

# PRESS RELEASE

## Service Provider in Sleep Health Care

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### WEINMANN with LARK OR NIGHTINGALE to provide services in sleep health care

**Hamburg – LARK OR NIGHTINGALE, a subsidiary of the Weinmann Group, is the largest independent service provider to sleep health care in Germany. As the debate about controlling health care costs continues, LARK OR NIGHTINGALE is making its contribution to lowering costs while improving the quality of sleep health care.**

No one disputes how important sleep is to productivity and quality of life. LARK OR NIGHTINGALE leads the way to sound sleep by providing a professionally managed delivery process for sleep medicine. Based on its experience in operating 10 sleep labs, LARK OR NIGHTINGALE has established a "best practices" process that allows a network of participating doctors, health insurers, medical supply dealers and sleep labs to coordinate their activities. The primary goal of this best practices process is to provide optimum care to the patient.

The ongoing discussion about health care costs prompted LARK OR NIGHTINGALE to develop a concept for economically providing sleep health care, particularly in the operation of sleep labs. One enormous hurdle is the efficient coordination of all parties involved. Since its founding in 2006 LARK OR NIGHTINGALE has responded to this challenge with an innovative concept for patient care with high-quality sleep health care solutions.

Managing Director Dr. Michael Gösch: "With medical management completely in the hands of our partners, the doctors, we can work together to improve the delivery of care to the patient and develop leaner processes. By taking advantage of these synergies and improving communication at the interfaces, we can minimize the costs for the health care system and increase the efficiency in providing sleep health care."

Weinmann sees its involvement in sleep health care as a natural outgrowth to its core business. Marc Griefahn, Managing Partner of WEINMANN, Hamburg, said, "For years we have seen the difficulties that complex supply processes cause in sleep medicine. . Our business in sleep diagnostics and therapy is dependent on effective and efficient coordination of all parties involved. It is not unusual to see a breakdown

in communication, which hurts everyone in the end. Now with 20 years of experience, we claim with some degree of pride that we know how to manage these processes in a way that will yield the best results for all participants. Our initial successes speak for themselves."

LARK OR NIGHTINGALE sleep labs satisfy the very highest quality standards. Nearly all the rooms, most of which exceed the minimum space requirements for a patient room, are equipped with shower and toilet and flat-screen TV. The idea is to make the patient's stay in the sleep lab as pleasant as possible.

"When a patient comes in contact with LARK OR NIGHTINGALE first," said Dr. Gösch, "we can stay with him through the entire process, right up to treatment. We offer our medical cooperation partners in the sleep lab a full-service package, which ranges from setting up a sleep lab that complies with our standards to recruiting and training staff and supporting the lab's daily business, such as appointment coordination. Our know-how and professionalism make LARK OR NIGHTINGALE what it is – a high-quality service provider in sleep health care."

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