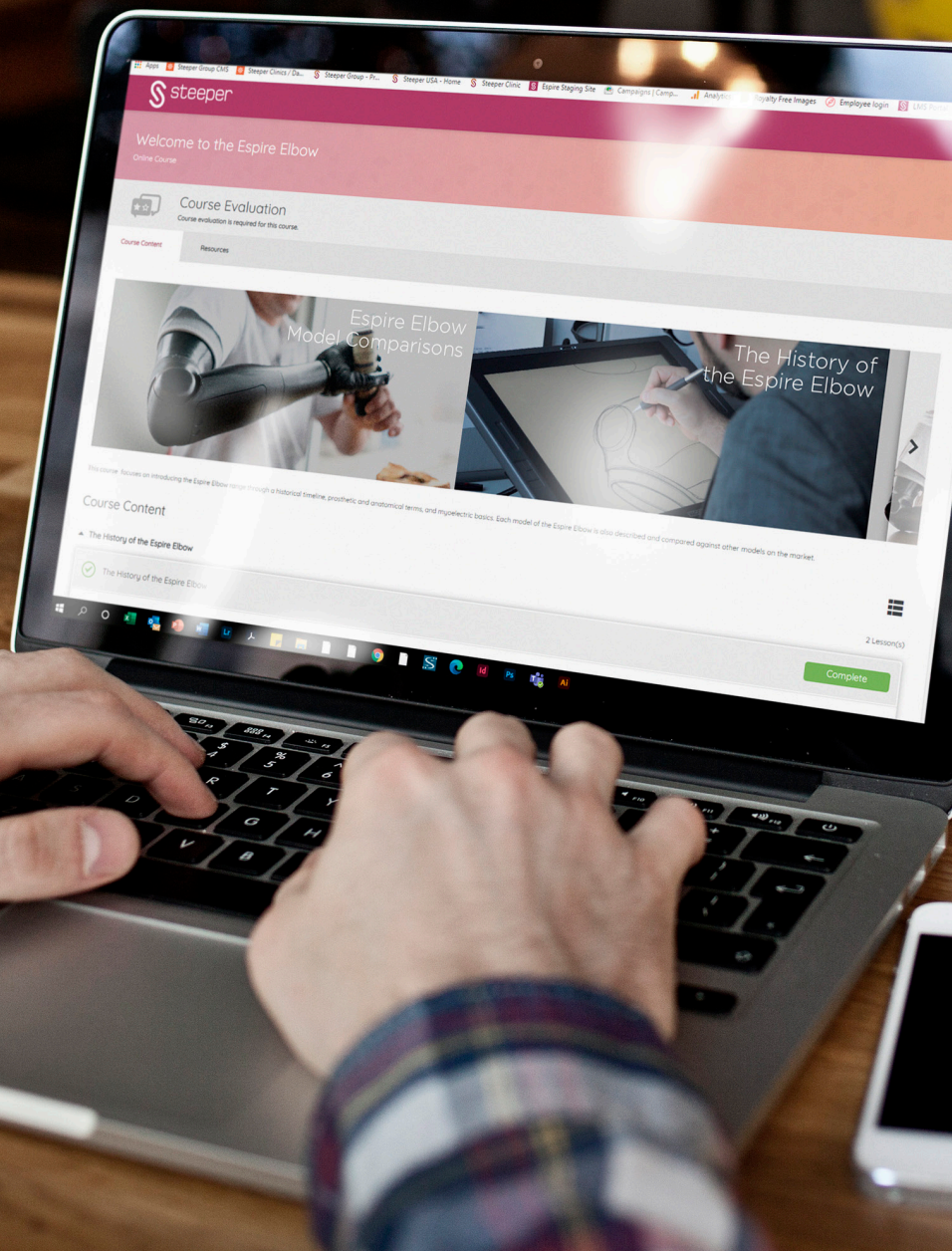


UpSkill

by steeper



Turning Points

- Steeper Clinic celebrates its 10 year anniversary •
- Read all the latest news about the Espire™ Elbow and the new UpSkill by Steeper platform •

CEO message

Paul Steeper

We are excited to bring you the latest Espire™ Elbow news in this issue of Turning Points especially with Steeper Group now being the exclusive manufacturers and distributors. We also recently launched our new e-learning platform, UpSkill by Steeper, which will provide prosthetic clinicians with exclusive training on our innovative devices, online webinars hosted by our Clinical Team, as well as first-looks at new products.

Alongside this, we also share with you the wonderful story of Edwina Freeman who, with the help of her Steeper orthotist Adam, has regained control of her life and made the most of her isolation with the help of new puppy Skye.

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

Best wishes, stay safe and have a lovely festive season and a happy new year,



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We would love to hear from you!
Please send your feedback to:

marketingteam@steepergroup.com

Celebrating 10 years of Steeper Clinic

October 2020 saw us celebrate the 10th anniversary of Steeper Clinic in Leeds. Unfortunately, our celebrations were much more muted than we would have liked, however, that has not stopped us reflecting on all the clinic's achievements and successes over the last ten years.

At Steeper Clinic, we specialise in both adult and paediatric orthotics, including biomechanics, musculoskeletal and neuromuscular conditions. Our specialist clinics also carry out innovative treatments such as STARband helmets for plagiocephaly and chest compressor braces for Pectus Carinatum. Located at the Steeper Group headquarters in Leeds, our dedicated clinic has immediate access to skilled technicians on-site, to ensure that our patients' orthoses are manufactured to the highest standard and bespoke adjustments for individual requirements can be made.

Our focus at Steeper Clinic is our patients, and how we can use innovation and integrity to improve people's lives. To maximise and enhance our patient's well-being, we work with a number of local allied health care professionals including specialist consultants and orthopaedic surgeons. This enables us to deliver the highest quality of patient-focused care, and provide life-changing treatments to empower positive turning points.

Over the last 10 years, we have seen a wide variety of patients through our clinic doors and below are just a selection of our favourites!



Reflecting on 2020 and preparing for our 100th anniversary in 2021!

Whilst we take the time to reflect on all our achievements over the last year, we are looking forward to sharing some exciting developments that we have in the pipeline for 2021, in particular, one very special 100 year anniversary celebration. Over the course of next year we will be sharing lots of our achievements and hopefully, COVID-19 permitting, will be able to celebrate in a fitting way! In the meantime, we wanted to take the opportunity to thank everyone for their continued hard work over the last 12 months. 2020, whilst a challenge, has been a year of many highlights, from innovative new products launches to patient success as a result of our dedicated clinical services through to new contract wins and a new head office for SteeperUSA. Below we have selected some of our best moments but you can find out more on our website: www.steepergroup.com.

New product developments and distribution partnerships

Throughout 2020 we have strengthened our partnership with world class manufacturers, allowing us to continue to distribute cutting-edge products, whilst continuing our high-standard of orthotics and prosthetics manufacturing. One of our proudest product acquisitions this year has to be the Espire™ Elbow, an exciting boost to our upper limb portfolio.

How our clinicians have created turning points in the lives of patients

Throughout the year we have loved sharing the inspirational stories of our patients, from the dizzying heights of Ethan Newman's Pectus Carinatum treatment to the motorbike-loving Rob with his custom prosthetic device. Our clinicians work tirelessly to support and provide valuable care to all of our patients, enabling them to pursue hobbies and careers with no limitations.

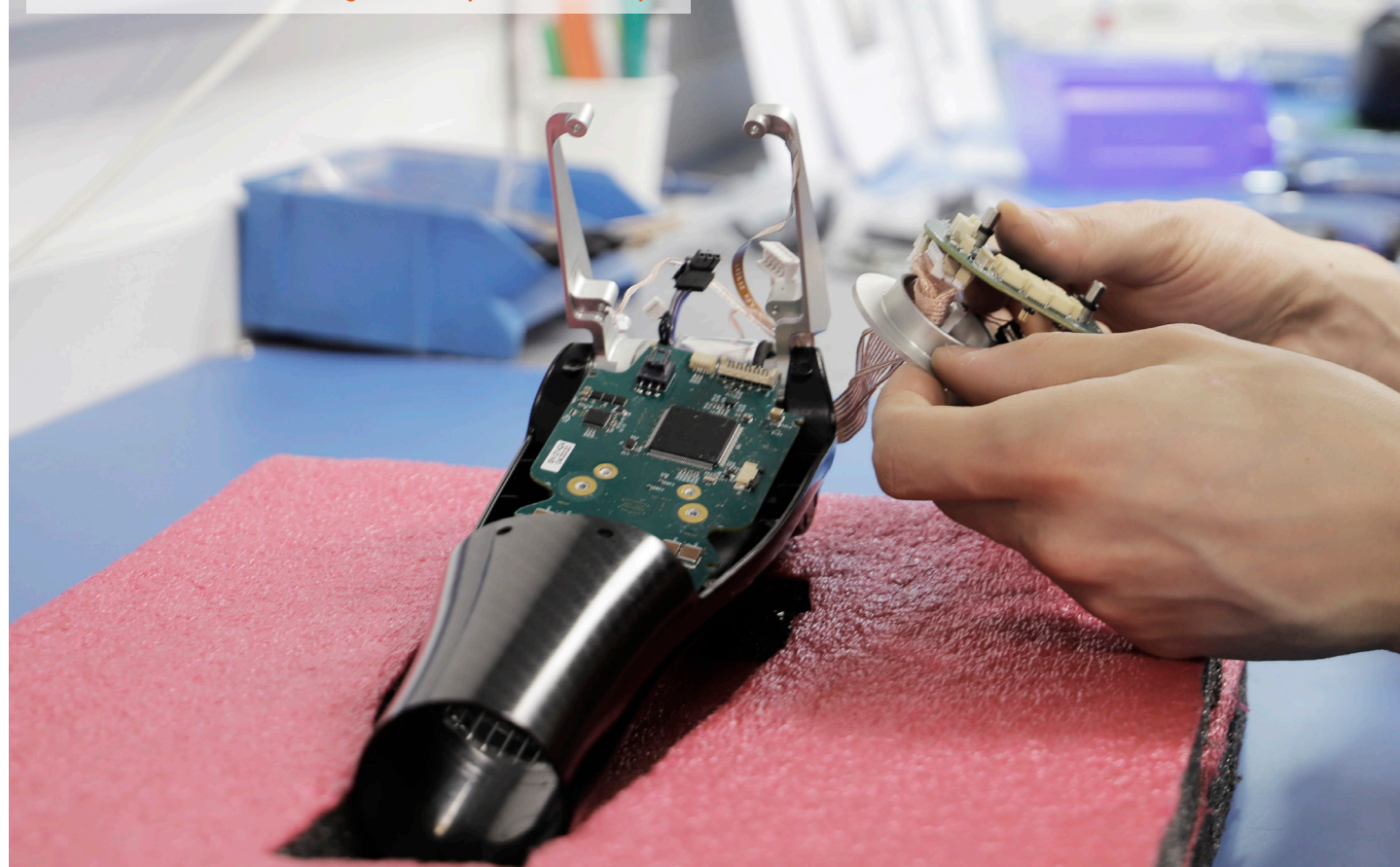
New contract wins and continued clinical services

This year the Steeper team have been hard at work securing new contract wins, contract extensions and continuing to develop our clinical services despite the pandemic. The teams have been successful at locations around the country including; Portsmouth, Dudley and Dorset to name just a few!

For more information on the services we offer at Steeper Clinic please visit, www.steeperclinic.com or contact our team on 0113 207 0432 or e-mail enquiries@steeperclinic.com. We also want to extend a special thanks to all of the wonderful patients that have visited our clinic and shared their stories and experiences with us, and we look forward to sharing many more over the next few years!

Espire™ Elbow

The next generation of prosthetic elbow, now exclusively manufactured by Steeper Group



Tuesday 1st December was the moment Steeper Group acquired the Espire™ Elbow. Incorporating state-of-the-art technology, innovative design and exceptional engineering, the Espire Elbow range is the next generation of prosthetic elbows. Manufactured and distributed exclusively by Steeper Group and SteeperUSA; our expert teams are excited to bring this latest innovation to customers and distributors around the world.

With a heritage that goes back almost 100 years ago, Steeper has a strong record of continuous development and progress, particularly in the area of upper limb development. A pioneer in new technology, the Espire™ Elbow is the latest in a long list of prosthetic products and devices. The Espire™ Elbow employs the very latest advances in prosthetics technology aimed at revolutionising the prosthetic elbow market

What is the Espire™ Elbow?

With an emphasis on function and design, the Espire Elbow range by Steeper are easy-to-use and anatomically correct prosthetic elbows which can be programmed to fit individual needs. The Espire is available in five models, each side-specific, a range of colours and two size options. From lightweight, mechanical models to myoelectric, powered joints - each elbow has the same reliable functionality and sleek design.

Clinical Perspective

"The Espire is unique, you can hold, lift, control and manipulate the elbow alongside the terminal device to carry out daily activities simply and effortlessly. The design of the Espire™ Elbow makes this product highly cosmetic and accepted by patients and users."

Espire Hub App

Steeper Group's Espire Hub App makes the set up of the Espire Pro or Hybrid models seamless and hassle-free for the prosthetist. Using a wireless Bluetooth connection, prosthetists have access to control strategy and device customisation via an iPad - eliminating the need to send the prosthesis back to the manufacturer to change configuration or terminal devices.

Steeper Group will send clinics an iPad upon their first Espire Pro or Hybrid purchase, and the Espire Hub App is available to download in the App Store. Clinicians can then simply ring Steeper Group if they require any assistance in reconfiguring the elbow, rather than having to send the prosthesis to us.

UK Manufactured

Manufactured by a skilled team of British technicians the Espire™ Elbow is crafted entirely in-house in the bespoke assembly room for complete quality assurance. Each Espire Elbow is custom-made to order providing unique configuration options to patients, resulting in greater choice no matter the circumstances or condition of their needs. Once manufactured, the teams at Steeper Group partner with an established and trusted global network of distributors, to deliver the Espire Elbow,

along with a supporting range of upper limb prosthetic devices to patients worldwide. Competing with some of the major prosthetic manufacturers in the world; the teams at Steeper Group play a vital role in helping promote UK manufacturing alongside strengthening the company's exports. Today, as part of Steeper's long-term economic plan, the company is proud to have such strong production capabilities in Britain, capitalising on the opportunities within the UK, creating new jobs and ensuring that their hard-working employees reap the benefits of globalisation.

Further Information

For further information on the Espire™ Elbow, please contact Steeper Group on customerservices@steepergroup.com or call +44 (0)113 270 4841.

UpSkill by Steeper

Earlier this month we launched our online training platform UpSkill by Steeper! This new platform is an e-learning resource for prosthetists, prosthetic technicians and our distributors across the globe - with exclusive training on our innovative devices, online webinars hosted by our Clinical Team, as well as first-looks at new products.

Launching with courses on our newly acquired Espire Elbow, UpSkill will provide in-depth training and insights into the elbow range, awarding certificates and competencies upon completion. Learners can also explore a library of resources across the entire Steeper prosthetics portfolio, and will be the first to access information on our upcoming product launches next year. What you can expect when you enrol with UpSkill by Steeper:

Online Courses

Access a catalogue of online curriculum and courses on the Steeper prosthetic range, and test your knowledge with assessments to further your prosthetic skillset. Upcoming courses include product overviews, how-to's on-device adjustments, prescription techniques and much more.

Instructor Led-Training

Throughout the year we will be hosting online webinar courses, hosted by our Prosthetic Product Managers and our Prosthetic Partners on everything from microprocessor technology to upper limb builds. Either enrol to join the training live wherever you are in the world, or access recordings to complete the training after it has happened!



Earn Competencies

As you complete courses and take part in online webinars, you can earn competency badges and downloadable certificates for your records. These will all be displayed on your UpSkill profile.

Learn Mobile App

Want to complete courses whilst offline? UpSkill by Steeper is also available using the Learn Mobile app - so you can download course content and learn from anywhere! Simply download from your phone's app store and sign in using your UpSkill login credentials.

Global Resources

For additional learning, we've compiled a resource library of all of our prosthetics literature and technical manuals ready for you to download, all organised into product categories for easy viewing.

Please note: UpSkill is only available for qualified prosthetists and prosthetic clinicians, and recognised distributors of Steeper prosthetic devices, please contact education@steepergroup.com for further information on enrolling in the platform.

Continuation of services awarded at Alfred Bean Hospital

We have been successful in the continuation of our orthotic services at Alfred Bean Hospital, only this time directly commissioned by East Riding Clinical Commissioning Group. A large change in this process is that our Customer Services team are taking on the administrative role and we are receiving referrals directly.

As one of the largest orthotic service providers and manufacturers nationally, Steeper Group have been commissioned to provide Orthotic Services within Hull, East Riding and Driffield for the past 15 years. We provide a range of specialist orthotic treatments for patients with musculo-skeletal conditions, neurological conditions, complex lower limb biomechanical deficits, diabetic high-risk foot management along with paediatric musculo-skeletal and neurological presentations. The patient is at the heart of everything we do and we are passionate in providing evidence-based clinically effective and cost-effective orthotic care.

To contact our Customer Services team regarding any further queries please call 0113 207 0435, choosing 1 for Customer Services and 2 for Orthotics.



Two new faces join SteeperUSA

We are excited to welcome Michael Amrich CPO, FAOP and Mark Biocchi to SteeperUSA. The pair joined the company in November to strengthen the US team and to provide wider support across the Steeper upper limb range, particularly the Espire Elbow.



Mike has been a Certified Prosthetist for 40 years and has such a vast knowledge and background in the prosthetics field. He will be providing prosthetic care and sharing his knowledge to amputees of all ages and amputation levels.

Mark is an experienced and knowledgeable Electronic Technician with more than 10+ years of experience in the field. He will be leading our Technical Department to troubleshoot, evaluate and perform component level diagnosis of customer systems and returns.



We are very happy to welcome both Mike and Mark to SteeperUSA!

15:42 Thursday 15th September

was the moment **Edwina** regained her life. After being prescribed an advanced carbon fibre AFO through her Steeper orthotist Adam at Sunderland Royal Hospital, Edwina's mobility changed instantly. "The orthosis hasn't just helped me walk but has given me my life back. My gait is normal, my knees don't buckle, and my rollover is great. I can walk on uneven ground, walk on the beach, and it has made all the difference to my outlook on life and how I approach it."



Exclusive offers on the Gewa One and Gewa Connect by Abilia



Exclusively this December we offered a special discount to our customers for upgrades and new installs on the Gewa One and Gewa Connect devices.

These two communication devices, provide users with the ability to interact with friends and family through easily accessible controls and switches. With our increased use of technology over the past few months, it is only right that users with varying needs can communicate as well. Complimentary to the discount we also offered a reduced installation fee, making this the ideal time for our customers to upgrade their systems.

For more information on the Gewa One or Gewa Connect devices, please visit www.steepergroup.com or contact our team via e-mail at assist@steepergroup.com.

Case Study

Edwina Freeman

“Someone recently told me that living with cancer is 60% in the mind, and if you can live your life as near to normal you’re halfway there. With the help of my AFO and Adam, I am more positive and for that, I am truly thankful.”



The story

A former Nurse, Edwina is fully in tune with her body and when she started to experience a variety of strange symptoms earlier in the year, she instinctively knew something wasn't quite right. After several visits to her GP and numerous tests later she was diagnosed with POEMS Syndrome, a rare blood cancer.

After a short spell in hospital, Edwina was initially seen by the orthotics team on the ward, as she was showing symptoms of foot drop, a muscular weakness or paralysis that makes it difficult to lift the front part of the foot and toes. As a result, she was very unsteady when walking and relied heavily on her crutches. In a bid to discharge her quickly from the hospital she was prescribed an initial stock AFO which allowed her to regain some stability, and provided the necessary support she needed in the short term to facilitate her back into her own home. Working collaboratively with the Neuro physio team as part of a Multi Disciplinary Team to create the best possible outcome for patients, Edwina was then prescribed an appointment as an outpatient to be seen by Adam, a member of the orthotics team later in the month to further assess her needs.

The solution

At her follow up consultation Edwina showed the following symptoms: weak quadricep muscles, she became very tired after walking a short distance and she was hyperextending her knee, something that needed to be resolved quickly as could pose significant long-term problems. As a result, she was measured for a carbon fibre anterior shell AFO (SpryStep® Max

by Thuasne); this AFO was deemed most appropriate as she lacked muscle strength in her quads and the AFO provided additional support on the shin providing maximum stability. As a higher risk patient, she was asked to come into the hospital for a follow-up assessment and with the team in full PPE they assessed her.

The turning point

Since receiving the SpryStep® Max and seeing Adam, the transformation has been incredible. She is walking quickly and with an improved gait, she is able to walk unaided, and the low profile design of the SpryStep Max meant that she is still able to wear her own clothes with the AFO and her own footwear. Being more comfortable and confident on her feet, Edwina recently added to her family with a new puppy. As all new pup-parents know the initial nights can be tricky, so for Edwina having an AFO that is easy and quick to put on has meant she has been able to see to her new pup through the night with full confidence that her orthosis will support her legs walking around the house and up and down the stairs.

“The orthotics team have been fabulous! Adam is so inspiring, and he has built my confidence up, for this, I can't thank him enough. The team are always encouraging, Adam informs me of the challenges I will face, but he makes me think that things are possible and that has given me a more positive outlook on life. He hasn't just given me an AFO he has given me my life back.”
Edwina Freeman

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