

Addressing 3 challenges our sector is facing today ...

- SHOWERING & WET ROOMS
- KITCHENS
- MOBILITY SUPPORT
- DOC M SYSTEMS
- HEATING





Introduction

3 challenges:

- **DFG and Social Landlord funded bathroom adaptation backlogs**
- **DTOC's 'Delayed Transfers Of Care' where unsuitable bathing and toileting at home is the main reason or an additional factor *1**
- **Some private landlords and Housing Associations are concerned that a wet room may:**
 - **Limit re-letting appeal & speed**
 - **Cost money to remove**
 - **Water Damage: Level access solutions can leak if badly installed etc**

***1 NHS DTOC statistics suggest = c 5%-10% of DTOCs**

Additional Adaptation Pressures

- **Traditional wet room solution – 5 - 7 days to install**
- **A shortage of:**
 - **Labour : contractors capacity to do adaptations**
 - **Time : assessment & surveying resource to manage a significant & growing demand for major adaptations**

BATHROOM BEFORE





The Onyx Care Pod

One Product: Two New Solutions ...



Bath out shower in (BOSI)



Freestanding cubicle / ensuite



Potential Solution ?...

Why choose a 2-Day* Install Onyx Care Pod

Client Benefit:

- Bath out, back home, living and showering with independence
- Stylish and functional

OT and NHS Benefit:

- Fast to refer: “Onyx Care Pod”
- Simple options cover vast range of showering assistance requirements

LA / HA:

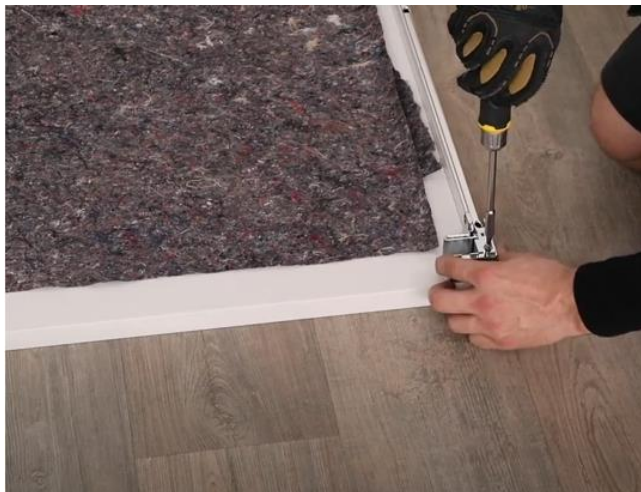
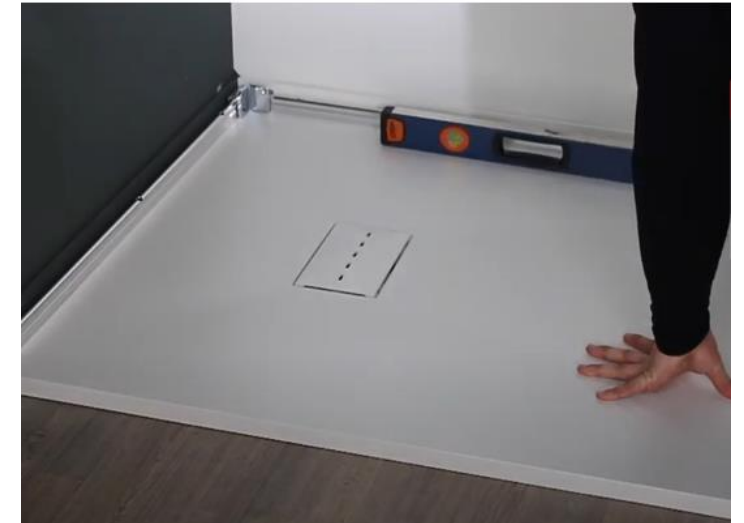
- Known costs – price parity
- Surveying reduction
- 2 installs a week vs 1 install

Private & Social Landlords:

- Water tight, looks great, removable



* Display pod on show here today was put together in under 2 hours by unskilled labour (not plumbed in)

6 simple steps to build ...



We have an Onyx Care Pod installed here at the show for you, and two of our product experts in attendance, please visit the stand where we would be delighted to answer any questions you may have.



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