

smartvest®

AIRWAY CLEARANCE SYSTEM

BY ELECTROMED, INC.

Electromed, Inc., and SmartVest® Airway Clearance System Chosen as Partners in Exceptional Respiratory Care

To Lil O'Neill, manager of respiratory care at a major medical center in Lincoln, Nebraska, the decision to use the SmartVest System reflected both her belief in the equipment — and in the company behind it.

"I could tell that the representatives of [Electromed] were very dedicated and very caring," O'Neill said. "That meant a lot to me because customer service is so important. They are keeping us informed, they're responding to our requests, and we can give them constructive feedback."

The decision to choose the SmartVest System for the hospital was a years-long process, and one that was very important to O'Neill. Her mission is to ensure the hospital has what it needs to provide the very best respiratory care possible.

"We strive to keep up with equipment that will serve patients' needs for comfort, quality, convenience and, most importantly, effectiveness," O'Neill said. "And as clinicians we need to think about ways to prevent readmissions for diseases such as pneumonia and COPD. I've known about HFCWO as long as I've been a therapist. I could see this type of therapy would really benefit our patients."

Some of the specific features of the SmartVest System that O'Neill appreciated included the ease of operation, the portability of the machines (which travel around the hospital as needed), the single-hose layout, the options in terms of size and

type available for single-patient use and even the reversible nature of the SmartVest Wrap.

These features demonstrate to O'Neill that Electromed is a company that cares about patients and is always striving to improve its product. Since O'Neill is a patient advocate, that made Electromed the type of company she wanted to work with.

"I was ecstatic that we were able to reach an agreement and switch products for our patients," she said. "I think it was one of the best business moves that I've ever made. I'm very happy that they're here with us."



Lil O'Neill, MA, RRT