

Buyer's Guide



13

CRUCIAL TIPS TO CONSIDER WHEN CHOOSING THERAPY CHAIRS



In today's fast-paced healthcare environment, selecting the right therapy chair is crucial for providing optimal comfort and functionality to patients. Here are the key aspects for you to focus on when evaluating therapy chairs for your facility.

#1

MEDICAL DEVICE CLASSIFICATION

It is crucial to note and keep in mind that therapy chairs are classified as Medical Devices. Strict requirements govern their use in medical institutions for various therapeutic purposes, including dialysis, chemotherapy, plasma collection, and more. The use of chairs without the necessary Medical Device classification certificate can have fatal consequences. Always prioritise chairs designed and certified for medical use to ensure patient safety and regulatory compliance. Be diligent in verifying the classification of therapy chairs before purchasing to avoid potential safety and regulatory issues and ensure suitability for medical applications.



#2

INTERNATIONAL STANDARDS CERTIFICATION

Look for therapy chairs

that have CE mark and FDA registration and that they meet all the international standards (e.g. IEC 60601-1). In addition to CE Declaration of Conformity and **FDA registration**, consider chairs that comply with other relevant standards specific to your region or healthcare setting. Choosing chairs with multiple certifications demonstrates a commitment to meeting global safety and quality standards, ensuring confidence in the product's performance and regulatory compliance. Always verify the authenticity of certification documents provided by the manufacturer to guarantee the legitimacy of their claims.

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#3

VERIFY MANUFACTURER'S COMPLIANCE

Ensure that the therapy chair meets the strict regulations of the Medical Device Regulation (MDR). Compliance with MDR guarantees adherence to the highest standards of safety and performance, as mandated by the European Union. All MDR compliant medical device must have a UDI (unique device identification) number. You may check it at EUDAMED by clicking on this link: <https://ec.europa.eu/tools/eudamed>. If a medical device has not got a UDI, it is not legal to market it in the EU. Additionally, verify if the manufacturer conducts regular audits and quality checks to maintain compliance with regulatory standards. It is essential to prioritise chairs from manufacturers with a proven track record of regulatory adherence and commitment to patient safety.



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#4

CONTROL OF RESELLERS COMPLIANCE

Before buying, check the MDR compliance of the reseller submitting the offer. You can also do this by checking the EUDAMED database. Make sure that the reseller is a registered medical device distributor on the EUDAMED list. Ask about the reseller's quality management system and its procedures to ensure continued compliance with regulatory requirements. The reseller is your first point of contact for service requests or product-related problems and should be a long-term and reliable partner. By conducting thorough due diligence, you can minimize the risk of purchasing from a non-compliant reseller and maintain the highest standards of patient care at your facility.



#5

ADJUSTABLE ARMRESTS

Look for therapy chairs

equipped with uniquely versatile armrests that facilitate various movements and adjustments, such as tilt up and down position, 360-degree rotation, adjustments for height and longitudinal movements. These adjustable armrests enhance patient comfort and support during therapy sessions. Additionally, consider chairs with intuitive controls and ergonomic designs to ensure ease of use for both patients and healthcare professionals. Investing in chairs with customisable features allows for personalised patient care and ensures optimal positioning for therapeutic interventions.



3D 
ADJUSTABILITY

#6

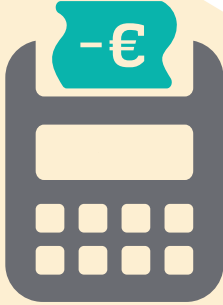
EASY UPHOLSTERY REPLACEMENT

Choose chairs with upholstery that can be effortlessly replaced by a single person in a couple of minutes. This feature minimises downtime and ensures uninterrupted workflow in your facility. Look for chairs with durable, easy-to-clean upholstery materials that withstand frequent use and cleaning protocols. Inquire about the availability of replacement upholstery kits and maintenance instructions from the manufacturer to streamline the replacement process and extend the lifespan of your chairs.

” **The upholstery can be effortlessly replaced by a single person in a couple of minutes.**

#7

PROMPT SPARE PARTS AVAILABILITY



Select a supplier committed to promptly delivering spare parts for any necessary repairs. Immediate access to spare parts ensures swift resolution of any technical issues, minimising downtime and optimising chair performance. Inquire about the manufacturer's spare parts inventory management system and their process for fulfilling spare parts orders efficiently. Consider purchasing spare parts kits or maintenance packages from the manufacturer to proactively handle potential issues and maintain the reliability of your therapy chairs.

#8

RELIABILITY AND LOW FAILURE RATE

Prioritise therapy chairs renowned for their exceptional reliability and low failure rate. Investing in such reliable therapy chairs minimises the risk of operational disruptions and maximises patient care continuity. Consider chairs with robust construction, high-quality components, and rigorous testing procedures to ensure long-term reliability and performance. Seek feedback from other healthcare professionals or institutions using similar chairs to gauge their experience with reliability and durability in real working circumstances.

#9

PRIORITISE LONG-TERM USABILITY

Choose therapy chairs, which are built on a sturdy, powder-coated metal structure that is resistant to corrosion. This ensures long-lifetime to the product. Opt for suppliers offering comprehensive service support to prolong the lifespan of your chairs. Consider chairs with ergonomic designs and adjustable features that accommodate a wide range of patient needs and therapeutic applications. Long-term usability ensures that your investment remains valuable and functional for years to come, contributing to the efficiency and effectiveness of your healthcare facility.

#10

EXTENDED WARRANTY OPTIONS

Explore therapy chairs offering extended warranty periods tailored to your facility's needs. Extended warranty provides added peace of mind and long-term protection for your investment. Consider chairs with flexible warranty options that allow you to customise coverage based on your specific requirements and budget. Review the terms and conditions of the warranty, including coverage limits, exclusions, and renewal options, to ensure comprehensive protection for your chairs throughout their lifespan.

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#11

PERSONALISED CONFIGURATION

Choose a supplier that customises therapy chairs according to your facility's unique requirements. Personalised configurations ensure that you receive chairs tailored to your specific needs, eliminating unnecessary costs associated with unused features. Collaborate with the manufacturer to identify your facility's specific needs and preferences, such as upholstery colors, accessories, optional items, and ergonomic adjustments. By customising your therapy chairs, you can optimise patient comfort, workflow efficiency, and overall satisfaction with the product.



#12

GLOBAL LOGISTIC SERVICE



When considering a therapy chair manufacturer, ensure it offers flexible delivery options and can organize safe delivery according to your needs. Look for manufacturers capable of providing global logistic services tailored to your requirements, ensuring smooth and secure transportation of the product to your facility. Verify the manufacturer's expertise in international shipping, customs clearance procedures, and logistics management to minimize delays and ensure timely delivery of your therapy chairs. Additionally, inquire about tracking options and insurance coverage to safeguard your investment throughout the shipping process.

#13

THE IMPORTANCE OF CERTIFIED AND QUALIFIED TECHNICIANS

Having certified factory-trained technicians is crucial for ensuring the highest quality of service and maintenance. These technicians have completed rigorous training and certification directly from the manufacturer, ensuring they have the specific skills and knowledge required to handle the equipment accurately and safely. This expertise reduces the risk of errors, enhances performance, and ensures compliance with medical standards. When choosing a supplier, it's essential to confirm that their technicians are factory-certified, as this guarantees professionalism, reliability, and the optimal functioning of your device. Well-trained technicians also significantly extend the life of the chairs through regular maintenance, thus improving the return on investment in the chairs.





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