



Turning Patients Toward
Positive Outcomes



Distributor Information



Mercy Medical Equipment Company
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SAM UEI: SN3TFMPA2TH6

Cage: 078W2

ECAT Hospital Supply & Equipment: SPE2DH21D-0057

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Prone positioning is now considered a standard of care for patients with respiratory complications such as ARDS, and has been shown definitively in clinical trials to improve survival. However, the difficulty of placing patients prone manually often limits its practice. As cooler weather signals the start of respiratory season, these types of illnesses typically begin to rise in October, according to the Centers for Disease Control and Prevention.

I am pleased to introduce you to the Pronova-O₂™ Automated Prone Therapy System from Turn Medical, available through Mercy Medical, to address the growing need for a safer, simpler, and more cost effective alternative to the labor-intensive and risky manual repositioning of these patients by healthcare staff.

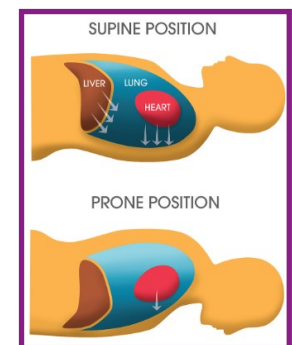
The Pronova-O₂™ is available from Mercy Medical, a Service-Disabled, Veteran Owned Small Business (SDVOSB) on Federal Supply Schedule Contract (FSS).

The Pronova-O₂™ provides three therapies: prone therapy, prone therapy with continuous lateral rotation (CLRT), and supine CLRT. Designed with input from critical care nurses with years of successful experience in prone positioning, this system provides a safe, effective, and efficient way for clinicians to move patients into the prone position and to maintain their safety and comfort by easily rotating their position from side to side as needed.

The Pronova-O₂™ also offers the added benefit of saving approximately \$2,500 per patient (based on a 5-day length of stay, nurse/physician avg. cost, materials) when compared to manual prone positioning and at the same time, helps mitigate risk of injury to patients and caregivers.

Turn Medical was launched in 2018 in response to substantial research promoting the benefits of prone positioning for critically ill patients with respiratory distress. The Pronova-O₂™ Automated Prone Therapy System, is based on over 140 years of successful experience providing prone positioning solutions in the Critical Care environment.

The primary goal of all interventions and treatments for Acute Respiratory Distress Syndrome (ARDS) is to improve oxygenation for the patient while treating the underlying cause. Prone positioning relieves pressure from the heart and abdomen on the lungs and assist in the removal of the fluid in the alveoli, which allows the alveoli to resume the life-giving exchange of oxygen and carbon dioxide. This results in improved oxygenation when the balance between blood and air flow is restored. This also helps patients get off the ventilator more quickly, which protects them from possible lung injuries caused by the excess mechanical stretching of areas of the lungs. Heart function may also benefit from prone positioning, improving blood flow as the blood vessels in the lungs become less constricted. When the heart pumps more efficiently, oxygen is delivered more quickly to the whole body, which enhances the healing process.



Common risk factors for patients who are in the prone position in the ICU include skin breakdown and edema (swelling). Approximately 40-50% of patients placed in the prone position will develop a pressure injury with ≈ 70% occurring on the face and chest. Inteliderm Powered Skin Protection™ was developed to protect patients in the prone position from pressure injury development by providing active microclimate management for pressure reduction, moisture removal, friction protection and temperature reduction. It is the only powered microclimate management solution on the market today in automated prone therapy devices.

The Pronova-O2™ Automated Prone Therapy System offers the following:



IntelliDerm™ Powered Skin Protection

- Active microclimate therapy to reduce risk for skin breakdown
- Protects patients face and chest
- Single patient use



Intuitive User Interface

- Rapid product competency for practitioners
- Ability to initiate therapy quickly and easily
- Designed with input by critical care nurses



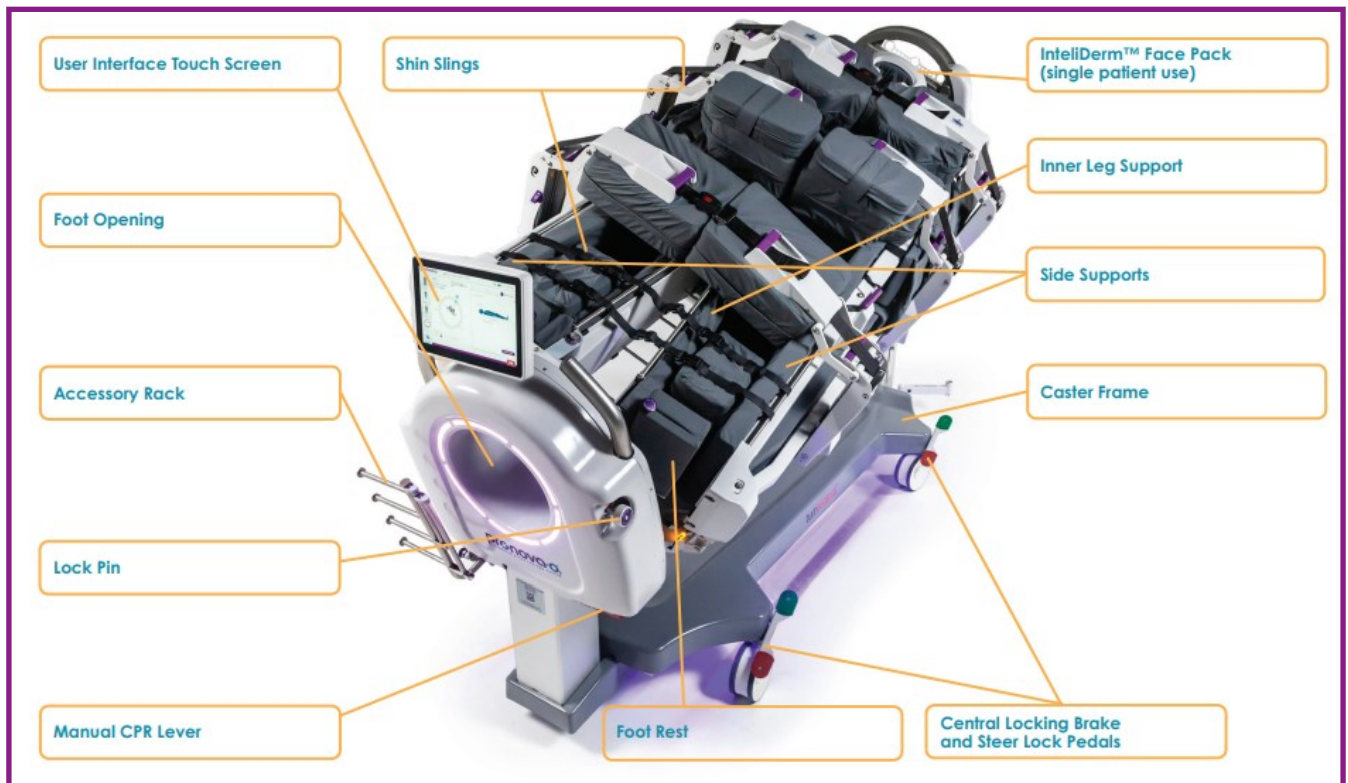
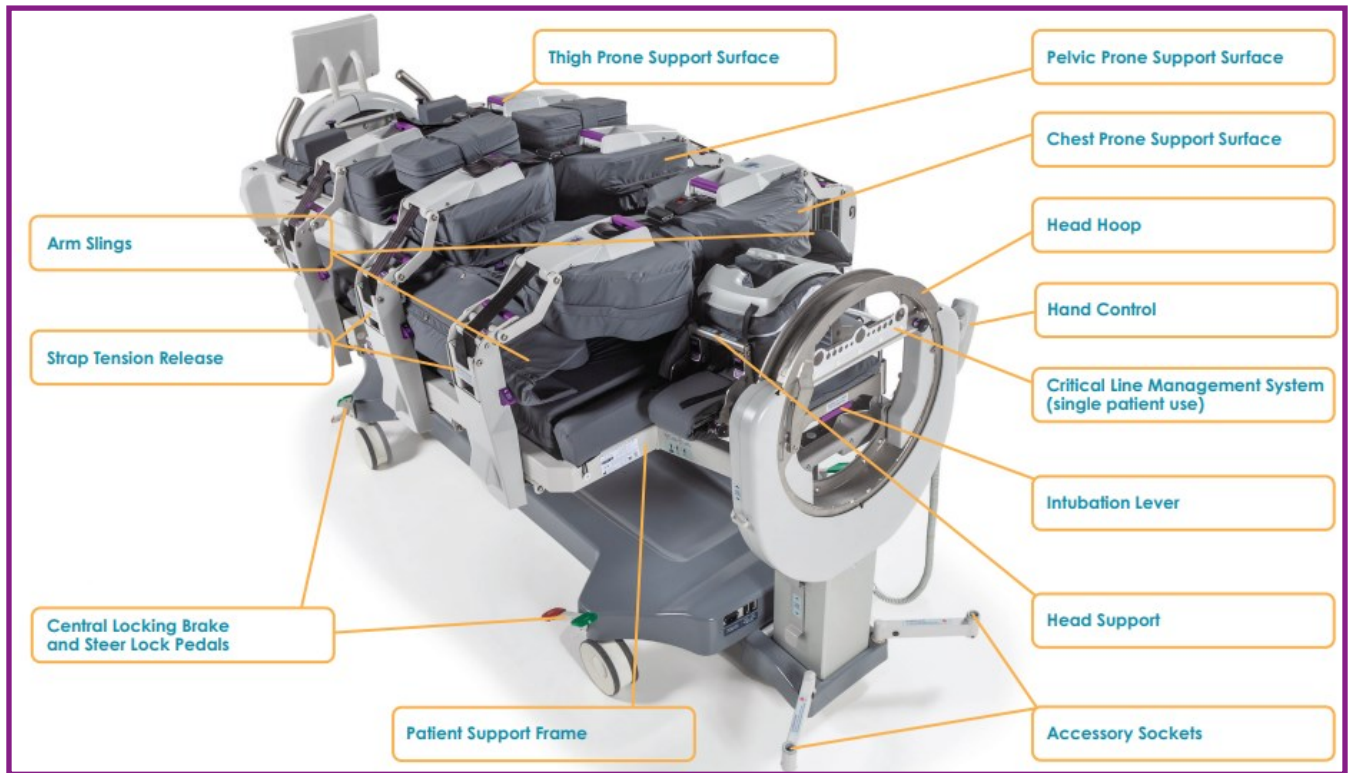
Modern & Efficient Design

- Integrated surface components
- No removable parts to help reduce cross-contamination
- Wide surface (37") accommodates up to a 400-pound patient
- Ergonomic design allows greater visibility and access to critical areas for treatment
- Created and tested by healthcare professionals to ensure clinical needs were met
- Streamlined product cleaning processes



1. The system shall be fully **Automated** and allow a single caregiver to safely prone a patient at the touch of a button.
2. The system shall provide **Prone Therapy** which is considered standard of care and has been clinically demonstrated to improve oxygenation, reduce ventilator induced lung injury, and decrease mortality.
3. The system shall provide **advanced continuous lateral rotation therapy** up to 65 degrees in either the prone or supine positions.
4. The system shall have a **powered skin protection system** consisting of a **single-patient-use** face pack and chest wedge that uses positive pressure to help reduce pressure injuries by managing the **microclimate** of the skin.
5. The system shall accommodate a **patient weight** up to 400 lb.
6. The **system surface** shall be a minimum of 37 in.
7. The system shall have a **hand control** that allows one caregiver to monitor lines and tubes during rotation to and from the prone position and also allows CPR to be performed by using the hand control at the head of the unit.
8. The system shall have **integrated surface components** with limited removable parts for nurse protection and infection control.
9. The system shall have an intubation lever to position the head for ease of intubation and access to critical lines.
10. The system shall contain **radiolucent panels** that allow for imaging and critical bedside procedures.
11. The system shall have an occiput panel for access to critical lines, heat dissipation and pressure relief.
12. The system must support a max reverse Trendelenburg angle of 16° to help improve oxygenation, ventilation, and offload pressure.
13. The **weight** of the entire system shall not exceed **800 lb.**
14. The system shall have a **single-patient-use critical line management system** to aid in avoiding dislodgement of lines and tubes.
15. The system shall include a **single-patient-use Abdominal Sling** comprised of breathable material that provides support for the abdomen when the patient is placed in the prone position.
16. The system shall offer **Central Locking brakes** for safety and convenience and **Steer Lock** to increase mobility and reduce drift.
17. The system shall have **Digital Therapy Meters** to allow caregivers to easily track daily and cumulative therapy time.
18. The system shall have a **Built In Digital Scale** for weighing patients without transfer and that is accurate to +/- 2% for weight greater than 100 lb. and +/- 2 lb. for weight less than 100 lb.
19. The system shall perform **CPR Functions** from a Touch Screen or Manually to allow a patient to be rapidly returned to supine position for CPR or to the prone position if the patient is prone dependent.

A review of some of the major components of the PronovaO₂™ for ease of use.





STANDARD WARRANTY

Turn Medical's goal is to provide the highest level of support to our customers. In that spirit, Turn Medical is proud to offer the following warranty.

GENERAL WARRANTY (APPLICABLE UNLESS A SPECIFIC WARRANTY IS LISTED)

Turn Medical warrants to the original purchaser that its products and replacement parts shall be free from defects in material and workmanship for a period of one (1) year from date of delivery. Turn Medical's obligation under this warranty is expressly limited to supplying replacement parts and/or service for, or replacing, at its option, any product which is, in the sole discretion of Turn Medical, found to be defective. In addition to the foregoing one-year warranty, Turn Medical warrants to the original purchaser that the frame and welds on its products will be free from structural defects for a period of five (5) years. Any product upgrade or modification initiated by Turn Medical does not affect the original product warranty. To obtain parts and service, call Turn Medical at (855) 275-8876, Monday through Friday. In order to expedite service, we request you furnish the following information: customer account number, product serial number, and description of problem. A qualified specialist will provide troubleshooting assistance via telephone for facility personnel and provide necessary parts to make repairs. If troubleshooting determines the need for on-site technical service, a qualified service representative will be dispatched. If requested by Turn Medical, products or parts for which a warranty claim is made shall be returned prepaid to Turn Medical's factory.

PARTS AVAILABILITY POLICY

Turn Medical will offer parts for new and remanufactured products for ten (10) years from date of sale. Note: some original component parts and assemblies may not be available; functional equivalents may be substituted. THE FOREGOING WARRANTIES ARE EXCLUSIVE AND IN LIEU OF ALL OTHER EXPRESS WARRANTIES AND IMPLIED WARRANTIES, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS OF PURPOSE. Turn Medical's OBLIGATION UNDER THESE WARRANTIES SHALL NOT INCLUDE ANY LIABILITY FOR LOSS OF PROFITS, DIRECT, INDIRECT OR CONSEQUENTIAL DAMAGES OR DELAYS. Some states, provinces, or countries do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusion or limitation may not apply. Any improper or negligent use, any alterations or repairs not in accordance with Turn Medical manuals or performed by others in such manner as in Turn Medical's sole judgment affects the product materially and adversely, shall void these warranties. These warranties do not cover failures due to misuse, abuse, neglect, or lack of routine maintenance. No employee or representative of Turn Medical is authorized to change these warranties in any way or grant any other warranty unless in writing and signed by a Turn Medical officer. These warranties provide specific legal rights; but, there may be other available rights, which vary from state to state, province to province, or country to country.



Service Contracts

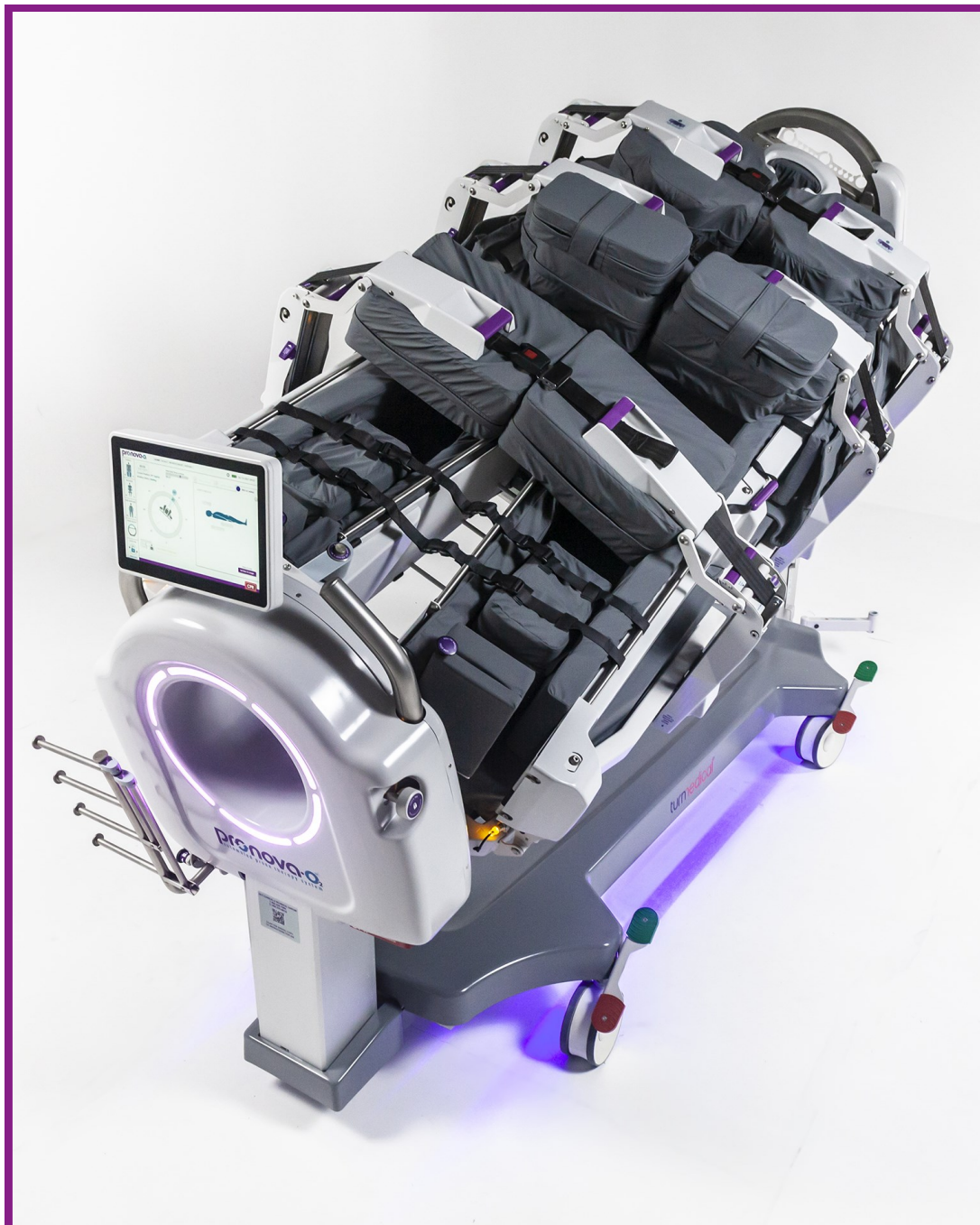
Turn Medical understands the importance of service to safely and reliably maintain high standards of product performance. We are confident that one of our service support packages will fit your budget and compliance needs to ensure your facility minimizes disruptions in service and patient care. Whether you are looking for a Comprehensive, Preventative Maintenance, or Limited Contract, feel assured we have a plan that fits your service and maintenance needs.


Services Performed Meets OEM Recommended Maintenance and Safety Standards	Pronova-O ₂ COMPREHENSIVE (All Inclusive)	Pronova-O ₂ PREVENTATIVE MAINTENANCE	Pronova-O ₂ LIMITED
Annual Scheduled PM Inspection (Labor, Parts, Travel)	✓	✓	✓
Onsite support 8:00 AM – 5:00 PM	✓	✓	✓
24/7 Remote Technical Support	✓	✓	✓
Software Upgrades	✓	✓	✓
Annual Environmental Services Refresher Training	✓	✓	✗
4 Deep Cleanings per year	✓	✗	✗
2 Deep Cleanings per year	✗	✓	✗
Annual Cushion Replacement	✓	✗	✗
Loaner Unit provided for asset down 24 hours or longer	✓	✗	✗
On Demand Transfer Between Local System Facilities <ul style="list-style-type: none"> • 4 per-year • Within 30 miles • 24-hr lead time (Normal business hours) 	✓	✗	✗
Repair Parts Included	✓	✗	✗
10% parts discount on Unscheduled Repairs	✗	✓	✗
5% parts discount on Unscheduled Repairs Labor	✗	✗	✓

The Pronova-02™ is listed on the Federal Supply Schedule and the ECAT. For capital and rental pricing, please contact Turn Medical at 855.275.8876

Federal Supply Schedule V797D-50479 FSS Product Listing

ECAT SPE2DH21D0057 Product Listing



VA  U.S. Department of Veterans Affairs		VA-FSC VENDOR FILE REQUEST FORM	
<input type="checkbox"/> NEW		<input type="checkbox"/> UPDATE	
DATE (MM-DD-YYYY)			
VA FACILITY INFORMATION		PAYEE/VENDOR INFORMATION	
STATION NUMBER <input type="checkbox"/> NCA <input type="checkbox"/> VHA <input type="checkbox"/> VBA		<input checked="" type="checkbox"/> COMMERCIAL VENDOR REGISTERED IN SAM.GOV <i>(Required LAW FAR 4.1102)</i>	
STATION CONTACT		UNIQUE ENTITY IDENTIFIER (UEI) SN3TFMPA2TH6	
STATION PHONE NUMBER STATION FAX NUMBER		EFT IDENTIFIER 	
STATION EMAIL ADDRESS		SSN/TIN 742372937	
PAYEE/VENDOR TYPE (Select one)		NPI 1508966904	
<input type="checkbox"/> C - COMMERCIAL/JALAC <input type="checkbox"/> F - FEDERAL AGENCY FACTS ID		<input checked="" type="checkbox"/> SMALL BUSINESS - PAYEE/VENDOR MUST BE QUALIFIED AS SMALL BUSINESS IN SAM OR FURNISH SBA CONFIRMATION	
<input type="checkbox"/> E - EMPLOYEE <input type="checkbox"/> O - FOREIGN		PAYEE/VENDOR NAME Mercy Medical Equipment Company	
<input type="checkbox"/> I - INDIVIDUAL/HONORARIUM <input type="checkbox"/> A - AGENT CASHIER		DBA SAME	
<input type="checkbox"/> V - VETERAN <input type="checkbox"/> U - UTILITY		AUTHORIZED REPRESENTATIVE NAME MATTHEW PALMIERI	
<input type="checkbox"/> CAREGIVER <input type="checkbox"/> MEDICAL PROVIDER		EMAIL ADDRESS matt@emercymedical.com	
MISCELLANEOUS ACTIONS (Select one)		PHONE NUMBER 210-224-9714	
<input type="checkbox"/> WINRS <input type="checkbox"/> ASSIGNMENT OF CLAIMS <i>(All applicable documents)</i>		CURRENT ADDRESS (Include Street, City, State and Zip Code) 1303 S Comal San Antonio, TX 78207	
<input type="checkbox"/> BILL OF COLLECTIONS <input type="checkbox"/> SETTLEMENT/TORTS		PREVIOUS ADDRESS (Include Street, City, State and Zip Code) N/A	
<input type="checkbox"/> LGY ACCOUNT #		EFT/ACH (Required LAW 31 CFR Part 208)	
<p>FOR QUESTIONS REGARDING THIS FORM: <u>NVF CONTACT INFORMATION:</u></p> <p>VA-FSC CUSTOMER ENGAGEMENT: PHONE: 512-460-5380 EMAIL: VAESCCSHD@VA.GOV</p> <p>FOR ALL OTHER INQUIRIES: CUSTOMER CARE CENTER: 1-877-353-9791 STATION CARE CENTER: 1-866-372-1141</p> <p>SUBMIT ALL DOCUMENTATION VIA: SECURE FAX: 512-460-5221</p>		BANK NAME Broadway Bank	
		BANK ADDRESS (Include City, State and Zip Code) 1177 NE Loop 410 San Antonio, TX 78207	
		NINE-DIGIT BANK ROUTING NUMBER 114021933	
		ACCOUNT NUMBER 0000919225	
		ACCOUNT TYPE <input checked="" type="checkbox"/> CHECKING <input type="checkbox"/> SAVINGS	
<p>PRIVACY ACT STATEMENT</p> <p>The following information is provided to comply with the Privacy Act of 1974 (P.L. 93-579). All information collected on this form is required under the provisions of 31 U.S.C. 3322 and 31 CFR 210. This information will be used by the Treasury Department to transmit payment data, by electronic means to vendor's financial institution. Failure to provide the requested information may delay or prevent the receipt of payments through the Automated Clearing House Payment System.</p>		NAME AND TITLE OF AUTHORIZED REPRESENTATIVE Matthew Palmieri, Vice-President	
		SIGNATURE OF AUTHORIZED REPRESENTATIVE	
NORMAL PROCESSING TIME IS 3 - 5 BUSINESS DAYS. WE DO NOT ACCEPT INVOICES			



Pronova-O₂™ Rental Flowchart

