

# Product Retirement Notice

PRN #012017-001

January 27, 2017

## Joerns Healthcare Announces End of Life Plan for Enclosure Bed System Rental

This notice serves as formal communication of Joerns Healthcare, Inc.'s intent to initiate the Limited Retirement Mode (LRM) notification for the following products and all related configurations and packages. Limited Retirement Mode is a public statement by Joerns that we will no longer issue new leases, manufacture, develop or release updates or enhancements for these products. The following product(s) are affected:

- ECATS 3600-E bed system rental
- Safe-T Care Mfg SNE-1 bed system rental
- Soma S300 bed system rental

This retirement notice attempts to identify all SKUs affected by the discontinuation of specific enclosure bed systems due to availability, retirement, or consolidation. It is possible that some part numbers were missed in the list provided. Joerns reserves the right to include omitted SKUs if they are related to the products listed above, even if the SKU is not specifically listed in the notice. Those omitted SKUs are subject to the terms specified within this document. If you are unsure of a specific SKU, please contact your Joerns representative for clarification.

### **Products:**

Product Name	SKU	Description
ENCL 36 CAMTEC 3600-E INTEGR	RCSEBINT	Enclosure 36" width, 500lb SWL, ECATS integrated enclosure with Camtec 3600-E
ENCL 36 BASIC 500 INTEGR	ZENITH	Enclosure 36" width, 500lb SWL, ECATS integrated enclosure with Zenith bed
ENCL 36 SAFE-T-CARE NON INT SNE-1	RCSEBNONINT	Enclosure 36" width, non-integrated enclosure
ENCL 36 SOMA NON INT S300	RCSEBNONINT-VX300	Enclosure 36" width, non-integrated enclosure
SAFETY ENCLOSURE SYSTEM	STAT ENCLOSURE	Enclosure 36" width, non-integrated enclosure

### **Recommended Replacement Products:**

Current SKU	New SKU	Description
POSEY ENCLOSURE BED	RCSEBINT-PSY8070	Enclosure 36" width, 450lb SWL, integrated enclosure with bed
ENCL 36 POSEY 8060 NON INTEGR	RCSEBNONINTPSY8060	Enclosure 36" width, non-integrated enclosure

*\*Contact your Joerns representative to discuss replacement options that would best fit your requirements.*

### **Regions Affected:**

- Asia Pacific (AP)       Europe, Middle East, Africa (EMEA)  
 Latin America (LA)     North America (NA)

### **Channels Affected:**

- Acute (AC)               Veterans Affairs (VA)  
 Post Acute (PA)         Home Care (HC)

### **Reason for Retirement:**

Joerns Healthcare offers duplicative solutions for the safety enclosure bed frame portfolio today. To simplify choice and improve long-term serviceability, Joerns Healthcare will offer Posey integrated and non-integrated bed frame technology as its portfolio offering. This selection features a standard feature set and comparable capability that supports the immediate and future needs of the safety enclosure customer.

### **Price Increase:**

Joerns Healthcare will standardize to the current enclosure bed models by March 31, 2017 for rental services. Rental options will be available beyond the transition date for select existing bed enclosure customers while new customers will be referred to alternative services. Recommended alternative products noted above are available per location.

**Timeline of Events:**

Active Retirement Mode	Joerns will no longer rent the noted frame SKUs after this date.	3/31/2017
Limited Retirement Mode	Joerns will no longer rent the noted frame SKUs after this date (per inventory).	6/30/2017

**Service and Warranty:**

Joerns will maintain our commitment to our customers by supporting and servicing discontinued product at all domestic service centers throughout the life of all warranties in place, as long as the required parts are commercially available. Service parts will remain in inventory for seven years after the final sale date of discontinued products when an end of service announcement is released.

**Contact:**

Joerns Healthcare is committed to providing you with a superior level of customer service. Please contact your Joerns representative for additional information regarding this communication.

All official End of Life notifications and phase information is posted on the support area of our website at: <http://www.joerns.com>.

**Definition of Terms:**

**Last Time Buy**

Last Time Buy (LTB) is advanced notification to Joerns customers and partners that Joerns intends to start the end of life process. The duration of this phase is variable and depends on numerous factors including material availability, Joerns and channel inventory and end user demand. Last Time Buy is informational only; products in this phase are active.

**Active Retirement Mode**

Active Retirement Mode (ARM) is a statement by the company that it is no longer actively manufacturing or selling the product. Products in ARM are removed from all price lists and marketing collateral.

**Limited Retirement Mode**

Limited Retirement Mode (LRM) is a statement by the company that it will no longer manufacture or develop enhancements for these products. Depending on inventory, technical capability, and customer demand Joerns will continue to offer support agreements on products in LRM. LRM is a discretionary phase in the product lifecycle process.

**End of Support**

End of Support (EOS) is a statement that the company no longer offers support for the product, and all remaining unique inventory or materials will be removed.