

Partnership is key for German contract

For German hospital, HSK Wiesbaden, its special relationship with Hill-Rom in the development of the AvantGuard™ Bed was a factor in its decision to re-equip with the hi-tech bed.



The 1,054-bed hospital, across two sites, has invested in 865 AvantGuard™ Beds for use across all departments.

The decision to opt for Hill-Rom's pioneering bed technology was taken after investigating and testing beds from four other suppliers, with the AvantGuard™ Bed a clear overall favourite.

The Wiesbaden hospital acknowledges one of the reasons the AvantGuard™ Bed met its expectations lay in the fact that it worked closely with Hill-Rom during the research and development phase of the product. The beds have now been in use for over a year. Initial concerns about manoeuvrability of the beds were solved by the addition of a fifth wheel.

Since then the hospital has conducted extensive staff and patient surveys on the AvantGuard™ Bed, yielding very positive feedback.

The hospital has been using a range of Hill-Rom therapy products since 1986.

HSK said: ***“The partnership relationship we have with Hill-Rom has been vital in introducing new bed technology. During the first phase, when the AvantGuard™ Bed was brand new to the hospital, the level of support was fantastic. This special partnership has been a very important factor in opting for Hill-Rom.”***