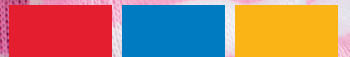




WE LISTEN.  
WE THINK DIFFERENTLY.  
WE FIND SOLUTIONS.

Medical devices that speak the language of the users.



We develop medical devices for hospital needs and specialise in individual, needs-oriented solutions that are developed in close collaboration with users and, in some cases, patients. We also optimise existing products in terms of user-friendliness and patient comfort. The focus is always on people.

**HSO is a brand of the Heintel Group.**

## Product navigation

Innovative and demand-oriented medical devices

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#### Legend

-  Product information
-  Areas of application
-  Material information

#### Imprint

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# IT'S ALL ABOUT THE CUT

Scalpels and blades



## SCALPELS AND BLADES



- **Range of blades** for scalpel handle No. 3 and handle No. 4
- **Range of scalpels:** disposable scalpels, disposable safety scalpels, stitch cutters, safety stitch cutters
- Extremely sharp, precise blades for clean and controlled cuts
- Constant blade geometry for reproducible results
- Secure hold of the blade on the scalpel handle
- Individually sterile packed
- Wide range of blade types and handles for different indications
- Simple, safe handling with no additional technical effort



- All blades are made of Swedish stainless steel.
- Manufacturer has an environmental management system certified according to ISO 14001
- Machines for product manufacturing come exclusively from Germany, Switzerland, France and the UK
- Manufacturer with more than 50 years of experience in manufacturing sterile disposable surgical instruments

### HOW TO SELL

#### Icebreaker: These are the topics that concern your customers

- High demands in terms of cutting precision and reliability
- Need for consistent, reproducible quality with minimal tissue trauma during every procedure
- Risk of cutting and stabbing injuries when changing blades
- Reliable blade sharpness – from the first to the last cut
- Different requirements depending on the field and application
- Blade compatibility with common scalpel handles

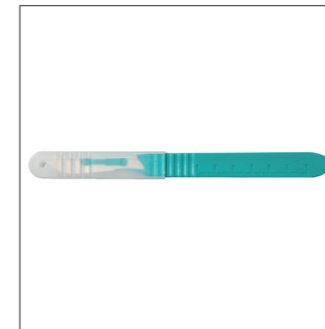
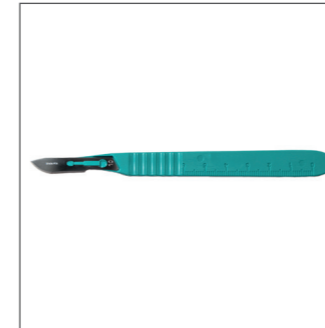
#### Target group: Scalpels and blades are needed here

Surgery | A&E | Dermatology | Pathology | Surgical centres | Outpatient clinics

#### Benefits: for clinics and clinic staff

- Improved surgical results due to high cutting precision
- Greater safety for operating theatre staff and doctors
- Time savings due to reliable quality without any additional work
- High user comfort even during longer procedures
- Cost-effectiveness due to the consistent quality and fewer complications

## DISPOSABLE SCALPEL

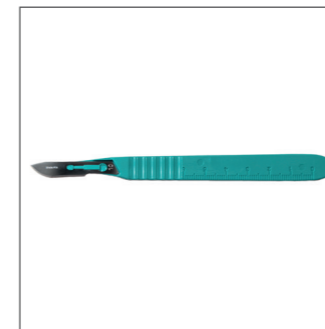


- For single use during surgical procedures and incisions envisaged: Incision for the free preparation and removal of excess tissue from the surgical field
- The blade is firmly mounted on the plastic handle and is protected by a sheath.
- The handle features metric scaling.
- For safety, all disposable scalpels have a removable protective cover.

### ITEM INFORMATION

Figure	item number	packaging unit (PU)
10	HSOS10	1 PU = 10 pieces
11	HSOS11	1 PU = 10 pieces
15	HSOS15	1 PU = 10 pieces
20	HSOS20	1 PU = 10 pieces
21	HSOS21	1 PU = 10 pieces
22	HSOS22	1 PU = 10 pieces
23	HSOS23	1 PU = 10 pieces
24	HSOS24	1 PU = 10 pieces

## DISPOSABLE SAFETY SCALPEL



### ITEM INFORMATION

Figure	item number	packaging unit (PU)
10	HSOSS10	1 PU = 10 pieces
11	HSOSS11	1 PU = 10 pieces
15	HSOSS15	1 PU = 10 pieces
20	HSOSS20	1 PU = 10 pieces
21	HSOSS21	1 PU = 10 pieces
22	HSOSS22	1 PU = 10 pieces

## STITCH CUTTER



- **Stitch Cutter Standard:** slightly rounded nose tip, which can be used to ensure that the patient's skin is not damaged or injured.
- **Stitch Cutter Long:** due to the long handle, it is excellent for procedures and distances that require greater visibility

### ITEM INFORMATION

Description	item number	packaging unit (PU)
Stitch Cutter Standard	HSOSTCS	1 PU = 100 pieces
Stitch Cutter Long	HSOSTCL	1 PU = 100 pieces

## SAFETY STITCH CUTTER



- Ideal for cutting modern suture materials
- Helps reduce the risk of injury from scalpel blades before, during and between the individual surgical steps as well as after use and to minimise this during disposal
- Designed for one-handed use

### ITEM INFORMATION

Description	item number	packaging unit (PU)
Safety Stitch Cutter	HSOSS-STITCH	1 PU = 10 pieces

## STANDARD BLADES FOR HANDLE NO. 3 AND HANDLE NO. 4

### STANDARD BLADES FOR HANDLE NO. 3

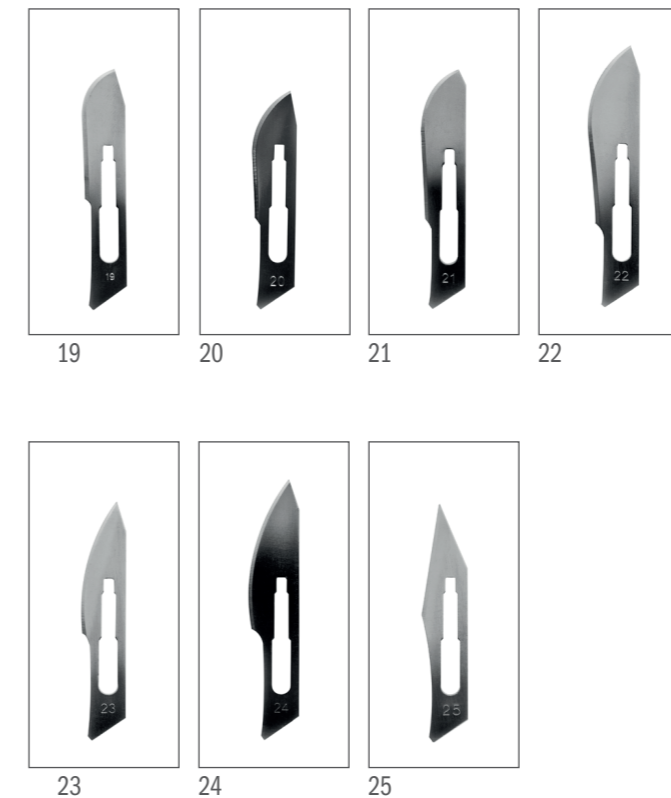


### ITEM INFORMATION

Figure	item number	packaging unit (PU)
10	HSOK10	1 PU = 100 pieces
10*	HSOK10A	1 PU = 100 pieces
11	HSOK11	1 PU = 100 pieces
11*	HSOK11P	1 PU = 100 pieces
12	HSOK12	1 PU = 100 pieces
15	HSOK15	1 PU = 100 pieces

\*on request

### STANDARD BLADES FOR HANDLE NO. 4



### ITEM INFORMATION

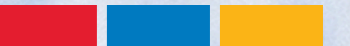
Figure	item number	packaging unit (PU)
18*	HSOK18	1 PU = 100 pieces
19	HSOK19	1 PU = 100 pieces
20	HSOK20	1 PU = 100 pieces
21	HSOK21	1 PU = 100 pieces
22	HSOK22	1 PU = 100 pieces
23	HSOK23	1 PU = 100 pieces
24	HSOK24	1 PU = 100 pieces
25	HSOK25	1 PU = 100 pieces

\*on request

Our range of blades also includes microblades. If you are interested, we would be happy to make you an individual offer, you just need to tell us the blade size.

# GRIP IN ANY POSITION

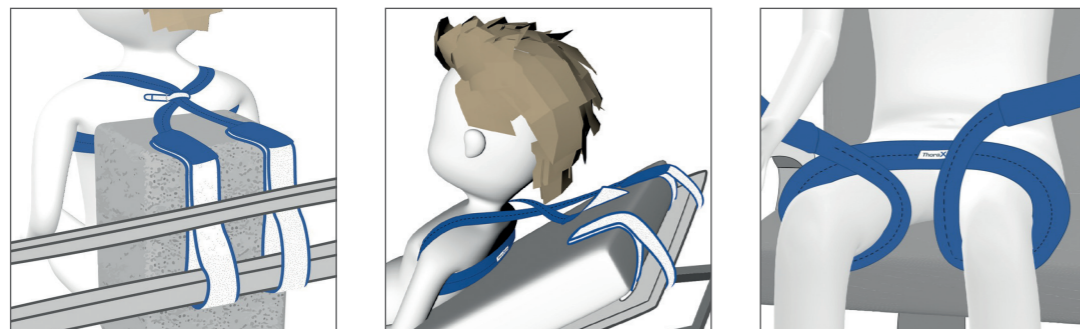
Fixation and stabilisation



## THORAXSAFE



Productvideos



- Multifunctional thorax belt
- Developed with de-escalation managers, intensive care physicians and physiotherapists
- Prevents falls and thus reduces complications and subsequent costs



- Immobilisation where a patient has a strong urge to move
  - Intensive care while lying in bed (e.g. stabilisation after surgery)
  - Sitting in a transverse bed (e.g. physiotherapy treatments)
  - Sitting in a wheelchair or armchair (e.g. protection against slumping or slipping)



- Softly padded thorax belt
- High wearing comfort

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How do you support patients with no pelvic or upper body control?
- What do you do when patients try to get out of bed or wriggle out?
- How do you ensure you prevent falls without permanent supervision?

#### Target group: This is where the ThoraXsafe is needed

Intensive Care Unit | Neurology | Wards with elderly patients | Nursing homes

#### Benefits: for clinics and clinic staff

- Nursing staff do not have to stay with patients all of the time – more time for other tasks
- Minimising the risk of injury and the costs of hospital stays
- Safe sitting or lying for neurologically impaired or elderly patients.

### ITEM INFORMATION

Description	item number	packaging unit (PU)	note
ThoraXsafe set: two Velcro straps, one fixation strap, one safety strap with metal eyelet	HSOTF01	1 PU = 4 sets	each individually wrapped

## SAFEFIX



- Softly padded hand and finger fixation for adults and children
- Two available variants: SafeFix with a mesh structure or double padded
- Legally not a measure which restricts freedom – no restraint on beds or furniture
- Single-use product



- Protection for patients who are a danger to themselves
- Prevents manipulation of infusions, catheters, drains or life-sustaining technical devices
- Warming measure for the hands



- Very comfortable, soft material

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How often do you get patients trying to remove catheters or cannulas?
- Do patients scratch, extubate or endanger themselves or others?
- What are the challenges your nursing staff face?

#### Target group: This is where the SafeFix is needed

Intensive Care Unit | Neurology | Wards with elderly patients | Nursing homes

#### Benefits: for clinics and clinic staff

- Increased patient safety without a risk of injury
- Relieving the burden on nursing staff by reducing the need for monitoring
- Gentle solution for patients with restlessness, delirium, dementia or neurological impairments

### ITEM INFORMATION

Description	hand length	item number	packaging unit (PU)
SafeFix Basic M	15 cm	HSOSAFIX4000	1 PU = 10 pairs
SafeFix Basic L	18 cm	HSOSAFIX5000	1 PU = 10 pairs
SafeFix Child XS	9 cm	HSOSAFIX1000	1 PU = 10 pairs
SafeFix Child S	10 cm	HSOSAFIX2000	1 PU = 10 pairs
SafeFix Child M	14 cm	HSOSAFIX3000	1 PU = 10 pairs

## CROSSSEAT



Productvideos



- Versatile mobilisation chair
- Attachment to any commercially available hospital or nursing bed (strap system is included)
- Air filling quantity can be adapted to the patient's weight and body shape
- Can be combined with the CrossSeat Table for more independence, e.g. independent eating in the transverse bed



- Care and care of patients in the transverse bed
- Efficient and easy mobilisation with no technical effort
- Combination with ThoraXsafe for stabilisation or fixation in the chest or pelvic area in the transverse bed



- Very light (5 kg)
- Foldable and stowable in a compact bag with the patient to save space

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How much storage space do you have for your current transverse bed chair?
- Does your current model fit in every bed and is it universally compatible?
- How satisfied are you with the weight, handling and sitting comfort?

#### Target group: This is where the CrossSeat is needed

Intensive Care Unit | Nursing homes - to mobilise older or more immobile patients

#### Benefits: for clinics and clinic staff

- Space-saving, easy to transport and intuitive to use
- Maximum comfort for patients during mobilisation
- Particularly suitable for areas with limited storage capacity

### ITEM INFORMATION

Description	item number	packaging unit (PU)	note
CrossSeat	HSOCS02SET	1 PU = 1 piece	inflatable, made of PVC, inc. starter set of fastening straps (3 sets each containing 3 straps)
Fastening straps	HSOCSFIX02	1 PU = 15 sets	each set includes 3 straps
Pump	HSOHS-318	1 PU = 1 piece	
Repair kit	HSOCSREP	1 PU = 1 set	each set contains 1 PVC adhesive and 1 PVC strip 10x10 cm
CrossSeat Table	HSOCST01	1 PU = 1 piece	

## SAFEBELT



Productvideos



- Belt system to prevent falls in wheelchairs, body chairs and transport chairs
- Put on while sitting, so lifting patients is not necessary
- Individually adaptable: belt can be adjusted in several places
- Washable belt system in the event of soiling, e.g. by urine, stool or food



- Prevents the upper body from sliding forwards, slipping downwards or tilting forwards
- High level of safety thanks to a combination of Velcro and click system on the belts
- Unintentional opening by patients not possible



- Quick-release fastener using a click system - the product does not require keys or magnets
- Washable

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- What do you do if patients in wheelchairs or armchairs are sitting in an unstable way or stand up constantly?
- How do you currently lift patients to put on products to prevent falls?
- Do you often need several people to set up safety systems?

#### Target group: This is where the SafeBelt is needed

Neurology | Wards with elderly or cognitively impaired patients | Nursing | Nursing homes

#### Benefits: for clinics and clinic staff

- Significant reduction in staff costs
- Safe, stable sitting position - protection against falling out or forwards or slipping down
- Easy, quick and intuitive to put on

### ITEM INFORMATION

Description	item number	packaging unit (PU)
SafeBelt	HSOSAFEBELT	1 PU = 3 pieces

## OPFIX



- Two-piece hand and foot fixation with freedom of movement for fingers



- Confident handling of aggressive or restless patients
- Stabilises the joint and thus the position of the limbs where cannulas or drains are placed or life-sustaining technical equipment is positioned
- For situations in which patients have to be repositioned or for example during surgery



- Very soft, high-quality material
- Product variant OPFix Soft with fixed sutured fixation strap (saves time and work steps)

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How do you deal with patients who display acute aggression or pose a danger to themselves or others?
- What do you do if sedation with medication is not possible or useful?
- What safety solutions are you currently using, and what are their limitations?

#### Target group: This is where the OPFix is needed

Intensive Care Unit | Anaesthesia | Surgery

#### Benefits: for clinics and clinic staff

- Less work as the system is quick and easy to set up
- Relief for the team in challenging patient situations

### ITEM INFORMATION

Description	item number	packaging unit (PU)
OPFix with metal ring	HS00PFIX1000	1 PU = 25 pairs
OPFix with plastic ring	HS00PFIX1000P	1 PU = 25 pairs
OPFix Soft	HS00PFIX800	1 PU = 25 pairs
Fix Band	HSOFIXBAND6000	1 PU = 100 pieces

## PROFIX



- One-piece, softly padded hand splint for patients of all ages
- For stronger or more active people, it is also available with an additional splint with a reinforced aluminium core as ProFix Extra
- Can be customised as desired



- For immobilisation of the wrist for patients with arterial cannulas and peripheral infusions



- Padded with foam

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- What supporting measures do you currently use when placing cannulas?

#### Target group: This is where the ProFix hand splint is needed

Intensive Care Unit | Neurology | Rehabilitation | Nursing

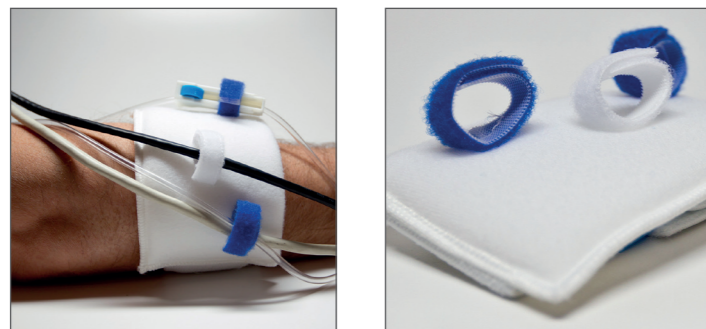
#### Benefits: for clinics and clinic staff

- Prevention of contractures
- High wearing comfort
- Relief for nursing and therapy

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
ProFix Standard	one-piece, blue 22 cm long, 9 cm wide	HSOPF22	1 PU = 25 pieces
ProFix Extra	one-piece, blue 22 cm long, 9 cm wide	HSOPF22H	1 PU = 25 pieces

## TRANSFIX



- Structured cable and tube management system consisting of a soft, extra-wide cuff for fixing tubes and cables
- Three Velcro fasteners on the padded cuff for organised attachment



- Keeps order and clarity when repositioning patients who have many cables, tubes, etc.



- Foam cuff

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- Have you experienced situations of dislocation or leakage?
- How satisfied are your nursing staff with the current solution?
- Have there been any complaints from patients?
- How reliable is your cable management solution for mobile or restless patients?

#### Target group: This is where TransFix is needed

Intensive Care Unit | Anaesthesia | A&E | IMC

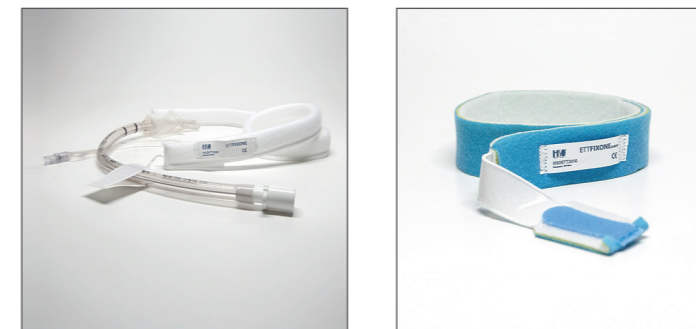
#### Benefits: for clinics and clinic staff

- Ensures secure fixation with no tensile load · Maximum comfort for patients during mobilisation
- Reduces complications and saves time in everyday care, for example optimal catheter management for patients who have to be transported or for a constant overview even in an emergency
- Standardised and easy-to-use solution

### ITEM INFORMATION

Description	item number	packaging unit (PU)
TransFix	HSOTRFIX4000	1 PU = 25 pieces

## ETTFIX ONE or ETTFIX SILIKON



- One-piece strap for fixing endotracheal tubes
- Fixation: placement of the strap on the tube or at the back of the head – Velcro strip must always stick to the tube!
- ETTFix Silicone:
  - Further development of ETTFix One with a continuous silicone layer applied to the elastic band to optimise adhesion



- To prevent unintentional extubation or tube slipping during endotracheal treatments
- ETTFix silicone: particularly suitable for patients with high quantities of saliva due to its strong adhesion

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How do you currently fix endotracheal tubes?
- Have there been any skin problems or dislocations?

#### Target group: This is where ETTFix or ETTFix silicone is needed

Intensive Care Unit | Anaesthesia | A&E | IMC

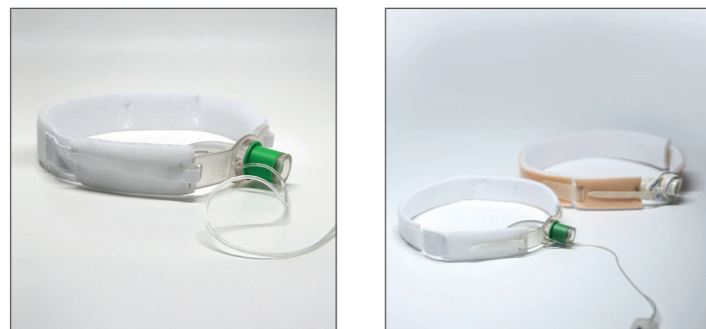
#### Benefits: for clinics and clinic staff

- Greater patient safety
- Fewer reintubations
- Time saving

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
ETTFix One	one-piece, white	HSOETT2000	1 PU = 25 pieces
ETTFix Silikon	one-piece, blue	HSOETT2010	1 PU = 25 pieces

## TTFIX



- Strap with Velcro fasteners for easy and quick fixation of tracheostomy cannulas
- TTFix Two is a two-piece and TTFix Three is a three-piece strap
- Both product variants are compatible with all common cannula labels



- Flexible strap – can be used for different neck circumferences

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- Have you experienced situations with dislocation or a tensile load?
- Have there been any complaints on from the nursing staff or patients?
- How do you rate the stability of the current fixation?
- How often do adjustments have to be made?

#### Target group: This is where TTFix is needed

Intensive Care Unit | Anaesthesia | A&E | IMC

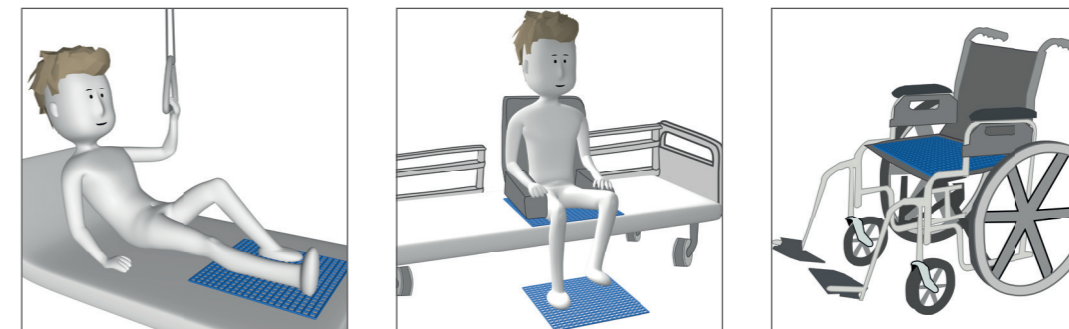
#### Benefits: for clinics and clinic staff

- Enables stable and tension-free fixation
- Reduces unplanned re-fixation and relieves the burden on the nursing staff

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
TTFix Two	two-piece, white	HSOTTFIX3010	1 PU = 25 pieces
TTFix Three	two-piece, white	HSOTTFIX3030	1 PU = 25 pieces

## STICK & STOP ANTI-SLIP MESH



- Anti-slip mat for more safety and grip
- Simple to use and at the same time enormously helpful



- Helps to sit patients up straight in the hospital bed
- Prevents them from slipping down, e.g. in a wheelchair, bed and armchair



- Anti-slip surface

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How do you currently prevent patients from slipping down in a bed or wheelchair?
- Are there situations in which patients are not lying or sitting in a stable manner despite positioning aids?
- How much time does your team need for repositioning patients?

#### Target group: This is where the Stick & Stop anti-slip mesh is needed

Intensive Care Unit | Care | Geriatrics | Rehabilitation

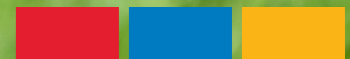
#### Benefits: for clinics and clinic staff

- Greater safety
- Less restocking
- Relief for nursing staff

The Stick & Stop anti-slip mesh can be ordered on request.

# PRECISION THAT PROVIDES SAFETY

Diagnostics



## HSO SafeHeat SET



- SafeHeat Pad: generates constant heat by means of a chemical reaction with air
- SafeHeat glove: optimally distributes heat to the limbs
- Constant heat on the limbs for up to 12 hours – safe and hygienic
- Single-use product



- Bedridden people with a pronounced feeling of cold in the limbs



- Glove is made of cotton fleece
- Pad and its filling is made up of iron, water, diatomite, activated carbon, sodium chloride

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- What do you do if patients have cold hands or feet?
- What solutions are you currently using for centralised patients?
- How do you ensure that the warming of the limbs is controlled and safe?

#### Target group: This is where the SafeHeat is needed

Intensive Care Unit | Anaesthesia | Neurology | Oncology

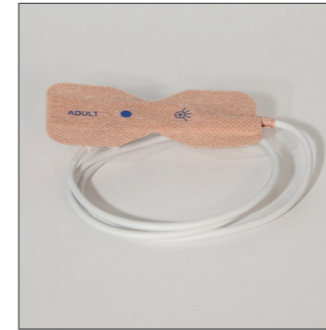
#### Benefits: for clinics and clinic staff

- Safe warming of the limbs
- Replacement of any unsafe temporary solutions and the associated time savings

### ITEM INFORMATION

Description	item number	packaging unit (PU)	note
HSO SafeHeat Set	HSOSAFEHESETN	1 PU = 1 packet	sufficient for 20 applications
SafeHeat Glove	HSOWHAND02	1 PU = 1 packet	sufficient for 20 applications
SafeHeat Pad	HSOWPAD01N	1 PU = 1 packet	sufficient for 20 applications

## SpO<sub>2</sub> SENSORS



SpO<sub>2</sub> BUTTERFLY SENSOR



SpO<sub>2</sub> SENSOR L-SHAPE



SpO<sub>2</sub> SENSOR FINGERSENSOR



SpO<sub>2</sub> SENSOR SOFT CAP „FROG SENSOR“



### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- Have there been any cable breaks or contact problems?
- How reliable are the measured values in everyday clinical practice?
- Have you had any discussions about the cost per patient or per day?
- Is the handling simple and efficient for the nursing staff?

#### Target group: This is where the SpO<sub>2</sub> sensors are needed

Intensive Care Unit | IMC | Anaesthesia | Surgery | A&E | Cardiology | Geriatrics

#### Benefits: for clinics and clinic staff

- Reliable measured values even when moving or in difficult patient conditions
- Proven technical compatibility with existing systems
- Stable measurements

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
SpO <sub>2</sub> Butterfly Sensor	suitable for Nellcor-OxiMax™, HP, Mindray and other Nellcor-OxiMax™-compatible modules	HSOA1418-SA03MD	1 PU = 25 pieces
SpO <sub>2</sub> Butterfly Sensor	suitable for Nellcor-OxiMax™, HP, Mindray and other Nellcor-OxiMax™-compatible modules	HSOA1418-SA03*	1 PU = 25 pieces
SpO <sub>2</sub> Sensor L-Shape	Nellcor-OxiMax™	HSOA1418-SN07MD*	1 PU = 25 pieces
SpO <sub>2</sub> Sensor L-Shape	GE	HSOA2520-SN07	1 PU = 25 pieces
SpO <sub>2</sub> Frog sensor	HP/Phillips	HSOA0816-SA106PU*	1 PU = 1 piece
SpO <sub>2</sub> Frog sensor	Nellcor-OxiMax™	HSOA1418-SA203MU	1 PU = 1 piece
SpO <sub>2</sub> Fingersensor	mit GE Stecker	HSOA2520-SA03	1 PU = 25 pieces

\*These SpO<sub>2</sub> sensors can be ordered on request.

# BULL'S-EYE FOR HYGIENE

Urine management



## H500



- Urine meter for easy urine collection and measurement of urine volume
- Closed system consisting of a drip chamber with check valve, needle-free sampling point on the connector and drip-free bottom outlet valve
- Precise measuring chamber and drainage bag each with check valve and hydrophobic filter
- Universal attachment option with straps, cord or fold-out double hooks

## H6 PLUS



- Closed urine drainage system
- Bottom outlet valve opens and closes precisely and is drip-proof (flexible funnel connector)
- Sampling at the port is needle-free
- Connector to the catheter, including the sampling port, is very easy to clean in a hygienic manner
- Sliding clamp on the tube to open and close the urine collection bag
- Four options for fastening or hanging



- Disposable product
- Latex-free, non-sterile

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How do you currently ensure accurate urine measurements?
- Are there reading errors or backlogs in the system?
- What role do needle-free systems play for you?

#### Target group: This is where the H500 is needed

Intensive Care Unit | Anaesthesia | Urology | IMC | Inpatient care | Intensive care

#### Benefits: for clinics and clinic staff

- Closed system for maximum hygiene – reducing the risk of retrograde bacterial contamination of the bladder

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
H500*	2,000 ml bag, 500 ml measuring chamber, 1.5 m tube length	HSOH5001502LN	1 PU = 10 pieces individually packed
H500	3,500 ml bag, 500 ml measuring chamber, 1.5 m tube length	HSOH500150N	1 PU = 10 pieces individually packed
Interchangeable bag	3,500 ml	HSOH500WB	1 PU = 60 pieces individually packed

\*on request. Minimum order: 6,000 pieces

### HOW TO SELL

#### Icebreaker: Questions to ask your customers

- How satisfied are you currently with your existing urine drainage system in daily handling?
- Where do you see the biggest challenges with your current bags – hygiene, backflow problems or ease of use?
- What requirements are most important to you in a closed system – infection prevention, safety or cost-effectiveness?

#### Target group: This is where the H6 Plus is needed

Intensive Care Unit | IMC | Nursing | Inpatient care | Intensive care | Urology

#### Benefits: for clinics and clinic staff

- Precise measurement
- Hygienic system
- Easy integration

### ITEM INFORMATION

Description	note	item number	packaging unit (PU)
H6 Plus	with hard tube	HEICSB2000P	1 PU = 25 pieces
H6 Plus	with soft tube	HEICSB2000P-S	1 PU = 25 pieces

**WE ARE THE HOME OF HEALTHCARE.  
WE ARE THE HEINTEL GROUP.**

