

Dr. Joan Montaner Medical Director of Esteve Teijin Healthcare

“Beyond supply, our value proposition focuses on patient care”

On what principles does ETH base its value proposition?

With the commitment to improve the quality of life of patients with respiratory problems and their carers, Esteve Teijin Healthcare mainly focuses on monitoring the patient, supervising the proper fulfilment of respiratory therapy and evaluating adherence to treatment. Our company brings to the sector a value which is far more geared to welfare, offering medical care at the home of the patient. We somehow transfer the doctor's senses to the home. We believe that evaluating clinical development is important for improving the health of the patient and his well-being, but also so that regional government can adjust and reduce its costs. In recent years there has been a considerable increase in the number of patients with respiratory therapy needs, mainly as a result of smoking and a greater number of patients with sleep apnoea diagnosed and this means huge spending on health. Therefore, one must guarantee that treatments are followed properly and that those who need them have access to them. To this purpose,

“Esteve Teijin Healthcare brings to the sector a value which is far more geared to welfare”

we are in frequent contact with the prescribing doctors, informing them about the monitoring of treatments, as well as available equipment and options for that equipment.

How do the monitoring and quality control of the service work?

We have a team of health professionals who are specially prepared to attend to patients, who are not only responsible for the ensuring that the technology works correctly, but also for carrying out an exhaustive clinical monitoring of the patients, starting with the preparation of their clinical history. We opt for training, education and active listening to the patient, and we arrange a schedule of periodic visits which

make it possible to ensure that the patient is making the best use of the therapy. We are an active part of the health system in our country and we bring added value not just to the patient, but also to the doctor, health insurance companies and the regional government.

What objectives do you have in the medium term?

We want to continue to develop this model of activity, based on the quality of the health care and the life of the patient; working closely with the health authorities, showing ourselves to be the best alternative in the public contests which are presented. Likewise, one of our objectives is to enter the European market, thus transferring the same philosophy which defines our company's activity in Spain. We are also going to continue working on the diversification of treatments, with the aim of gradually offering more and better responses to patients in the field of respiratory home therapy, not only expanding our catalogue of solutions for oxygenotherapy, sleep apnoea, the monitor-



ing of apnoea in children, mechanical ventilation and aerosol therapy, but also embarking on new areas.



MORE INFORMATION
www.estevetejin.com