







## PUTTING PEOPLE FIRST

Dear Readers

What do we focus on in our daily work? Our premium products and services, and high quality standards, for one thing. People, however, top our list of priorities. We are committed to supporting staff in medical institutions with customised solutions, and to satisfying patients' needs whatever the circumstances.

Fuhrmann GmbH was founded in 1978, and is still owner-managed today. We develop, produce and market medical products and services. Throughout all the changes over the years, both at company and market level, unshakeable values have always directed our actions: openness, responsibility,

enthusiasm and sustainability. We are proud of this track record, and will continue to uphold these values in the future – in your interests, and for the patient's good.

Find out more about Fuhrmann GmbH on the following pages. We look forward to dealing with you.

A handwritten signature in blue ink, appearing to read 'Arndt Fuhrmann'. The signature is stylized and written in a cursive-like font.

Arndt Fuhrmann

# TRADITION MEETS INNOVATION

Partner for enhanced patient care



Throughout the company's 30-year history we have always endeavoured to combine our experience and existing expertise with new ideas. Only by consistently pursuing this guiding principle are we in a position to offer premium products and services that support all users in their daily work – resulting in improved all-round care for patients.

Our portfolio includes traditional medical products, standard or customised dressing and nursing kits for surgery, hospital wards and the primary care sector (doctors, residential and nursing homes and pharmacists). In-depth consultancy provides the foundation for developing tailored solutions to the special needs of our customers.

Qualified employees and the highest quality standards, both part of our corporate responsibility, go hand in hand with pride in our roots. And also our clear commitment to Germany as a business location. As a system supplier we are a competent partner and advisor for hospitals and the primary care sector. Medical expertise and an intensive confidential dialogue provide the basis for successful, long-term co-operation with our customers.

## EXPERTISE IN ALL SECTORS

In all areas of the company our employees ensure swift smoothing operations, responding flexibly to customers' needs. Extensive knowledge of the industry and regular training guarantee a high level of consulting expertise, and the customised solutions it produces.

Our modern production plants and clean room facilities satisfy the highest standards in the production of premium medical products. Optimally coordinated processes are the key to our personalised, swift and efficient order processing. The combination of computer-aided materials management and qualified employees guarantees prompt delivery, and thus contributes to the smooth running of your operations.



## HOW WE CAN BE OF SERVICE TO YOU

A good product develops from an intensive dialogue between supplier and user, and a balanced mix of practical experience and manufacturing expertise. Our products satisfy market requirements, and have a proven track record stretching back decades. They simplify processes, are easy to handle, and inspire a feeling of security in both users and patients.

We offer:

- Extensive market-oriented portfolio of dressing, hygiene and nursing products
- Customised dressing and nursing kits for surgery, hospital wards and the primary care sector
- Single-use instruments

Take advantage of our experience – we will be happy to provide you with in-depth expert advice:

- Standardisation
- Lean portfolio
- Adaptation to individual requirements
- User advice and training
- Private label
- Order optimisation



# IDENTIFYING OPPORTUNITIES – OPTIMISING PROCESSES

We analyse processes and identify potential savings for you



The demands on hospitals and the primary care sector are constantly growing and more complex. A far-sighted entrepreneurial approach and action are indispensable all along the healthcare value chain. The current situation in the healthcare system calls for process optimisation and cost reductions, from the production and use of dressing materials and instruments to their disposal – so that we can all work together towards a sustainable future.



We are familiar with the demands, and have the solutions to match. Our STERICheck service analyses processes in the central sterilisation management centre and identifies potential for optimisation. On this basis, and partnered by the customer, we work out solutions to improve processes. This includes, for instance, standardised or customised kits for surgery or nursing care, as well as single-use instruments.

Our solutions make the difference to hospital staff, thus increasing employee satisfaction, patient safety, quality and productivity in the hospital. Process optimisation gives those in charge of the patient's welfare the time to focus on what is important.



## PUTTING SAFETY FIRST

Seamless quality management from the first

Our first priority is to offer customers maximum quality and safety. We are certified to DIN EN ISO 13485.

We perform the following steps:

- incoming goods inspection: intensive analysis, matching of actual specifications with reference catalogues; observance of raw material standards is checked uncompromisingly – both internally and by external laboratories
- in-process control: continuous monitoring of production and sterilisation processes
- final inspection: no product leaves the factory without inspection.

Along with regular material and process monitoring our packaging is also of the highest quality. It is user-friendly and practically designed, guaranteeing optimum handling and permanent sterility. The reliability of our services complies with the highest standards.





## INVESTMENT IN OUR EMPLOYEES

Fuhrmann employs more than 120 people at two sites, in Germany and in the Czech Republic. In close contact with customers – our experienced and dedicated employees are on the spot to provide personal advice on our products. Our basic and further training programme ensures that we can rely on a specialised team now and in the future. This is why we foster the development of each member of staff through personal training measures. Our customers also benefit from this investment, for our employees guarantee maximum quality and security in the long-term.



## WHAT INSPIRES US – VALUES AND PRINCIPLES



### Openness

Successful people relations are based on openness and trust – towards our fellows and new ideas. This also means abandoning prejudices, accepting people as they are, and showing them respect.



### Responsibility

Accepting responsibility means acting on our own initiative with prudence – on various levels: economically, in the best interests of the company, customers and suppliers, and socially, to ensure harmonious team co-operation. This also includes employee management based on co-determination and commitment. Handing over responsibility is a sign of trust. The logical result is quality.



### Enthusiasm

“Only those who burn themselves, can ignite the fire in others”. Customers and colleagues are inspired by the enthusiasm with which our employees go about their daily work, and also see it reflected in the quality of our products. The source of this enthusiasm are products we believe in, and a team with whom we enjoy working.



### Sustainability

As a family business Fuhrmann is particularly committed to this value with a view to continuity and reliability – keeping faith with customers, employees and suppliers “through thick and thin”. The family atmosphere in the company is marked by a far-sighted, long-term approach.





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