

# MED TECH

*OUTLOOK*

MOBILITY AIDS

EDITION



Nicolas Ritter,  
Founder and Director

# RIHA INDUSTRIES

REDUCING HEALTHCARE  
WORKPLACE INJURIES  
WITH SMARTER MOBILITY  
SOLUTIONS

\$15



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OUTLOOK TOP 10  
MOBILITY AIDS  
PROVIDERS - 2024

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# RIHA INDUSTRIES

## REDUCING HEALTHCARE WORKPLACE INJURIES WITH SMARTER MOBILITY SOLUTIONS



**IT IS STEADFAST IN ITS MISSION TO IMPROVE THE QUALITY OF ITS EQUIPMENT, STREAMLINE PROCESSES AND CONSISTENTLY INCORPORATE UPDATES AND IMPROVEMENTS TO BETTER SUPPORT HEALTHCARE WORKERS**

**T**he introduction of StaminaLift in 2003 marked a groundbreaking moment in handling heavy equipment in hospitals. This Australian-made innovation was designed to attach seamlessly to beds, stretchers or trolleys. Its ability to facilitate 360-degree movement, especially in confined spaces, reimagined how hospitals maneuver heavy, wheeled equipment.

StaminaLift continues to be an industry

benchmark for hospital mobility solutions to alleviate the manual workload of healthcare staff and reduce the frequency of workplace-related injuries.

Behind the scenes of StaminaLift's success is RIHA Industries. Specializing in the maintenance of manually handled equipment in hospitals, RIHA has been involved in StaminaLift's modernization from the start.

Its dedication to improving and innovating hospital equipment became even more pronounced when RIHA brought StaminaLift under its wing, marking a new chapter in the remarkable journey of enhancing hospital mobility solutions.

### Engineering Sustainability

RIHA's deep-seated expertise in equipment servicing, from the ground up, positions it as an ideal partner for innovating healthcare mobility solutions like StaminaLift. Its proficiency is particularly beneficial for hospitals that operate older machinery but face servicing challenges due to the discontinuation of equipment or the dissolution of the original manufacturers.

By redesigning and manufacturing parts for those products in-house, RIHA ensures their continued use and champions a sustainable approach, significantly extending their operational life.



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a variety of hospital essentials, from medical equipment to bedding and meal trolleys. A notable feature of the Easi Rider Tug is the built-in, ride-on platform, which allows healthcare staff to conveniently move about the hospital while transporting items, further streamlining the process and easing the physical burden on the workforce. In an effort to improve its product offerings, RIHA also upgraded its Staminalift with integrated battery chargers, eliminating the need for external wall-mounted charging cables. Hidden beneath a cover, the charger includes a retractable cable reel with a spring-loaded mechanism for convenient battery charging.

RIHA's visionary approach is complemented by its use of state-of-the-art CAD technology and large-scale, industrial 3D printers. It can create intricate digital blueprints and expedite the production of parts, which in turn curtails costs and positions RIHA at the vanguard of healthcare equipment innovation.

“Our approach isn't just about being different, but to be better, smarter and more attuned to the equipment needs of healthcare professionals and their workplaces,” says Nicolas Ritter, founder and director.

### Helping Hospitals Prioritize Workplace Safety

Healthcare professionals often walk 10 to 12 miles daily while handling cumbersome equipment like beds and wheelchairs. Such physical demands lead to a heightened risk of injuries like sprains, strains and musculoskeletal disorders, particularly impacting the shoulders and lower back. These injuries not only affect the well-being of healthcare workers but pose a challenge to hospital operations. Injuries can result in staff absences, necessitating task redistribution among remaining staff, or even hiring temporary replacements. Needless to say, operational inefficiencies like this can compromise staff and patient safety, resulting in fines for hospitals.

RIHA's FDA-approved bed movers—StaminaLift 2100, TS5000 and TS6000—are designed to alleviate the physical

strain on healthcare workers while enhancing hospital efficiency.

StaminaLift 2100 bed movers, for instance, are known for their exceptional maneuverability and hands-free bed connections. Any hospital implementing this machine has witnessed the injury rate reduce to zero within two to three years, resulting in improved staff morale.

With the evolution of hospital bed designs, incorporating diverse materials like plastic coverings and unique structural features, RIHA designed and developed the TS5000 and TS6000 versions of StaminaLift.

The TS6000 is designed for bariatric patients, and can smoothly transport nearly a ton of weight up a seven-degree incline under full load, a capability unmatched in the industry. Its innovative design eliminates the need for bending or strapping, effectively addressing occupational health and safety concerns for healthcare workers.

Equipped with a 'connect and lock' jaw mechanism, these machines allow healthcare staff to easily position them at the wheels of the bed and establish a secure connection at the press of a button. This efficient connection process, which can be executed at either end of the bed, adds a minimal increase in length (180 to 200mm) to a standard hospital bed.

The introduction of these machines presents substantial cost savings for hospitals. Where manual bed movement typically requires two operators, RIHA's Staminalift can accomplish the task with just one. It helps reduce labor costs associated with manual handling, which can be calculated using RIHA's return on investment (ROI) calculator. The ROI calculator considers factors such as the number of beds moved per day, the hourly rate of staff, and the cost of the bed movers.

Underscoring the positive impact of RIHA's solutions in healthcare settings is an instance where a local hospital introduced the TS5000, which proved transformative for a female employee nearing retirement age. She had reached a point where she could no longer physically manage the task of moving beds with patients, putting her job at risk. With the implementation of the TS5000, she regained the capacity to work efficiently, effortlessly moving beds with the assistance of this innovative machine.

“These stories tell how important the role is that our innovations play,” says Leahr Brenton, office manager at RIHA, “in not just safer manual handling solutions for healthcare staff and more efficient hospital operations, but more effective patient care.”

### Groundbreaking Innovations for Smarter and Safer Health Care

Continuous improvement is a core tenet of RIHA's business philosophy.

It is steadfast in its mission to improve the quality of its equipment, streamline processes and consistently incorporate updates and improvements to better support healthcare workers.

The recent introduction of Easi Rider Tug and Easi Mover exemplifies this dedication. These robust, heavy-duty platforms are engineered to enhance maneuverability and towing capacity for healthcare professionals while effectively reducing the risk of muscle strain associated with moving heavy loads. Constructed from heavy gauge steel, the products have impressive durability and can handle up to 3,000 lbs. This makes them suitable for transporting

Beyond product innovation, RIHA focuses on the well-being of healthcare staff. Its innovative Return to Work system provides crucial support to injured employees through an efficient insurance framework. This eases the financial burden on employers and diminishes liabilities associated with workers' insurance.

### Customer-First Strategy for Global Expansion

RIHA bypasses the traditional distributor approach and directly engages with customers, service agents and distributors, which helps it enhance the reliability and durability of its equipment, ensuring exceptional long-term value to customers.

Doubling down on its customer-centricity efforts, RIHA also responds to inquiries within 24 hours, guaranteeing swift assistance and support. It has even revamped its sales process to focus on hands-on demonstrations in hospitals. In addition, the company strongly emphasizes staff training and certification to ensure the safe and effective use of its products. This ensures the equipment seamlessly integrates into healthcare facilities and meets the specific requirements of onsite equipment.

Looking ahead, RIHA is preparing for significant expansion in the export market. Over the next two years, the company projects an impressive 30 to 35 percent growth rate in its export activities.

As RIHA Industries charts its path forward, its customer-focused innovation, efficient service delivery, and strategic global expansion position it to enhance the safety of healthcare workers worldwide. 