

BEKA HOSPITEC PRODUCTS  
FOR

UNITY-HEALTHCARE SOLUTIONS

25967 Conifer Road

Conifer, CO 80433

Ph: 303-838-7320 ~ Fax: 303-838-4550

[www.unity-healthcare.com](http://www.unity-healthcare.com)

# Objectives

1. Refresher on the Beka floor lift line
2. Features & Benefits
3. Product Positioning
4. Tools and resources
5. Customers and early activities

# Reason for Floor Lifts

- Economics – cheaper than ceiling lifts
- Portability – can be used in most room areas
- Design limitations with ceiling lifts
- Ease of use
- Wide range of lifts / options to meet needs
- Back fill areas that don't have ceiling lifts
- Picking up from floor (every unit should have at least one)

# Target Customers

## Institutional

- Hospitals
- LTC
- Assisted Living / Retirement

## Homecare

- Home uses
- Schools
- Group Homes
- Convalescent Centres

# Full Range Floor Lifts

## Sit-to-Stand

- Nora Alu

## Passive / Sling

- Carlo Alu 185/230

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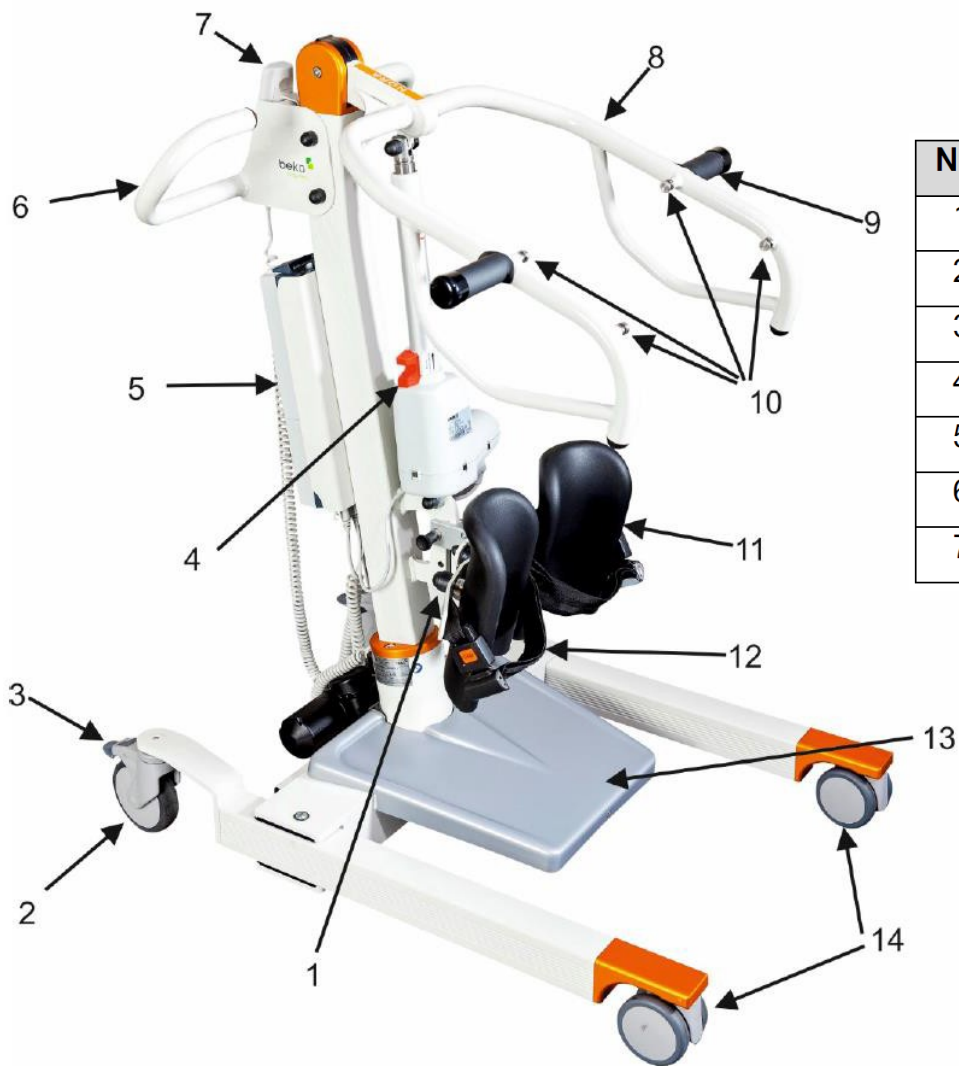
# NORA Alu Stand and Raising Aid



# NORA Aiü



# Nora Alu - Overview



No.	description	No.	description
1	Height adjustment of the knee pads	8	Sling bow
2	Rear castors	9	Handles
3	Parking brake	10	Sling attachment points
4	Emergency lowering system	11	Knee pads
5	Control unit with battery	12	Safety belt for the legs
6	Bow	13	Footplate
7	Handset	14	Front castors



# Nora Alu – Technical Details

Don't use glue for assembly pic.10. For all screw connections use Loctite 242, except nuts DIN934 and TUFLOK screws.

No.	Description
1	Chassis complete
2	Rest complete
3	Lifting ring complete
4	Rest damping belt
5	Handle
6	Sliding pad
7	Sliding pad
8	Hexagon head screw
9	Button head socket cap screw with flange
10	Hexaholter cap screw
11	Flat washer
12	Black insert lock nut
13	Drive hole plug
14	Linear actuator complete
15	Luxator complete

NORA Alu complete			
Drawing number: BEKA021.000.000			
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# Features - Nora Alu



- Adjustable extra soft double knee pads
- Two sling attachment points
- Standard clip sling pins can be replaced with loop pins for using loop slings
- Hand control with battery charge status
- 100% aluminum
- All electrical components are splash water resistance
- Max. weight of patient 440 lbs
- Emergency lowering function

# Key Benefits – Nora Alu

- The perfect tool for assisting
  - with mobility and transfers
- Handling possible by a single caregiver
- Can also be used for showering the seat area
- Ergonomic design
- Multiple grab points
- “Nose over toes “design for
  - standing



# Key Benefits – Nora Alu

- Easy to manoeuvre - lightweight aluminum construction
- Accommodates wide client range
  - ❑ Dual attachment points
  - ❑ Height adjustable knee pads
- Safe
  - ❑ Anticrush carry bar
  - ❑ Emergency down
  - ❑ Locking clips slings prevent detachment
- Access to other equipment
  - ❑ Wheelchairs
  - ❑ Commodes
  - ❑ Bath Lifts
  - ❑ Baths





# Sling Attachment Points



Loop Option



How to attach the attachment clips correctly to the attachment lugs on the spreader bar!



INSERT



PULL DOWN



SAVE ✓



PRESS and PULL  
UP TO REMOVE

Always ensure that the attachment clips are secured and in the right position before your patient is lifted!

# Flexible, height adjustable knee pads



# Competition - Active Lifts

**Active Lifts**

Sara Stedy

Sara Lite

Sara 3000

Sara Plus

SteadyAid 1500

Steady Aid 3500X

Reliant 440

Sabina 200 / II

Ready Stand

GL5 Active

Ready Stand Lift

Alliance Stand Aid

Hoyer Elevate

Hoyer Journey



# Nora Alu - Slings

- Comfortable padding beneath the armpits
- Special material which support the spine
- Anti slip material
- Adjustable chest strap with buckle
- Available in different sizes
- Locking clip / loop option



How to attach the attachment clips correctly to the attachment lugs on the spreader bar!



INSERT



PULL DOWN



SAVE ✓



PRESS and PULL  
UP TO REMOVE

Always ensure that the attachment clips are secured and in the right position before your patient is lifted!



<b>Beka SKU</b>	<b>Product Description</b>	<b>Unity Retail</b>
921071008	Nora Alu Sit to Stand lift -Clip style (Dual control box and on-board charger)	\$4900.12
921070408	Double Knee pad for Nora	\$399.39
921071030	NORA Carry Bar loop pin kit- pair	\$145.61
921070602	Replacement battery 24V	\$263.52
921070702	External battery charger	\$329.00
K0000770	Rear wheel 125mm w/ brake; Nora	\$50.32
K9200340	Leg safety belts; Nora	\$95.52
K9200330	Knee upholstery (left and right, complete); Nora	\$66.52
S9200003	Lifting arm complete; Nora	\$432.00
K9200361	Lifting motor LA34; Nora	\$407.67
K9200350	Front wheel 100mm; Nora	\$41.79
K9200801	Base motor LA30; Nora	\$299.35
S9200009	Lifting arm complete Nora	\$368.44

N3001450	Washer; Nora	\$3.60
N3001470	Washer counterpart; Nora	\$3.60

# How to Sell Nora Alu

## How To Sell

- Maneuverability/ease of use.
  - Better than the Sara
- Double attachment point advantage
- Loop or clip flexibility
- Appearance/aesthetic
- Softer knee pads
- Can match up with ARJO in almost ways, so sell your other value props
  - Yourselves, service, parts pricing, education etc.
- Onboard charging or easy battery change

## Areas of Resistance

- Loop attachment point mechanism
- Sara Flex
- Price (depending on competition)
- No scale option (easily explained)
- No bariatric option
- Limited instructional videos













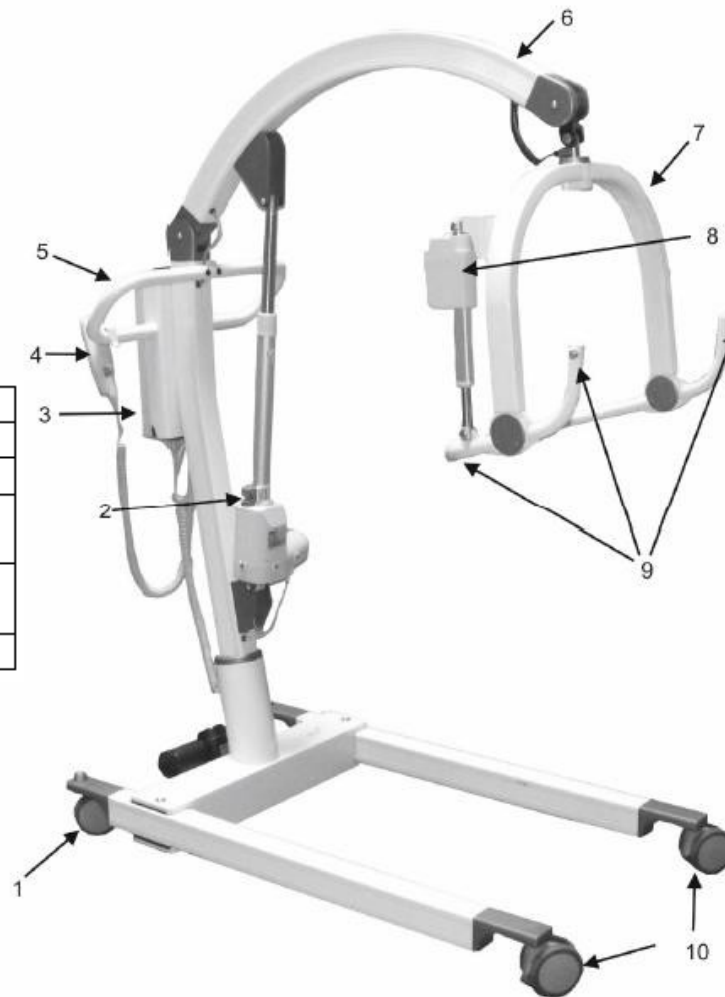
CARLO Alu  
Comfort EP 230

# CARLO AIU EP - 230

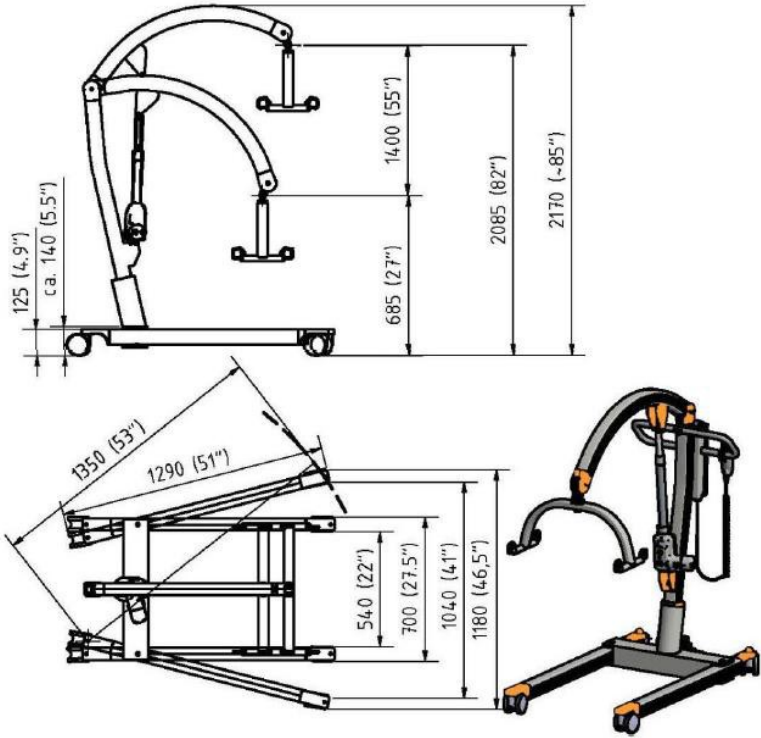
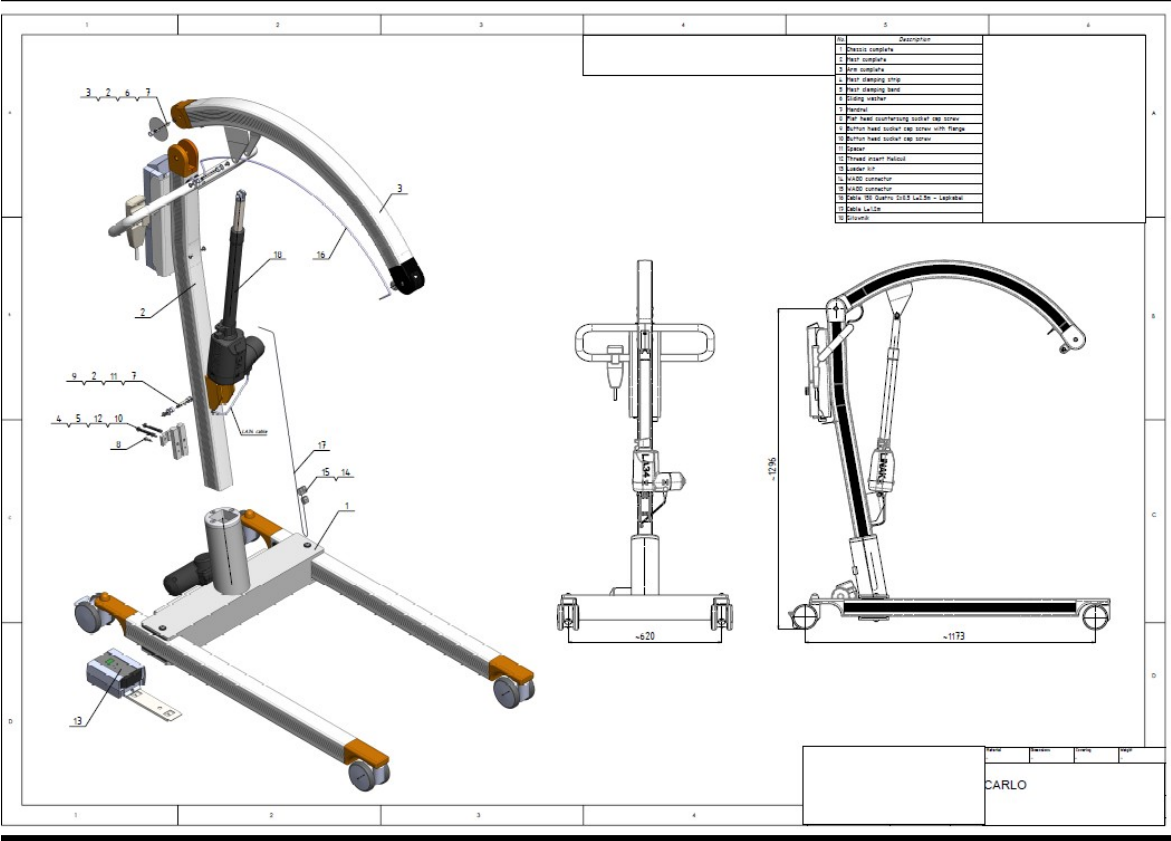


# Carlo Alu – Overview

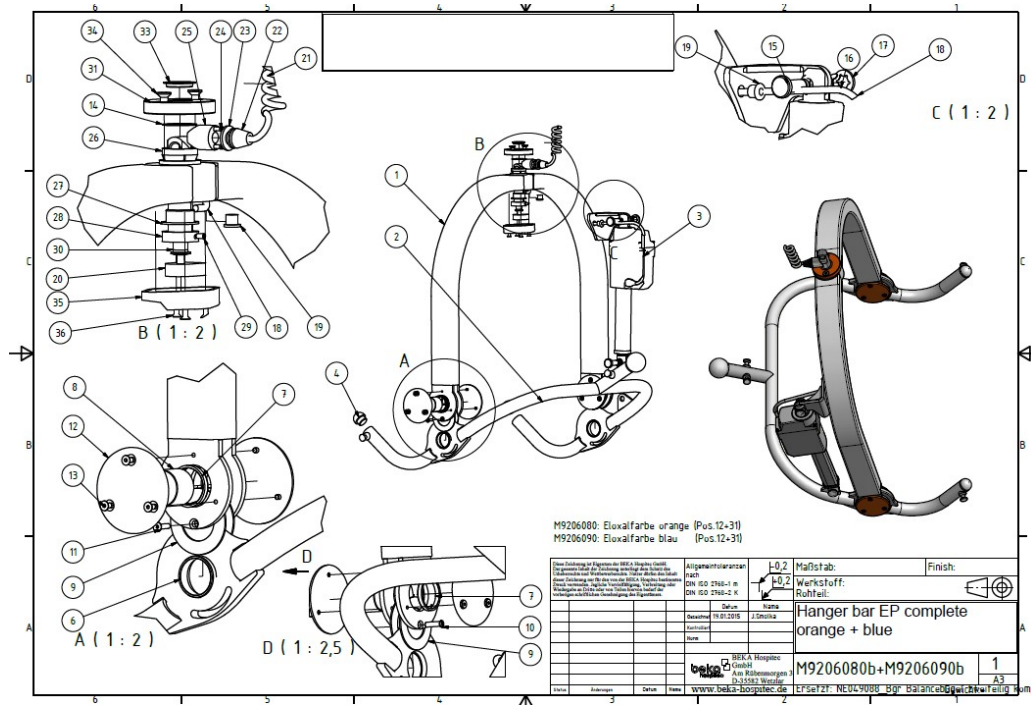
N°	Description	N°	Description
1	Rear castors with brake	6	Arm
2	Emergency lowering system	7	Spreader bar
3	Control unit with battery	8	Motor for the spreader bar adjustment (only EP)
4	Handset	9	Attachment point only for slings with clips <b>Caution: no slings with loops</b>
5	Spreader bar	10	Front castors



# Carlo Alu – Technical Details

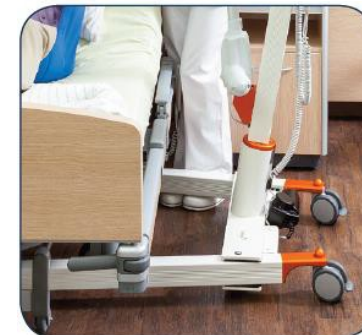


# Carlo Alu EP - Carrybar



# Features – Carlo Alu EP 230

- Ergonomic design
- Electrical positioning (EP) carrybar
- 360° rotation area of the hanger bar
- Aluminium / steel construction
- Durable castors with back brakes
- Calibrated patient scale (option)
- Battery / charger compatible with all BEKA lifts
- Powered legs
- Dual controls
- SWL (506 lb)





# Key Benefits - Carlo Alu EP 230



- Electrical positioning (EP) carry bar allows dynamic positioning of client
- Carrybar design enables easy lifting from floor
- Long lifting arm creates more space for client
- Easy manoeuvrable light weight design
- Flexibility for different SWL needs (507lbs)
- Sling interchangeability (Arjo)
- Increased safety from locking clip slings prevent sling migration (falls)

# Key Benefits – Carlo Alu EP 230

- Easy maneuverable light weight design
- Flexibility for different SWL needs (507lbs)
- Optionally available with a calibrated patient scale
- Wide choice of comfort slings (with clip) in different sizes





# Floor Lifts - Passive

## Passive Lifts

Maxi Lite

Maxi 500

Maxi Twin

Maximove

UltraLift 1500

UltraLift 3500

UltraLift 3500X

Viking Series

Golvo

Ready Lift

Reliant 450

Hoyer Presence

Hoyer Stature

Hoyer HPL550

# Pricing (USD \$)

<b>Beka SKU</b>	<b>Product Description</b>	<b>Unity Retail</b>
925007008	CARLO Comfort ALU EP L 230 Lift No Scale (dual control box an on-board charger) (only clip slings) SWL 507 lbs	\$7,673.74
925007008S	CARLO Comfort ALU EP L 230 Lift with scale (dual control box an on-board charger) (only clip slings) SWL 507 lbs	\$9,018.78
924003950-lbs.	Calibrated patient scale	\$1,925.34
921070600	Replacement battery 24V	\$263.53
921070700	External charging station	\$329.00

# How to Sell Carlo Alu

## How to Sell

- Maneuverability/ease of use
- Carry Bar Height travel range (high to low)
- Horseshoe carry bar shape for Classic
- Appearance/aesthetic
- Onboard charging/easy battery change
- Can be an Arjo killer – sell your other value propositions
  - Yourself, education, service parts pricing etc.

## Areas of Resistance

- Scale lift height reduction
- Price increase for 500 lb model
  - Price strategically
- Initial hesitation around 6-point disk mechanism on carry bar
- Lack of clip option for full line of Handicare slings (i.e. no fabric variation options)

# Beka Slings



- Wide choice of slings with universal safety clip system
- Suitable to all products/brands with clip attachment hanger bar
- Offers maximum safety and comfort
- Available in different sizes
- Transfer-, Bathing- and Toilet Slings
  - ❑ Nylon material / Nylon net material
  - ❑ Padded leg slings
  - ❑ Head rest
- Stand-up/Raising Slings
  - ❑ Comfortable padding beneath the armpits
  - ❑ Special material which support the spine
  - ❑ Adjustable chest strap with buckle
- All slings are high quality products "Made in Germany".

# Transfer Slings

## TRANSFER SLINGS



Made of nylon material. With Head support and padded leg area.  
Washable at max. 60°C (140°F).

SIZE	WEIGHT	COLOUR	PART NUMBER
S	35-65 kg (77-143 lbs)	red	557510
M	55-85 kg (121-187 lbs)	yellow	557520
L	75-125 kg (165-275 lbs)	green	557530
XL	120-160kg (264-352 lbs)	blue	557540
XXL	150-185kg (330-407 lbs)	blue	557550

# Bathing / Showering Slings

## BATHING SLINGS



Made of mesh nylon material. With Head Support and padded leg area. Washable at max. 60°C (140°F).

SIZE	WEIGHT	COLOUR	PART NUMBER
S	35-65 kg (77-143 lbs)	red	557710
M	55-85 kg (121-187 lbs)	yellow	557720
L	75-125 kg (165-275 lbs)	green	557730
XL	120-160kg (264-352 lbs)	blue	557740
XXL	150-185kg (330-407 lbs)	blue	557750

# Toileting Slings

## TOILET SLINGS



Made of nylon material. With Head Support and padded armpit and leg area. Washable at max. 60°C (140°F).

SIZE	WEIGHT	COLOUR	PART NUMBER
S	35-65 kg (77-143 lbs)	red	557610
M	55-85 kg (121-187 lbs)	yellow	557620
L	75-125 kg (165-275 lbs)	green	557630
XL	120-160kg (264-352 lbs)	blue	557640
XXL	150-185kg (330-407 lbs)	blue	557650

# PPL Reusable/ Disposable Clip and Loop Style Slings



SINGLE PATIENT USE DISPOSABLE SLING  
PPLARJ10-SIZE CLIP STYLE  
PPL15-SIZE LOOP STYLE  
COMPATIBLE FOR (MFA 2000-SIZE)



REUSABLE 4PT LOOP SLING  
PPLVAN11-SIZE LOOP  
COMPATIBLE FOR (MLA200-SIZE)



REUSABLE 4PT CLIP SLING  
PPLARJ21-SIZE CLIP  
COMPATIBLE FOR (MAA4000-SIZE)



REUSABLE 4PT LOOP SLING  
PPLINV-AMP-SIZE  
COMPATIBLE FOR (MLA7000-SIZE)



REUSABLE AMPUTEE SLING  
PPLARJAMP-SIZE  
COMPATIBLE FOR (MAA2090-SIZE)



SINGLE PATIENT SIT TO STAND DISPOSABLE  
LOOP AND CLIP  
PPLARJ18-SIZE CLIP (TSS-SIZE) SARA STEDY  
PPL 18-SIZE LOOP (KKA5120-SIZE) SARA PLUS



REUSABLE TOILET CLIP SLING  
PPLARJ71-SIZE  
COMPATIBLE FOR (MAA4031-SIZE)



# Beka Resources

- Brochures – go to [www.unity-healthcare.com](http://www.unity-healthcare.com)
- Operators manual – [www.unity-healthcare.com](http://www.unity-healthcare.com)
- Technical manual - [www.unity-healthcare.com](http://www.unity-healthcare.com)
- Videos -available [www.unity-healthcare.com](http://www.unity-healthcare.com)
- Abridged guides – Nora and Carlo (Beka working on these)
- Competitive matrix
  - <..\..\Products\1-Patient Handling\2-Floor Lifts\Floor Lifts Competitive Matrix - North America.pdf>
  - <..\..\Products\1-Patient Handling\2-Floor Lifts\Sit-to-Stand Floor Lifts Competitive Matrix - North America.pdf>
- US pricing: Call Unity-Healthcare Solutions at 303-838-7320 OR 303-999-6574

**Questions:** Call Unity-Healthcare Solutions at 303-838-7320 or 303-999-6574

# Beka Hospitec – Floor Lifts

Unity-Healthcare Solutions

25967 Conifer Road

Conifer, CO 80433

Ph: 303-838-7320 ~ Fax: 303-838-4550

[www.unity-healthcare.com](http://www.unity-healthcare.com)