

SLE News



When the smallest thing matters



Above: The Neonatal Unit at the Republic Perinatal Center (Almaty, Kazakhstan) receives their first SLE5000.

SLE storms Kazakhstan

In 2007 the Kazakh Government tendered for a quantity of ventilators and CPAP devices. SLE won the tender for the ventilators, and earlier this year delivered 74 SLE5000's to equip every maternity unit in the country with at least one SLE5000.

Dr Erlan, President of Zhasnur, the SLE distributor in Kazakhstan said "The SLE5000 was chosen above a number of ventilators including the Sensormedics 3100A. They chose the SLE5000 because doctors can use the ventilators in several modes (not HFO only)".

"It was decided by the tender commission that SLE5000 is a new generation of infant ventilator and has excellent graphics monitoring" added Dr Erlan.



A new SLE5000 being used on a twin in Russia in the Neonatal Unit at Rostov-on-Don



A new SLE5000 being used in the Neonatal Unit at Omsk

QMS Audit

SLE successfully passed their triennial Quality Management System recertification inspection during the first week of October. The company was delighted to be told by SGS UK Ltd Auditor, Tony Lima, that the inspection "went very well" and that he was happy to recommend recertification of the company for a further three years.

"I am delighted that our Quality Management System has proved itself yet again" added Wayne Iddon, SLE's Quality Manager, "We couldn't have done it without the teamwork of every employee".

TTV+

Lung protective ventilation strategies in neonates are now accepted as a marker for improved ventilation outcomes. One such strategy is the use of a targeted tidal volume in pressure ventilation. The aim of TTV is to deliver a stable tidal volume at the lowest possible pressure. All this has to occur in the presence of a changing "lung environment", that also has a potential for a variable leak around the ET tube!!

TTV+ approaches this challenge by assuring a stable expired volume, with a leak adjustment capability within safe limits. TTV+ is an enhancement to the TTV mode that many users are familiar with on the SLE5000 and SLE4000. It can be used in all conventional ventilation modes and provides a stable tidal volume control according to the clinicians requirements.

TTV+ is a standard feature of the V4.3 software version that will be on global release late in 2008.

Mike's travels

SLE director Michael Donovan meeting earlier this year with the newly appointed Thailand Minister of Health Mr Chaiya Sasomsub.



Michael Donovan and Thailand Minister of Health Mr Chaiya Sasomsub.

SLE has had a strong growing presence in the Thailand market over many years, with almost all their University hospitals using one or more of the new SLE5000 HFO ventilator, and many country hospitals using High Frequency Ventilation (HFO) for the first time.

Thailand has traditionally had a strong relationship with British companies and has used many UK hospitals to assist in the training of their neonatal staff.

A word from the Managing Director



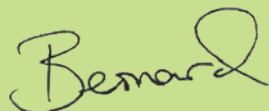
We have been very busy at SLE throughout 2008 and it resulted in our most successful year of sales of ventilators that we have ever experienced. Some of the success stories are mentioned in articles within this edition of the Newsletter.

We have again added to our staff to accommodate the increased production of ventilators. You can read about the more photogenic new members of staff elsewhere in this Newsletter.

During the summer we also spent a lot of time enhancing our product offering and as we look forward to 2009 we see many new software features on both the SLE4000 and SLE5000 ventilators.

We have also sought to reduce the cost of ownership with the introduction of the disposable flow sensor, more economic disposable circuits, and reduced servicing and overhaul programmes. We want to assure our customers that we will continue to add value to the products to help them more cost effectively and efficiently deliver patient care.

I hope you enjoy reading this Newsletter and find the various articles interesting and useful. If you have any comments regarding any aspect of this Newsletter, please do not hesitate to contact me here at SLE.



Bernard Nelligan
Managing Director

Brochure Update

All of SLE's brochures have now been updated to the new 2008 style.

Additionally, the SLE5000 brochure has now been translated into German, French and Spanish: all are available from stock.

Flow Sensor Update



SLE has launched a new disposable flow sensor for use on the SLE4000 and SLE5000 ventilators and SLE2100 monitor.

From the New Year, the sensor will be available in blue/violet, and has all the same characteristics and specifications as the reusable version (other than being autoclavable), and is less expensive, meaning that you can throw it away after every patient.

The sensor (part number N5301/05 for a pack of 5) is supplied sterile and is available from stock.

New Sensor Cable

SLE has launched a unique new sensor cable for use with all SLE4000 and SLE5000 ventilators.

This new cable is moulded in blue PVC containing a biocidal agent effective against bacteria including MRSA and E coli. The biocidal agent also gives resistance against odours, mould and mildew.



Whilst developing the cable, the engineers at SLE have also redesigned both connectors to improve strain-relief and to incorporate an improved grip at the flow-sensor connector.

The new grip design allows easy connection and disconnection from the flow sensor and speeds up circuit assembly.

The cable will be supplied with all new SLE4000 and SLE5000 ventilators and is also available as a replacement part (N6655).

Clinical Education

At SLE we provide a value-added service to ensure our customers have the appropriate level of knowledge regarding the clinical benefits and application of our range of ventilators.

Our dedicated team of professional clinicians have extensive, hands-on experience in the field of neonatology and liaise with clinicians on a peer to peer basis using the benefit of their clinical backgrounds. Both **Barbara Pilgrim** and **Chris Torey** work in partnership with our distributors and end-users and are on hand to provide clinical support on a global basis.

The utmost dedication is required to ensure that the needs of our customers are met, but the rewards are significant in the feedback that we derive from these customers, and the influence our team has on the positive outcomes for the infants we are assisting.

Should you wish to find out more about our clinical training programmes and support please contact either Barbara or Chris: bpilgrim@sle.co.uk or ctorey@sle.co.uk, or visit our web site for more details.

Barbara Pilgrim

Barbara has qualifications in General Nursing, Midwifery (Honours), Coronary Care Nursing and Intensive Care for Neonates and Infants (Honours).

As she hails from South Africa, most of her training and experience has been in that country, except for the Neonatal Intensive Care Nursing qualification, which was achieved at University College Hospital in London. Since 1982 she has managed, equipped and staffed several Neonatal and Paediatric ICUs.

In 1999 Barbara arrived in the UK to work for SLE. Her main role is to teach users how to use their SLE ventilators for their particular needs, and in the best interests of their infants, and help in elevating expertise where needed. "In doing so I have met the most wonderful and committed clinicians and nurses that makes my 'job' the best there is" adds Barbara.



Barbara Pilgrim

Chris Torey

Born in England but brought up in the United States, Chris spent many years training and subsequently working as a qualified Neonatal Respiratory Therapist in America.

Working in Georgia at the DeKalb Medical Center, Chris developed his skills in ventilator management and aerosol therapy.

In 2003 Chris moved to the UK to work in the NICU at Hammersmith Hospital but was eventually tempted away by the bright lights of a career in Clinical Support.

Moving to SLE in February 2007, Chris has had the chance to support SLE distributors and customers all over the world.



Chris Torey

Assaf-Harofe Medical Center



The SLE5000 ventilator in use on the Assaf Harofeh Medical Center

Assaf Harofeh Medical Center, one of the largest hospitals in Israel, is an 800 bed facility, providing comprehensive medical services to a population of over 372,000 people in Central Israel. On a 60 acre campus, located 15 km from Tel Aviv and Ben Gurion Airport, the hospital cares for a large number of patients offering modern facilities.

The Medical Center provides all the major services of a modern medical facility for a complete medical care package. The hospital is also an academic teaching facility and is part of the Tel Aviv University Sackler Faculty of Medicine.

Earlier this year, their NICU had a particular problem.

Background: A neonate was born on the 27th week of pregnancy, 380 grams in total.

The decision: It was clear from the moment of birth that this patient required a combination of conventional MV and HFO approach to maintain its breathing. The SLE5000 was prepared for use as a single best machine for such need. There were some hesitations if indeed the machine will suit such low birth weight. Working with the machine proved that it was the right decision and indeed the patient was maintained and weaned to spontaneous breathing and released from the hospital.

The Unit Manager concluded: "The abilities of the SLE5000 served us well in such a complicated patient with an extremely low birth weight and I am pleased to say that choosing SLE5000 was the right decision and most rewarding one in our department".

Hôpital De Djelfa



First new SLE2000 in use at the Hôpital De Djelfa located some 350 Km South of Algiers.

According to Ben Miloud, SLE's representative in Algeria, "The choice was made according to the good provision of service and the after sales service between SLE and the Military Hospital of Algiers, which remains the reference in neonatal ventilation, and a good reference for our future sales".

International Update

It has been another record breaking year for SLE ventilator sales, which are now being used in more than 70 countries around the world. This year we have established new distribution partners in several new SLE territories and at the same time established some new relationships in some markets that have a history of SLE ventilator use. With many great successes in the international arena here are just a few success stories.

Europe

January 2008 saw the appointment of **Anandic Medical Systems AG** as the exclusive distribution and sales partner for Switzerland. **Anandic** are based in Diessenhofen and have 3 regional offices serving the customers needs all over Switzerland. As we go to press, **Anandic** had been awarded a 6 x SLE5000 ventilator contract for Zurich – more details in the next issue.

After many years of sustained success in Belgium, **Medical Essentials** have expanded their operations to the Netherlands and from September 2008 became the sole supplier for sales and after sales service of SLE products in Benelux. Congratulations to **Medical Essentials** on their growth.

Middle East and India

The Indian market has been terrifically successful this year. Our agreement with **Datex Ohmeda** (A GE Company) has entered its second year now, and during that time SLE ventilators and Nitric Oxide systems have been installed in more than 40 medical institutions across the country. We thank Sajiv and his team for their great efforts this year and look forward to more success stories in the future.

Salmaniya Hospital in Bahrain have taken delivery of a further 10 units of SLE5000 this year, making this Bahrain Speciality Hospital the largest single user of the SLE5000 in the Middle East region. The staff at **Gulf Pharmacy** in Bahrain have worked hard on product and clinical training initiatives over the past 5 years at Salmaniya, and this latest success is a tribute to those efforts.

Asia Pacific

New appointments have been made in Indonesia (**Fondaco**) and Vietnam (**Xintech**) this year to provide a sales and after sales support channel

in these growing markets. Under the leadership of Dougal Whalley – Regional Sales Manager, Asia Pacific – further key appointments will be made over the course of the coming year. Some key successes to mention this year are the supply of SLE5000 ventilators to both Wellington and Hamilton Hospitals in New Zealand. This success has been achieved through the efforts of **Australian Healthcare** and Dougal.

Latin America

With the support of **Equitronic** (Colombia) and **Medix** (Argentina), a series of advanced neonatal ventilation workshops have been run in South America this year providing continuing education and new insights to lung protective ventilation.

All courses had been over subscribed, and thanks to the market leading number of SLE5000 users in the region these popular courses are likely to run again in the future.

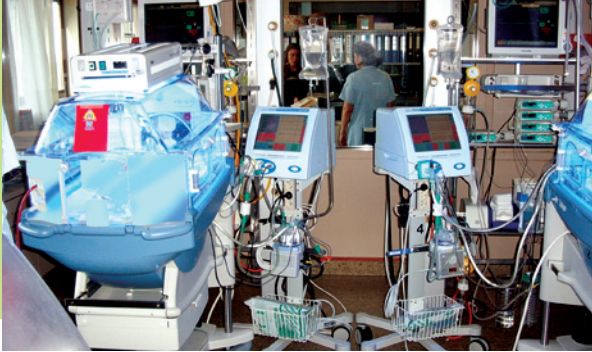
Central Europe

The former Soviet Republic of Kazakhstan is a notable success in this region, where every maternity unit in the country was supplied with a SLE5000 ventilator, the authorities recognised the clinical benefits of having a powerful High Frequency Oscillator and conventional ventilation hybrid device available in all major birthing centres in the country.

An ongoing programme of training in Kazakhstan by the SLE's distribution partner, will be run over the coming months to familiarise users with the best techniques for using the ventilators. SLE's regional Director of Sales for Central Europe Mr John McGough, has overseen SLE's participation in a number of sizeable projects this year.



The Minister of Health, Dr Feruz Gafurovich Nazirov (centre) for Uzbekistan, visits the Ural Optical booth at a recent exhibition. John McGough (SLE's Director of Sales for Eastern Europe is on the left) and Anton Yuzefovich (Director of Sales for Ural Optical), is on the right).



Two of the SLE5000 ventilators installed at the Academical Hospital of Bruges

Medical Essentials

Paul Heus, who works for our distributor, Medical Essentials in Belgium sent us an interesting story including his success at helping customers move from SLE2000's to SLE5000's.

Paul says "Our first success with the new SLE5000 ventilator dates from 2004. A tender was launched by the University Hospital of Antwerp (U.Z.A). Although the hospital was using Drager ventilators in the N.I.C.U. (25 beds) up to that moment, they were not the only competitor.

The hospital staff recognized that Drager could not offer a 'true' high frequency oscillator. In March 2004 Medical Essentials delivered 7 brand new SLE5000 ventilators to the team of Prof. Van Reempts".

On a personal note Paul adds "We would like to say a special "thank you" to SLE's Barbara Pilgrim, who did a very fine job in teaching the nurses how to use the equipment in an efficient way".

Paul finishes by saying "Last year a tender was launched by the Academical Hospital of Bruges. The N.I.C.U (25 beds) was already working with the SLE2000 HFO ventilators. This made us confident that we could win the tender with the new SLE5000 unit.

Despite the efforts that Drager made, they could not match the features of the SLE5000. A first order was placed with Medical Essentials and 4 SLE5000's were installed the same year. Very recently another 3 machines were ordered by Dr. Cornette (Head of Neonatology)".

Your Voice

If you have any news that you'd like to see published in the next issue of SLE News, please send an email to cworrell@sle.co.uk



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New Arrivals

During the last couple of months SLE has been very fortunate in having three new managers to join the company.

Peter Richards and Kim Brown are replacing Rowland Woodrow (who emigrated to Australia) and Paul Corcoran respectively. Lisa Slater's position is new; her role is to lead the UK sales team.

Peter Richards, Financial Controller

Peter has had a lifetime in finance including over 20 years running finance departments supporting a variety of businesses from micro-biological and medical devices to pharmaceutical and container ports to utilities.

"I enjoy the way companies develop so am pleased to join a company with such an important product and an SLE culture that embraces development and continuous improvement" added Peter.

"An accountant with a sense of humour (well a loud laugh anyway), which I'm told is rare (and some find a bit worrying!)"



Peter Richards

Kim Brown, Materials Manager

Kim has gained over 25 years experience, covering an array of Materials, Production, Procurement and Project Management activities, working for large organisations, such as BOC and Thales, whilst also having the opportunity to work in smaller family organisations, similar to that of SLE, although this is his first experience of the Medical market.

In his younger days a very keen and competitive sportsman, generally willing to have a go at most sports, although confesses to be possibly the worst swimmer ever to enter the water. However, these days, takes a more of a relaxing armchair participation, other than the occasional attempt at the Wii Fit.



Kim Brown

Lisa Slater, UK Commercial Manager

Lisa started with SLE in August and was a natural fit for the UK sales department with previous experience of fifteen years in sales in the healthcare arena, most recently as a Sales Manager for a medical consumables company.

Previous experience also includes four years as a Customer Relationship Manager for the NHS Logistics Authority.

Lisa says "When I'm not working I enjoy walking my two Labradors and riding my horse".



Lisa Slater

Meet SLE at:

Medica 2008

19th - 22nd November
Düsseldorf, Germany

Open Lung Workshop

1st - 3rd December, 2008
Berlin

Neonatal and Paediatric Ventilation

4th - 5th December, 2008
Institute of Child Health, London

Arab Health

26th - 29th January, 2009
Dubai