



Turning Points

- New Naked Prosthetics Body-Driven Digits, now exclusively available at Steeper •
- Steeper undergraduate engagement and orthotic training days •

CEO message

Paul Steeper

Welcome to our latest issue of Turning Points.

The New Year and new decade are now upon us and we are pleased to announce some exciting developments within the company. We have a new addition to our upper limb product portfolio: body-driven digits by Naked Prosthetics, and our Assistive Technology division has strengthened due to partnering with the Ace Centre. In this issue we are also pleased to share with you highlights from our training days and exhibitions, Ethan's case study and the wonderful story of Steeper clinician Tim Howarth's trek up Mount Kilimanjaro.

We hope you enjoy this next issue, and please do share any feedback to marketingteam@steepergroup.com.

Best wishes,



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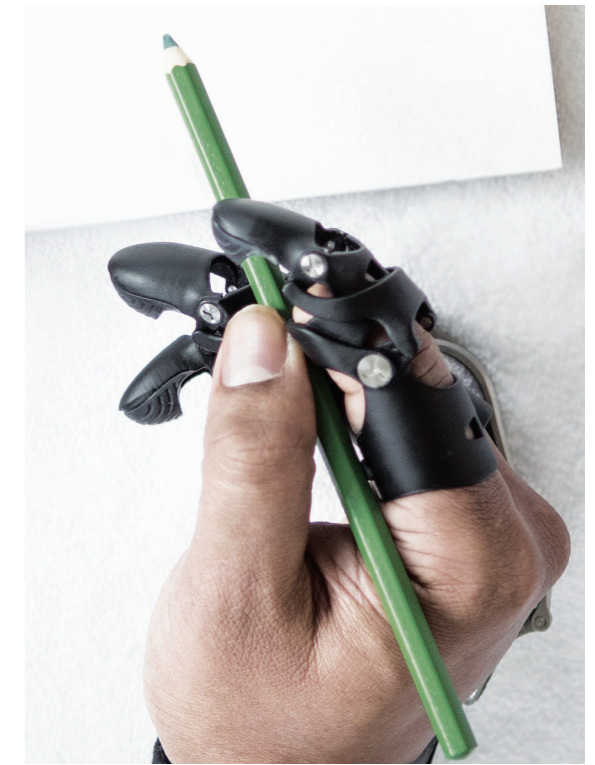
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We would love to hear from you!
Please send your feedback to:
marketingteam@steepergroup.com

New Product Offering: Naked Prosthetics Body Driven Digits

The much-anticipated digit prostheses range by Naked Prosthetics is now available in the UK, exclusively distributed by Steeper Group. These functional digit prostheses are designed specifically for partial hand amputees and are custom-made to the individual's specific measurements to effectively mimic the natural motion of the finger. Designed and manufactured in the US, the team at Naked Prosthetics identified a lack of options for patients who had experienced digit amputation, often only having the choice of cosmetic devices with restricted functionality. So, they set out to create intuitive devices which would restore a user's ability to perform daily tasks, and regain the confidence to get back into the workplace and lead a fulfilling life.

Available to the UK market, there are three stand-out devices that Steeper have selected to complement our product offering. Each has a simple, elegant design, and function by utilising the remainder of the amputee's digit to power the device. The exoskeletal mechanics optimise range of motion and strength, whilst protecting the hypersensitive amputation site ensuring there is no contact between the residuum and the device. This works together to allow for reliable object handling and manipulation, enabling the user to carry out tasks from carrying large heavy bags to actions requiring fine grip and dexterity such as picking up a pound coin. For more information, and to view the full brochure please visit www.steepergroup.com.



Tim Howarth: Trekking Kilimanjaro in aid of LimbPower!

Steeper Prosthetist Tim Howarth, along with a team of amputees and able-bodied volunteers embarked on an eight-day trek to the top of Kilimanjaro and back with huge success! A challenging climb coupled with rocky terrain, 1 am wake up calls and high altitudes - the team had an exhausting and gruelling experience. But with the guidance of the Tanzanian Travel Company Tim summited the mountain, and along with the rest of the group were rewarded with breath-taking views from the peak.

On their descent, the group were met with a team of Tanzania's government employees including the Minister for Tourism, who had been climbing the mountain at the same time and were inspired by the team's efforts. Their return was captured on the local news and can be viewed on YouTube. To read Tim's day-by-day account and for more beautiful photography from his trip visit www.steepergroup.com.



Rewarding and Recognising Our People: Steeper Employee Of The Year Awards

The Steeper annual Employee Recognition Awards were held in December, which recognise those who have gone the extra mile, pushing themselves above and beyond the call of duty and are vital to the functioning and the success of their departments and Steeper as a whole. To support our employees we create and maintain a challenging yet rewarding working environment, where initiative and innovation are rewarded without constraints to personal achievement. Our Employee Recognition Awards are reserved for employees who demonstrate a truly remarkable level of dedication and have shown initiative over the last 12 months. All four winners, Nigel North, Andrew Haines, Paul Laverick and Aimee Ellam were nominated by their colleagues, further enhancing the recognition that they so rightly deserve.



Steeper Group partner with Ace Centre

Since 1983, our assistive technology team have been designing and installing award-winning environmental control and communication solutions to fulfil the needs of individuals across the UK. To strengthen our offering, in 2019 we were commissioned to carry out inspections of assistive technology communication devices; originally provided by Ace Centre, as part of the NHS England requirements.

"We are very pleased to partner with Ace Centre and to be carrying out these inspections" stated Giles Hodgson, Steeper Business Development Director.

Ace Centre is a charity providing support to people with complex communication difficulties. They provide a wide range of services across England with a particular focus on Augmentative and Alternative Communication and Assistive Technology. The new partnership with Steeper will enable our team of AT engineers to provide specialist care to these clients and ensure that they receive a responsive and proactive service. Furthermore, our engineers are also equipped with the personal skills to match their technical ability, ensuring that we help enhance the lives of clients at every step of the journey.

For more information regarding Ace Centre inspections please contact Customer Services on 0113 207 0449 or email assist@steepergroup.com.



Giles Hodgson, Steeper Business Development Director pictured with Martin Fisher, Area Manager for Ace Centre.

Steeper exhibit at The OT Show



Closing 2019 on a high, the Steeper Assistive Technology team exhibited our full range of environmental control and communication devices including the new Gewa Maxi by Abilia at The Occupational Therapy Show in Birmingham.

The Steeper stand this year enabled Occupational Therapists to immerse themselves into a real-life living room situation that some of their clients may be faced with daily. Bringing interactivity to the show, delegates could try out a variety of solutions such as the Grid Pad eyegaze switch, and remotely control curtains, lights and a door opener using the EC devices on display. Through using and experiencing the devices, it was our mission to help OT's understand more about how clients can feel empowered in their surroundings, by combining the latest state-of-the-art devices and innovative systems with a dedicated and caring service, placing control firmly back into the client's hands

Overall the exhibition was a great success, and the AT team thoroughly enjoyed showcasing our portfolio to the delegates across the two days. For more information on our full range of Assistive Technology products and services please visit www.steepergroup.com.



Undergraduate Engagement Days for Strathclyde and Salford Universities

Late last year the clinical services team along with a group of Steeper clinicians, hosted Undergraduate Engagement Days for Strathclyde and Salford University Orthotic and Prosthetic students. We have long had strong connections with both these universities and have provided a number of training days over recent years.

Our most recent training day consisted of an introduction to the company and presentations from current Steeper clinicians about their career journey so far, with the opportunity to ask questions and gain an insight into what life after university is like as a Prosthetist/Orthotist.

"The launch of the student engagement days late last year was a great success. For Steeper the process allowed us to meet and interact with the next generation of clinicians and identify potential future Steeper employees. For the students, they gained an insight into modern patient data capture techniques, fitting spinal bracing, along with gaining prosthetic and orthotic patient assessment knowledge, which will be no doubt useful for their future. Overall the student engagement days were enjoyable for all involved." Alex Callaghan, Clinical Services Manager

The students also took part in several hands-on workshops, which included spinal brace applications, lower limb prosthetic prescriptions and using innovative orthotic scanning technology. The days were a great success, and a good opportunity for current and future clinicians to get to know one another.

"I really enjoyed the session, it was well planned and very helpful."
"It was a really good day, very informative with the tips for placement very helpful."

For more information on training that we can offer please contact marketingteam@steepergroup.com.



Steeper Host Spinal Brace Training at Lewisham Hospital

Steeper Orthotists Connor Mumford and Maria Nogueira recently hosted spinal bracing training at Lewisham Hospital, for a group of Occupational Therapists, Physiotherapists and Therapy Assistants. They covered a range of topics including donning, doffing, check-out procedures and problem-solving with particular devices. Connor said of the training: *"Running these sessions is a great way to engage with our fellow Healthcare Professionals and share our unique skillset around orthotics. Imparting our knowledge with other HCAs helps improve patient outcomes and helps reduce the wards reliance on the orthotic department."*

Improved training, improved fitting

We know that through enhanced training the fitting process of spinal braces can become easier, which is why we invest in training programmes ensuring that ultimately our patients receive the best possible outcome. Spinal braces are one of the most complex orthoses, designed to help stabilise the spine, restrict movement and reduce pain, and come in a variety of styles from custom-made to individually adjustable. Here at Steeper, we offer a wide selection of made to measure and stocked devices, all of which can accommodate a range of spinal indications. In instances where orthoses need to be fitted quickly, spinal braces that are in stock and instantly accessible are preferred by clinicians. These braces provide support and rehabilitation without the long lead times of custom items. As with any orthoses, one of the most important aspects is the correct fitting. By ensuring that the brace is fitted correctly, orthotists can help to improve the quality of life of patients by reducing pain, keeping them mobile and independent and preventing more invasive and expensive interventions.

For more assistance on spinal braces and further training please visit www.steepergroup.com.

Getting back into the ring: Watch James in training

Last year we shared with you James' story and how with the help of the prosthetic team at Seacroft hospital he was now back in the boxing ring. We caught up with James ringside and had a sneak peek at him in action, you can watch the full video on the Steeper Group Facebook page, don't forget to like and follow our page to keep up to date with all the latest news first!

In the video, James is practising his sparring, something that he has only been able to develop with his new prosthesis. For years, James had been using a boxing glove filled with socks, and as a result, never had sufficient reach to be able to spar properly. Now with his new carbon fibre and foam prosthesis, he has been able to take to the ring and is hoping that his first fight is not in the too distant future; *"I'd love to have at least one fight in my life where I can get into the ring and compete!"*

To learn more about the techniques involved in creating James' prosthesis please contact marketingteam@steepergroup.com where we will be happy to help you further.



Our highlights of 2019

2019 was filled with wonderful highlights, from fundraising for worthy causes to innovative product launches, clinicians presenting at exhibitions and successful UK contract wins. Over the year, we have had many proud moments but some of our most significant include; winning a Medilink North of England Healthcare Award, launching two new websites and celebrating 50 years in Leeds. Not only that but we have continued to create turning points in our patients' lives - developing and pushing boundaries to ensure that our patients live the life that they choose.

Each year we like to reflect on our achievements, setting ourselves and our people new challenges for the year ahead. We are already anticipating that 2020 will be another eventful year, and we look forward to sharing our news with you. We hope that you enjoy watching the snapshot we have created - you can see all our highlights on the Steeper website or our social media pages.

Come and meet us - 2020 exhibitions

Our diary is already filling up for 2020 and with exhibitions across the globe, we are looking forward to meeting you all. Here are just a few of the exhibitions we are attending this year!

February:
4th to 6th February - Hanger Education Fair, Nashville, USA

March:
4th to 7th March - AAOP, Chicago, USA

April:
24th to 25th April - BAPO, Coventry, UK

May:
12th to 15th May - OT World, Leipzig, Germany

We will be adding to our event diary over the course of the year, for more information please contact marketingteam@steepergroup.com.

11:00

Monday 5th August

was the moment Ethan scaled the walls of his local climbing centre with ease, attempting manoeuvres he never had the confidence to do before.

At fourteen Ethan had noticed that his chest was protruding abnormally, and after weeks of intimidating search results and hospital examinations, he was diagnosed with Pectus Carinatum. Fed up with feeling different from his friends, Ethan began the Steeper chest compression brace treatment with determination, and within weeks his progress was noticeable. After nearly a year of wearing the brace, his confidence has now been returned when out in public, and he can go back to doing the sports he loves.



Case Study

Ethan Newman



The story

Ethan was a fourteen-year-old boy who enjoyed school, spending time with his family and on the weekend going bouldering at his local climbing centre. However, one day when getting dressed he noticed that the wall of his chest seemed to be sticking out unusually, which initially concerned him but he left it for a few days thinking it might go away. But a couple of weeks later he began to worry again and researched online what it could be in case it was something serious. The search results immediately scared him, as the only information he came across which matched his symptoms was about an invasive surgery carried out by the NHS to correct the condition. Ethan was left feeling worried and concerned he had something seriously wrong with him.

When Ethan's mum Claire, noticed his chest, she booked a GP appointment to see what help was available. Claire had also taken to searching the condition, and was also very, if not more so, disturbed by the lack of information available to the public on the condition. During this time Ethan became more conscious about his chest, particularly when getting changed for PE at school as his friends had begun to notice it. When asked what it was he felt ashamed, as he didn't know exactly, and he began to avoid activities such as swimming or going to the beach with his family.

The solution

When he saw the GP Ethan was diagnosed with Pectus Carinatum (also known as 'Pigeon Chest') and referred on to see a thoracic surgeon for diagnosis and discuss treatment options. He was told that he was eligible for the chest compression brace treatment and was referred to Kate at the Seacroft Hospital Brace Clinic in Leeds. Ethan and his Mum were immediately put at ease by their specialist orthotist Kate, whose positivity and confidence in the treatment was a complete contrast to the lack of information they had found online. Keen to get started Ethan was fitted with his compression brace – an oval device with chest and back pads, designed to place pressure on the point of protrusion and gradually push the chest back into place. Unfortunately, the first couple of weeks were extremely uncomfortable for Ethan, as the asymmetric 'point' of his chest was particularly prominent and was rubbing against the brace. But after a few alterations and a softer layer of foam added to the brace pads, Ethan was adamant to start the treatment again and this time be successful.

After two months Kate was thrilled with Ethan's progress, as once his chest had loosened up and the initial 'point' flattened out slightly, the treatment began to work at an incredible rate. This motivated Ethan even more as he could feel a difference himself right away, and he stuck to the timing plan set out by Kate to the dot. One of

his proudest moments during the process was when he slept in the brace the whole night through - as he was initially convinced he would not be able to.

The turning point

After nearly a year of inspiring dedication and determination, Ethan's chest is almost completely flat - and he has been able to gradually cut down the hours of wearing it. He now feels confident when going out with his friends, and doesn't shy away from activities like swimming; he even found that doing his GCSE's was not disturbed by the brace as his chest wasn't worrying him anymore.

The bracing treatment had a significant impact not only on Ethan's physical health but also his mental health too, as he now realises the detrimental impact it was having on his life before - "The thing I am looking forward to most is just feeling normal. I can now go out in public with confidence, wearing normal shirts and jumpers."

One of the biggest turning points for Ethan was being able to go back to the climbing wall again after nearly a year off, as before he was worried about injuring his chest and the brace getting in the way. However, now he has more confidence than ever and has found he can do more advanced climbing manoeuvres as his ribs don't feel as though they are 'moving' as much and are more stable.

Returning to everyday activities and the hobbies he loves was the main aim for Ethan and his family, and he has achieved it through sheer courage and determination when it comes to the treatment process. His mum Claire is particularly proud: "Looking at a picture from a year ago, he's smiling but it isn't a happy, genuine smile. So compared to now, I can really see the difference the treatment has had on him."

During his treatment, Ethan was offered the opportunity to speak at the National BAPO Conference, where he bravely spoke about his treatment experience in front of a room full of clinicians, who were fascinated and moved by his story and came away feeling enlightened about the condition.

Now, as he nears the end of his treatment Ethan is keen to spread more awareness about Pectus Carinatum and campaign for the bracing treatment to be more readily available, whilst helping others who may be going through the same thing. Claire has also been taking action to help families whose children have the condition, through a private Facebook group of parents and patients from all over the world who swap stories and support one another. Ethan's advice to anyone about to begin treatment is simple: "At first it will be hard and difficult, but just persevere and it will get easier. Get on with your everyday life and it will be worth it. Just think - this treatment is only a small fraction of the rest of your life."

To find out more about Ethan visit www.steepergroup.com