

High-quality gloves and added value helping to provide best healthcare practice

Acibadem Healthcare Group chooses Ansell gloves

Acibadem Healthcare Group was founded in 1991 to respond to the needs of Turkey's changing healthcare sector. Since then, the group has developed into one of the country's leading and most innovative healthcare providers. At Acibadem, quality and continuous improvement are a recurrent theme. To ensure better protection for practitioners and patients alike, Acibadem recently switched to Ansell's powder-free SensiClean II examination gloves.

The group aims to be a 'beacon' of best practice in the Turkish healthcare landscape and become one of the world's centers of academic health excellence. They provide the citizens of Istanbul with a growing number of hospitals where they make that vision come true Acibadem Healthcare Group after Kadıköy, Bakırköy, Kozyatağı Hospital opened its own biggest hospital in Bursa at the beginning of 2006. In near future with Acibadem İzmit, Maslak, İzmir and Florya Acibadem will grow up its healthcare chain.

Modern infrastructure is, however, only a first step. Acibadem's prime objective is to achieve excellence in medical services, by constantly raising the bar. To further improve patient-focused health services and to advance its efforts in training and quality areas, the group entered, in 2003, into an extensive partnership with US Harvard Medical International, one of the leading healthcare institutions in the United States.

Quality is key on the journey to excellence

Quality clearly is the buzzword in all Acibadem's activities. The group has several quality systems in place and its pursuit of quality is visible everywhere: in all the activities it engages in, and in the medical equipment and supplies it uses, from PACS system to gloves.



Profile of the client company

Acibadem offers extensive healthcare services to society since 1991; today with its 5000 employees including 1000 physicians, 5 hospitals, 4 outpatient clinics, 1 central laboratory 1 medical center and 1 specialized medical center. After Acibadem Health Group has recently included Istanbul's valuable hospital International Hospital in Yeşilköy and International Etiler Outpatient Clinic now it going its way stronger. Acibadem Göz was opened in 2004 as the first branch center of Acibadem. Acibadem Outpatient Clinic Etiler located in Levent Nispetiye Avenue was opened in 1996 and Acibadem Outpatient Clinic Soyak located in Göztepe was opened in 1998. Acibadem Outpatient Clinic Bağdat opened in 1995 has been serving in its new place in Caddebostan since January 2005 with an increased capacity. In February 2006, the first hospital of Acibadem, outside Istanbul was established in Bursa. Acibadem Hospital Bursa is in service with all kinds of diagnosis and treatment units. Beylikdüzü Medicine Center has been opened in the beginning of April. The Center, in which same day surgeries are performed, is in service for 24 / 7. To further improve patient-focused health services and advance its research, Acibadem signed an exclusive partnership agreement with the world-renowned US Harvard Medical International in 2003. Acibadem aims to promote in-patient healthcare services, including diagnostic and therapeutic modalities, as well as outpatient health-care services to wherever it's needed. Acibadem Healthcare Group is continuing its projects with considerable investment to serve better with the understanding that has and will never change.

Testimonial

The solution: Ansell's SensiClean II and value-added services

That's where Ansell came in. "As Ansell is quite new to the Turkish market, we participate in healthcare trade fairs and seminars to get people acquainted with the brand", explained Yves Lonneville, <AREA SALES MANAGER MEDITERRANEAN>. "That's how I got the opportunity to introduce Ansell to some head nurses from Acibadem. I suggested they try out our examination gloves." Ansell's powder-free SensiClean II gloves were tested extensively by nurses and other practitioners at Acibadem. As all of them were suitably impressed by its superior features, the group decided to change suppliers.

More than simply selling the gloves, the Ansell Turkey team provided value-added services. "The healthcare sector in Turkey is undergoing radical change. The growing number of private hospitals provide patient-focused services where quality is all-important. Acibadem sets the tone: the group never settles for less than the highest possible standards of quality and sets great store by innovation", said Yves Lonneville. "So we support them not only with top-quality gloves but also with scientific support, workshops, etc. We have, for example, presented the Ansell Cytostatics Permeation Programme (ACPP), our much-lauded test system to evaluate the permeation level of medical gloves. We set up seven training sessions in latex allergy management, with 20 to 25 participants each time." In addition, Ansell is also supporting the group in the set-up of a latex-free set for interventions with Latex allergic staff/patients. Ansell is about to introduce the right protection to the staff working with Cytostatic drugs. And the hospital group is currently testing our range of surgical gloves.

The benefits:

The new cooperation with Ansell is certain to deliver a whole host of benefits to Acibadem:

- Patients and healthcare workers alike are optimally protected against infection
- High level of comfort and sensitivity
- Upmost protection against cytostatic drug handling effects
- Maximum avoidance of allergies
- Quality products, quality consistency reducing overall glove amount
- Solution innovations for branch surgeons (ophthalmology, orthopaedic)
- Added-value support by Ansell: workshops, seminars, expert guidance on latex management, etc.



Ansell products used

- SensiClean II: a non-sterile, powder-free latex examination glove that combines a low allergenic profile with excellent ease-of-use.
- Exam-tex plus: a non-sterile, lightly powdered examination glove, with a low allergenic profile.

About Ansell

Ansell Limited is a global leader in barrier protective products. With operations in the Americas, Europe, and Asia, Ansell employs more than 11,000 people worldwide and holds leading positions in the natural latex and synthetic polymer glove and condom markets. Ansell operates in three main business segments: Occupational Healthcare, supplying hand protection to the industrial market; Professional Healthcare, supplying surgical and examination gloves to healthcare professionals; and Consumer Healthcare, supplying condoms and consumer hand protection. Information on Ansell and its products can be found at <http://www.anselleurope.com>

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