



## Steps towards sustainability

Invacare is embracing the growing trend for 'green business' by operating in a more sustainable manner. At a global level, the Company is implementing changes in its manufacturing facilities and offices. Invacare wishes to prove that it is possible to be both profitable and sustainable. The Company's efforts will be channelled through people, planet and profits and represent a corporate commitment to social and environmental responsibility.

## Top of class in regulation

Medical products are subject to many important regulations and requirements. Invacare is proud to be leading the way in complying with these standards to ensure that all products adhere to the latest requirements. Specialist teams of employees are dedicated to performing testing, risk assessments and compliance reviews. Invacare adheres to recognised standards including **ISO 13485** (Quality Standard of medical products) and harmonised norms such as **EN 12183** (for manual wheelchairs) and **EN 12184** (for powered wheelchairs) which include essential requirements relating to fire retardancy and biocompatibility.

After intensive internal testing, all *Invacare*® products are voluntarily released for independent external testing by **TUV** and **CERAH**.

When applicable, *Invacare*® products comply with the **ISO 7176-19** crash test standard, again externally confirmed by recommended and certified test institutes. The **CE**-mark and CE-declaration of conformity on the products confirms that the Company fully complies with all the requirements.



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Compatibility - EU - 06/2013

## WHEELCHAIR CROSS-COMPATIBILITY DRIVES EFFICIENCY



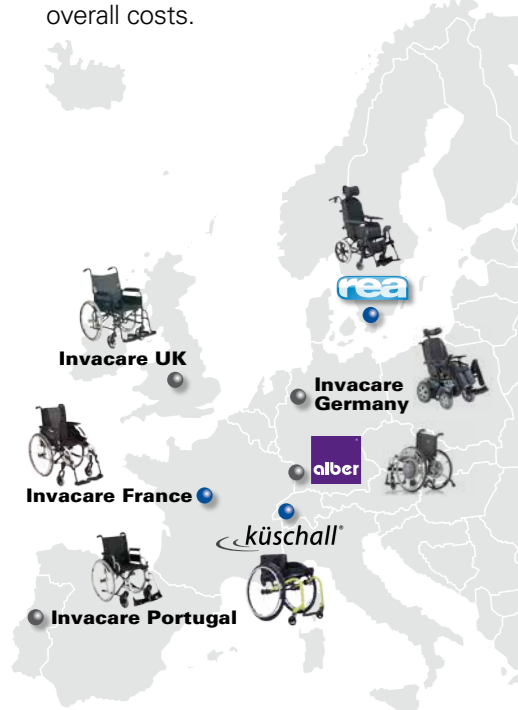
## Cross-compatibility

For dealers, the benefit of the broad family of *Invacare*® products is an ability to match the many and varied user needs to the perfect *Invacare*® product. One of the unique features of the *Invacare*® offering is a **high level of cross-compatibility across product families**. This **interchangeability** increases customer convenience and decreases overall costs.

To support dealers in their understanding of the *Invacare*® portfolio and to strengthen the *Invacare*® range, the Company is striving to increase the **simplicity** of its offering by expanding cross-compatibility across the entire wheelchair collection.

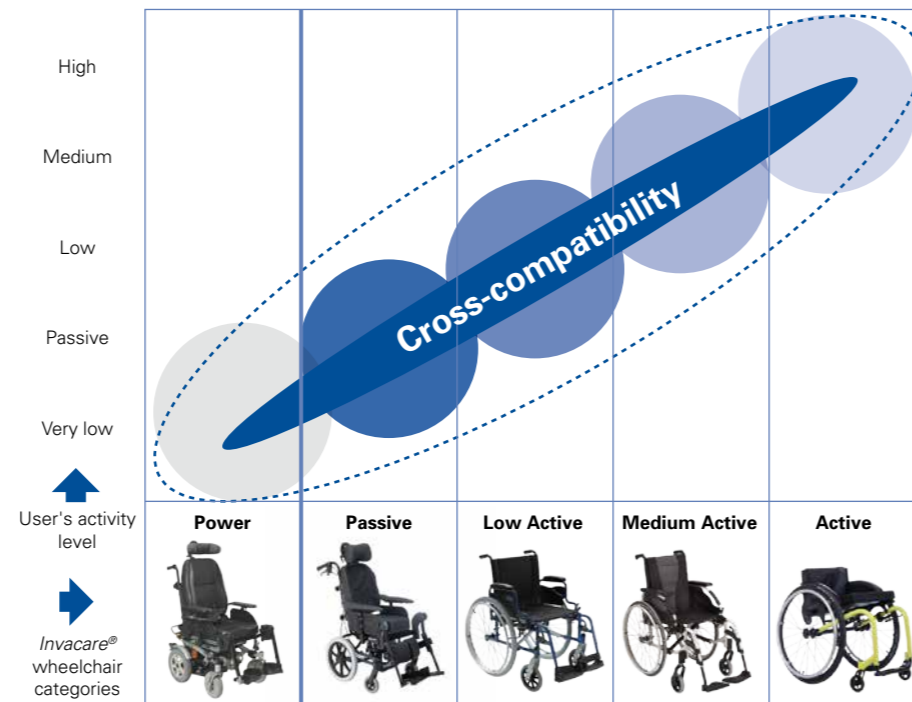
## Invacare in Europe

As the leading manufacturer within the wheelchair market in Europe, Invacare offers a wide range of products that are sold and used all over the world. The Company has seven manufacturing plants in Europe where manual and power wheelchairs are produced. Three of these plants are Worldwide Product Development Centers that develop their own ranges of manual wheelchair products (see blue icons on map).



| CROSS-COMPATIBILITY OVERVIEW                   |       |         |            |               |        |
|--|-------|---------|------------|---------------|--------|
|  | Power | Passive | Low Active | Medium Active | Active |
| Add on kits (Alber products)                   |       | ●       | ●          | ●             | ●      |
| Seating solutions (Matrix products)            | ●     | ●       | ●          | ●             | ●      |
| Seat upholstery                                |       |         |            | ●             | ●      |
| Cushion (back and seat)                        | ●     | ●       | ●          | ●             | ●      |
| Backrest                                       | ●     | ●       |            |               |        |
| Push handle                                    |       | ●       |            | ●             | ●      |
| Legrest  | ●     | ●       | ●          | ●             | ●      |
| Footplate                                      | ●     | ●       | ●          | ●             | ●      |
| Armrest  | ●     | ●       |            | ●             | ●      |
| Seating options (headrest, lateral support...) | ●     | ●       | ●          | ●             | ●      |
| Fork   |       | ●       |            | ●             | ●      |
| Front wheel                                    | ●     | ●       | ●          | ●             | ●      |
| Rear wheel                                     |       | ●       | ●          | ●             | ●      |
| Brake  | ●     | ●       | ●          | ●             | ●      |
| Safety options (belt, anti-tipper...)          |       | ●       | ●          | ●             | ●      |

- Components are cross-compatible with all or most of the products in the category
- Components are cross-compatible with 1 or 2 products in the category



The table on the left provides an overview of all the cross-compatible components from the *Invacare*® range. For more details about these items, please consult the *Rea*® Compatibility Catalogue, the **Action<sup>NG</sup> Family** Compatibility Portfolio or the *kuschall*® Portfolio on our website, [www.invacare.eu.com](http://www.invacare.eu.com).



## In practice

The elevating legrest, 80° hanger, 90° hanger and amputee support are compatible across all *Invacare* Passive and Medium Active wheelchairs and are also interchangeable with some Power, Active and Low Active wheelchairs. The flip-up and angle- and depth-adjustable footplates are also cross-compatible within the Passive and Active ranges and with some other product families.

*Invacare* neckrests, headrests and cheek supports share the same fittings across the entire *Invacare*® product range; for example a headrest from an *Azalea*® Passive wheelchair can be mounted on a Medium Active *Action<sup>NG</sup>*.

Solid, pneumatic, aluminium or anti-slip hand-rim rear wheels are cross-compatible across Medium Active and Passive products and are interchangeable with some Active and Low Active wheelchairs.

Invacare offers many different types of armrest: padded, hemiplegic, removable, swing-away, mud guard, etc. Most of these are cross-compatible with Medium Active and Passive wheelchairs and are interchangeable with some Low Active, Active and Power wheelchairs.



## Optimizing business for dealers

Using shared components and options significantly reduces the complexity of handling, prescribing and modifying products. For Invacare dealers, business is made more efficient in terms of:

- Commonality across options
- Spare parts handling
- Administration
- Servicing products
- Staff training
- Matching products to user needs
- Purchasing, thanks to a 'one stop shop' system
- Ecology: durable products bring environmental benefits
- Stock reduction

Invacare understands that efficiency is a key factor when dealing with an aging population and a growing need for mobility. As medical reimbursements come under increasing pressure, Invacare strives to offer dealers a comprehensive range of products, from the basic Low Active wheelchair models to high-end Power wheelchairs. This enables dealers to not only best serve their wide spectrum of customers, but also allows greater operational cost efficiencies.