provides an interactive experience to train junior surgeons and introduces experts to new techniques. We have already benefited from smart, flexible, easy to use A-V systems that links tutors, students and a seminar audience. Delegates who are not physically present can virtually join from remote locations and we can extend our reach to include tele-mentoring, tele-monitoring, interactive medical lectures, and links to seminars and training rooms. All this will help us to achieve our goal of providing the best possible training for our students and doctors - all to the benefit of our patients."



Other installation sites include:  
**Leeds Oncology**  
**Beacon Hospital, Dublin**  
**Newcastle Surgical Skills Centre**  
**St Mary's Angiography, Paddington**