



BRAND YOU CAN TRUST

TRADITION • QUALITY • INNOVATION
• COMPREHENSIVE OFFER



Trust since 1951



- TZMO started in 1951 from manufacturing dressing materials.
- The requirements the company had to meet during the production wielded a great impact on our working standards.
- They have been grounded on assuring quality and safety of the products.



- These high requirements still determine our work culture.
- All products and services of TZMO SA comply with these standards.



- TZMO products are for a **wide circle of clients who expect high quality** services as well as medical and hygienic products.
- Our portfolio includes brands which accompany millions of people all around the world.



Main brands of TZMO SA



- TZMO Group owns 55 companies.
- Products of TZMO SA are available in 80 countries on 6 continents.
- We are present in the area inhabited by 1/3 of the world's population.



seni®

Reliable protection in incontinence



- Nowadays, as the societies grow older, incontinence becomes more and more urgent problem.
- **Incontinence** is a **social disease** concerning millions around the world – regardless of gender, age or social background.



- We are close to our customers, so we know that the needs of incontinent people are very different.
- Having this on mind we designed a [Comprehensive Care System](#).



→ The first element of the Comprehensive Care System are incontinence products of highest quality.





FOR MEN, WOMEN AND CHILDREN – regardless of type and degree of incontinence



For those WHO WANT TO LIVE THEIR LIFE TO THE FULLEST despite the problem



Out of concern for COMFORT OF BEDRIDDEN PATIENTS

- One of the key problems in taking care of an immobilised person is chafes and bedsores development.
- The risk increases when skin parts have constant contact with urine.
- Out of concern for health of the users of our products we, as **the first ones in the world**, have introduced **breathable laminate** to all our Seni absorbent products.
- The breathable laminate has **revolutionised inco care** and using it in absorbent products is now a standard.



- We see caregiving as a whole.
- In answer to professionals' needs we developed a line of specialist skin care products **Seni Care**, which effectively cleanse, condition and protect even the most demanding skin.

seni[®]
care

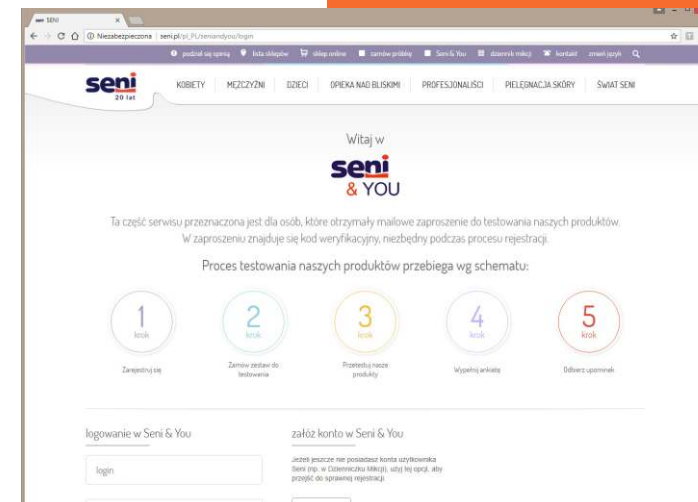
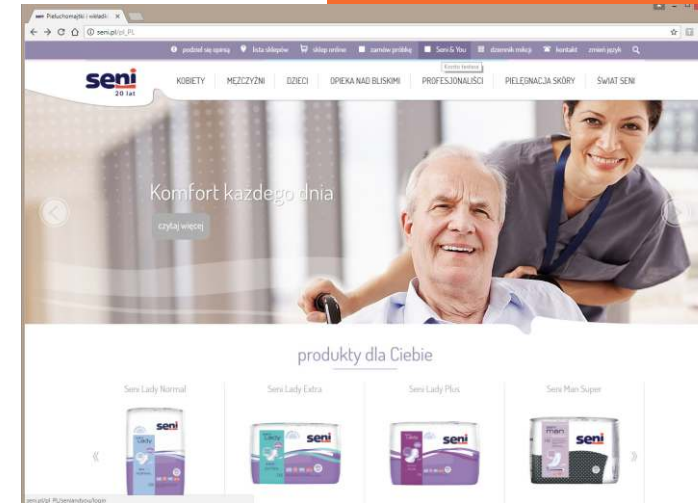


SPECIALIST CARE FOR DRY AND
SENSITIVE SKIN

IN BEDSORES PROPHYLAXIS

IN INCONTINENCE

- We take advantage of every possibility to improve our products.
- Our customers' opinions show us the direction for changes.
- We listen to all comments of the users of our products, as they inspire us to create better products.
- Our regular customers are invited to be a part of testing process for new and modified products.



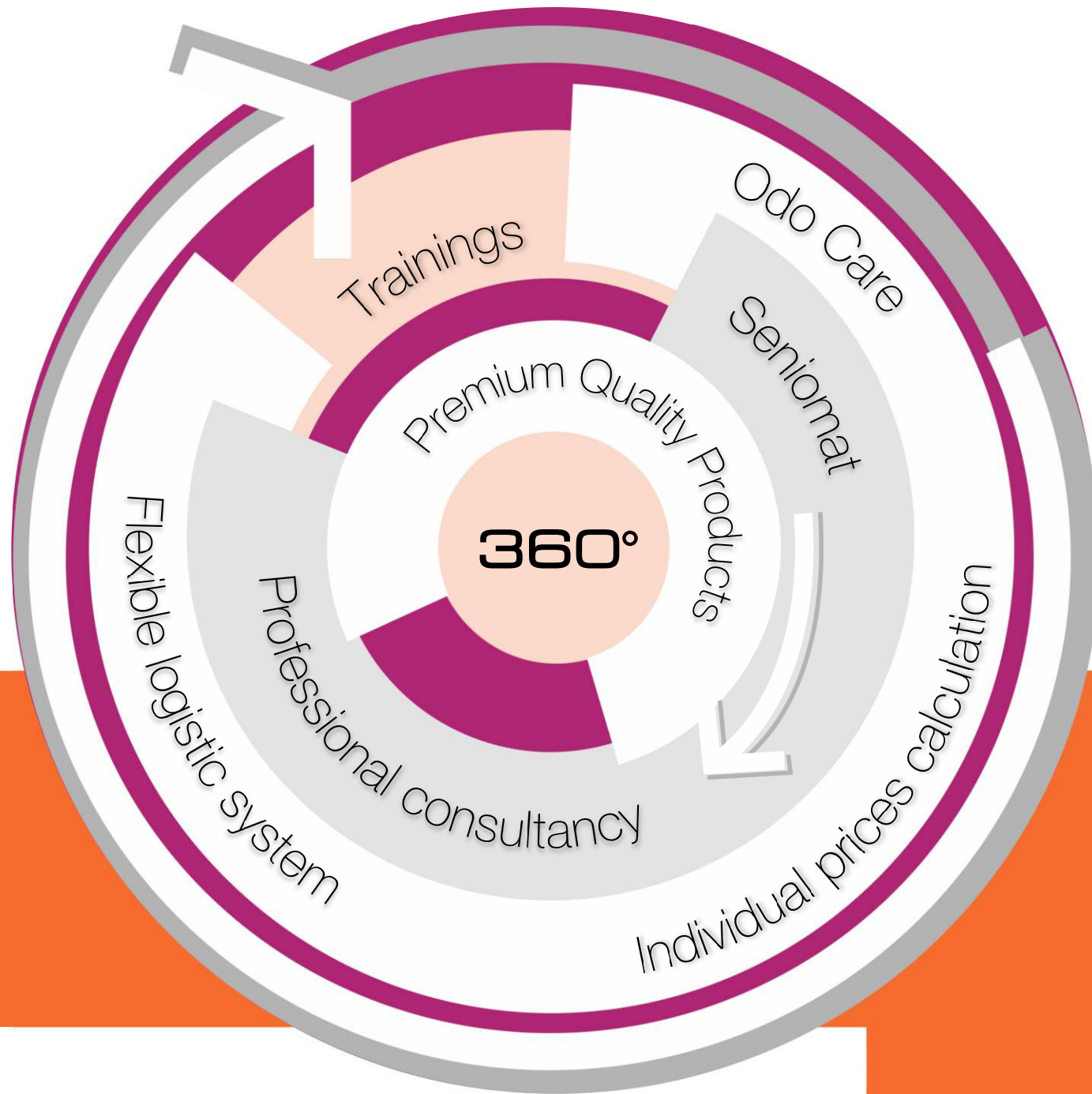
- The customers appreciate the highest quality of Seni products.
- Consumer and professionals prizes from different countries prove this appreciation.



COMPREHENSIVE SERVICE







PROFESSIONAL CONSULTANCY

hearing what the client's needs are



proposing an individual form of cooperation



determining the current state of supplies



testing phase – by the terms agreed with the client



analysing the tests results and defining the final solution



choosing the elements of 360° concept
according to the client's needs



FLEXIBLE LOGISTIC SYSTEM

openness to the individual needs of the client



deliveries directly to the institution storehouse



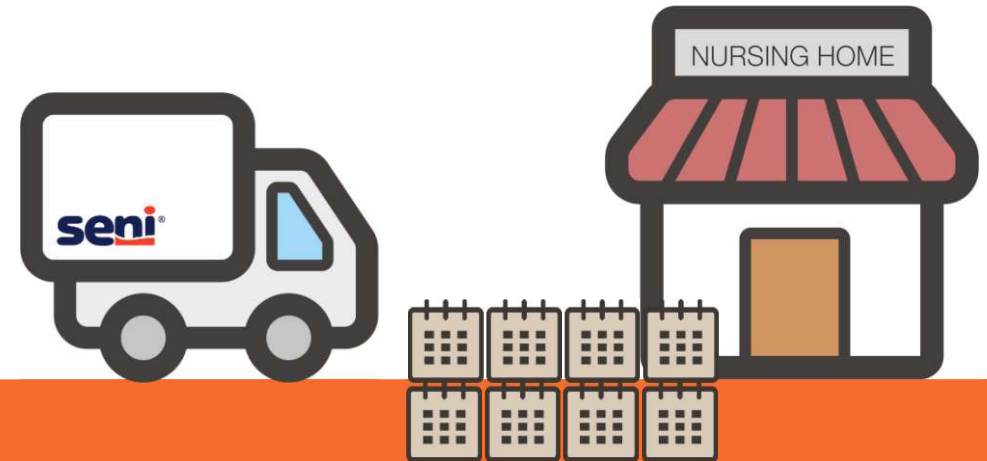
sorted supplies divided for each ward



personalised identification of supplies



relieving the care staff from non-care tasks



INCO SUPPLIES COST OPTIMISATION

- 
- different forms of financing in different countries
 - optimisation through choosing the right products and personalised solutions
 - optimisation of costs through the right model of funding (price list / lump sum / cost guarantee)

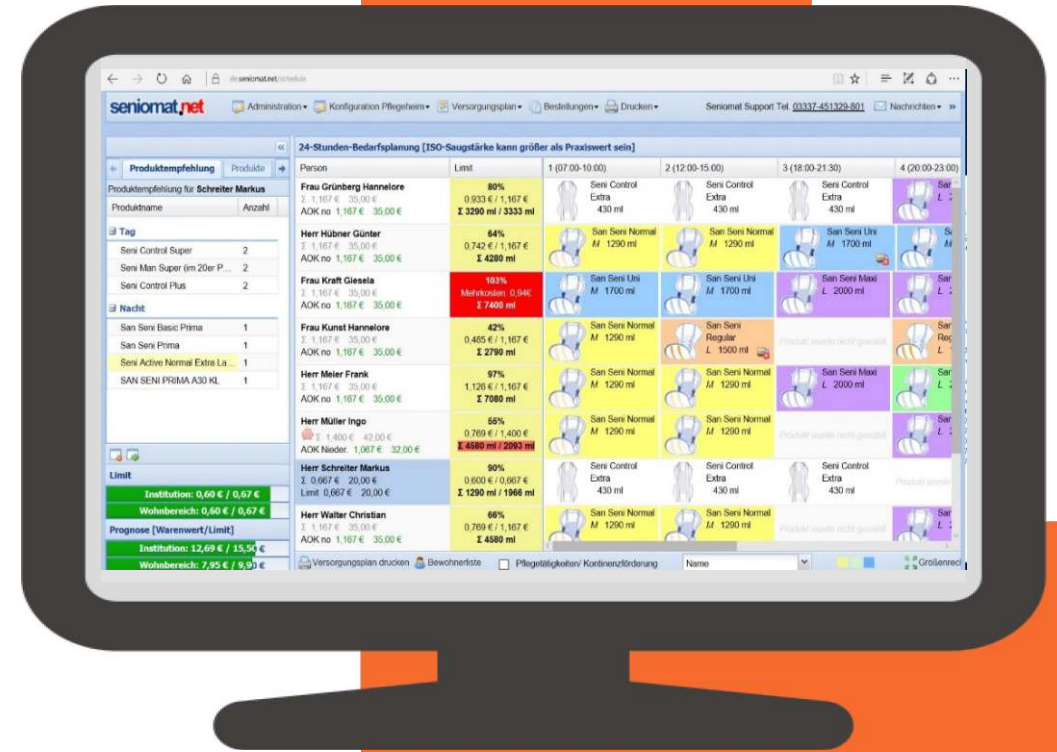


seniomatic.net



Effective system of cost control supporting inco supplies management

- ✓ individual profiles for all patients
- ✓ monitoring of inco products usage
- ✓ optimisation of supplies
- ✓ orders directly from the system
- ✓ care plans
- ✓ web platform
- ✓ secure personal data protection



TRAINING SYSTEM

DIRECT CAREGIVERS

MANAGEMENT

INCONTINENCE
PROBLEM

OPTIMAL USAGE OF
SENI PRODUCTS

SENI
TRAININGS

STANDARD OF EXPERTS
– CONTINENCE
SUPPORT

COST CONTROL WITH
SENIOMAT.NET



ODO CARE SYSTEM

system of secure and odourless storage
of hygienic waste



convenient and easy to use



improves atmosphere in the institution by reducing the
unpleasant smell



improves comfort of work for the staff



VACUSAN 2.0

system of compression of hygienic waste



convenient and easy to use

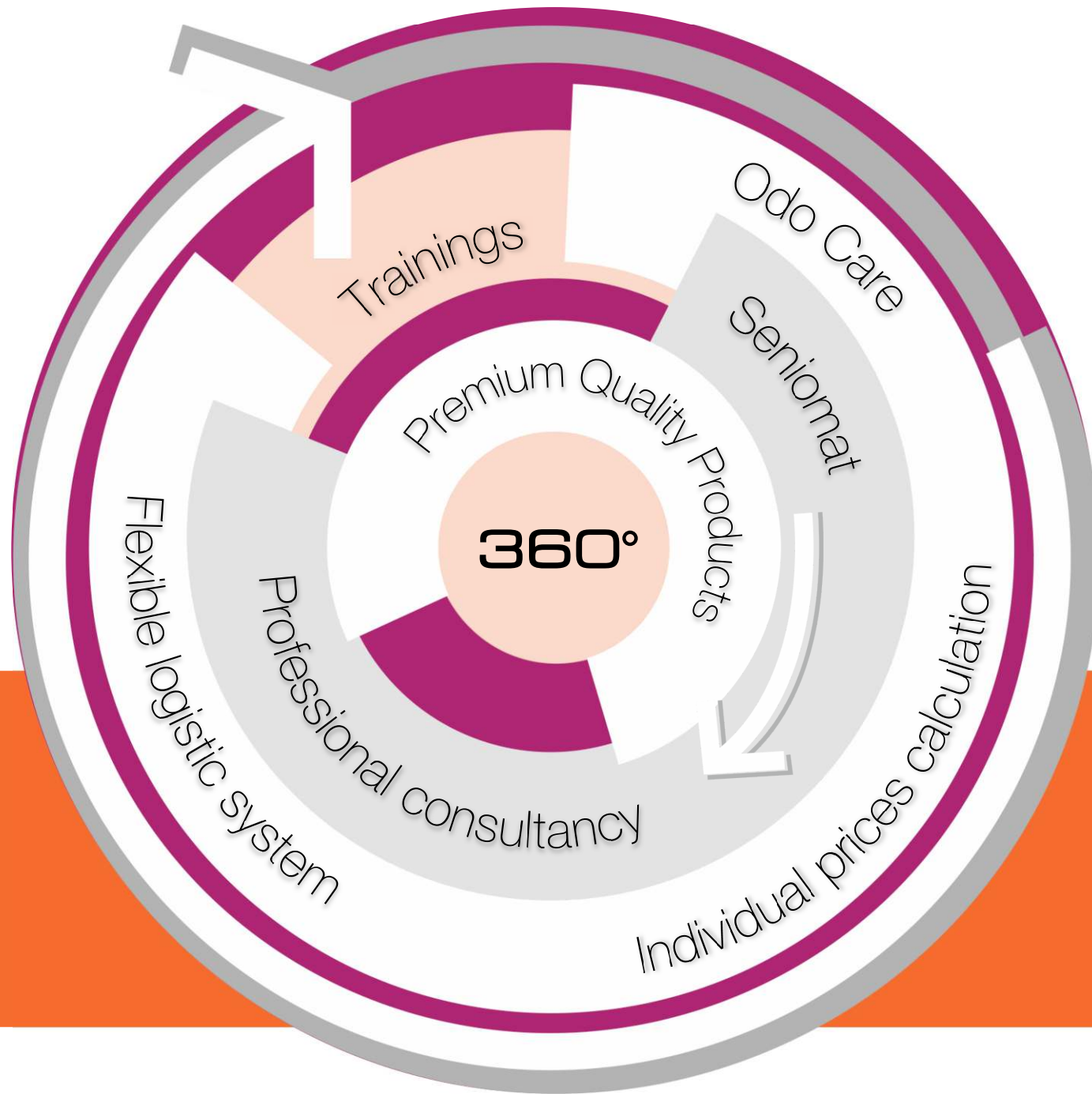


reduces volume of waste by half and thus decreases the cost of waste management



improves comfort of work for the staff





RESPONSIBILITY

Seni is more than products



- Our knowledge is an outcome of our everyday cooperation with customers.
- In care-connected environment it is crucial to exchange experience on new solutions and cost optimisation.
- In answer to the need we create opportunities for meetings that enable this exchange.



- Since 1997 we have organised International Long-Term Care Conference.
- Each year the Conference gathers over 1000 participants from all over Europe.



- We use acquired experiences in other places.
- **European Long-Term Care Centre** educates medical care assistants in Toruń, Bydgoszcz and Warsaw, Poland.
- We focus on education quality.
- **The best facilities** are chosen for practical trainings.
- We teach foreign languages, opening the way for professional development abroad.



→ We have also opened schools for medical care assistants in Moscow and Novosibirsk, Russia.



- In whole Europe unprepared families take care for their dependent family members.
- For these families in Poland we have implemented a 'Damy radę' ('We can do it') project – its main objective is to support those who face problems while taking care for their close ones.



www.damy-rade.info

BEZPŁATNE warsztaty

Jak opiekować się osobą przewlekle chorą w domu

Znajdź warsztat w Twojej okolicy



DOWIEDZ SIĘ jak pomóc

osobie starszej w domu

Zobacz poradnik



FILMY

z praktycznymi wskazówkami jak pielęgnować chorego w warunkach domowych

Obejrzyj



- TZMO also enables the implementation of a scientific project involving 5 universities from 5 countries: Germany, Poland, Finland, Austria and Turkey.
- These universities educate the future medical and care staff.
- In the annual 7-day long workshop 30 professors and students take part.
- The objective :
 - exchange of scientific thought between students on the quality of life of incontinent people,
 - working out the ways and methods for reducing shame and discomfort connected with incontinence.



- We think widely about education.
- Through organising the **International Football League for the Disabled Seni Cup** we promote sport activity of disabled as one of the most effective rehabilitation methods.
- Each year the Tournament gathers over 3000 players from 10 countries.



senicup



We believe that through education we can improve the quality of care.

We do it in the spirit of responsibility.

Together with you.

We learn from you about the care of chronically ill people.

Together we define needs, together we find solutions.



Together we change the world

Thank you!