



Partner Programme

Xtag Medical is a global leading manufacturer and supplier of RTLS healthcare solutions and the UK/NHS No.1 supplier of Infant Protection systems.

xtag.co.uk/partners

Introduction




World's first Plug and Play Infant Protection System

Xtag Medical is a British global leading manufacturer and supplier of RTLS systems for the healthcare sector. Nationally, we're known as the UK/NHS leading supplier of Infant Protection systems, protecting over 300,000 newborns in over 60 NHS Trusts annually. With over 20 years of experience developing active RFID healthcare solutions our team have designed the world's first out of the box, plug and play Infant Protection

installation package which is available on-demand for our distribution partners as part of our Partner Programme. The programme provides hospitals across the world with our trusted and affordable healthcare systems that empower a safe, productive and sustainable environment for patients and caregivers through a local distribution network.

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Our **Partner Programme**
forges the link between our
advanced systems and your
professional installation.

Our Solutions

An overview of our leading healthcare systems.
To access our full product catalogue and product specifications, email: partners@xtag.co.uk



Infant Protection

UK's No.1 Infant Protection System

Securing over 300,000 new-borns in over 60 NHS Trusts and hospitals worldwide, Xtag Medical's Infant Protection System is the leading choice for protection against the risk of abduction and mother/baby mismatching.



Asset Tracking

RTLS Equipment Tracking

With Xtag Medical's RTLS tracking, hospital staff can locate and identify the status of assets in real-time, saving thousands of hours in search times, improving the flow of patient care and reducing costs with effective asset utilisation.



Asset Security

Securing Valuable Equipment

Asset security ensures valuable equipment remains in the hospital or secure in a specific area/ward. This improves security, reduces theft and assures critical medical equipment always remains accessible for clinical staff.

Partner Programme Benefits

Trusted by hospitals worldwide

Xtag Medical is a leading NHS supplier and our systems are trusted globally for their affordability, reliability and ease of use for end-users.



Highly profitable solutions

As we design and manufacture our systems in-house, we are able to provide highly profitable solutions for our distribution partners.



- ✓ UK/NHS leading suppliers
- ✓ Essential healthcare systems
- ✓ Award-winning technology
- ✓ Manufactured in the UK
- ✓ Trusted by hospitals globally

- ✓ Highly profitable solutions
- ✓ Plug and Play (PaP)
- ✓ Full UK-based support
- ✓ Repeat sales of consumables
- ✓ Annual maintenance revenue

Why Partner with Us?



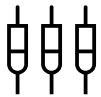
Profitability

Benefit from a very high Return on Investment (ROI) potential, plus ongoing sales of consumables and annual revenue from maintenance contracts.



Marketing & Sales

We provide technical sales and marketing support, including product brochures, data sheets, demo kits and training guides to help you sell to your customers.



Plug and Play (PaP)

We design and prepare a fully pre-configured out of the box, plug and play installation package. Our plug and play packages require no technical expertise to install.



Committed to Quality

Our systems are designed and manufactured to the highest quality standards in the UK and our partners benefit from dedicated support from our UK-based team.




Out of the Box, Plug and Play Packages



We design, manufacture and supply bespoke Plug and Play (PaP) installation packages on demand. Our packages are licence-free, affordable and easy to install, enabling a fantastic ROI potential for our partners.

Present our Solutions with Confidence

Xtag Medical provide all the resources needed to demonstrate and promote our solutions with confidence.



01 - Account Manager

Dedicated account manager who will guide you through every step of our distribution process and provide you with all the resources needed to present our solutions to your customers.

01 - Demonstration Kit

We provide an entire portable demo kit to create a small-scale system for customer demonstrations, training and testing purposes.

01 - Marketing and Sales Resources

Our marketing and sales package includes explainer videos, product brochures, specifications, imagery and case studies to help you present and explain our systems to your customers.

01 - Partner Portal

Partners have full access to the Partner Portal which includes installation instructions, videos, marketing resources, training guides and end-user product guides.

Distribution Process

1. Floor Plans

Simply send Xtag Medical the hospital's floor plans in AutoCAD or PDF format detailing all areas to be covered.



2. Quotation

We produce a full system specification to meet the hospital's requirements and provide you with a quotation for the supply of the kit.



Design >> Production

Simply provide us with the hospital's floor plans and we will calculate the total cost of the project.

Based on the hospital's floor plans, we produce a fully configured, boxed and palletted system ready for a simple plug and play installation in the hospital.

3. Shipping

We supply a fully configured, boxed and colour coded installation package which can be shipped worldwide.



4. Installation

Follow our simple installation instructions, plug the kit in at the hospital and provide training for the hospital staff.



Distribution >> Installation

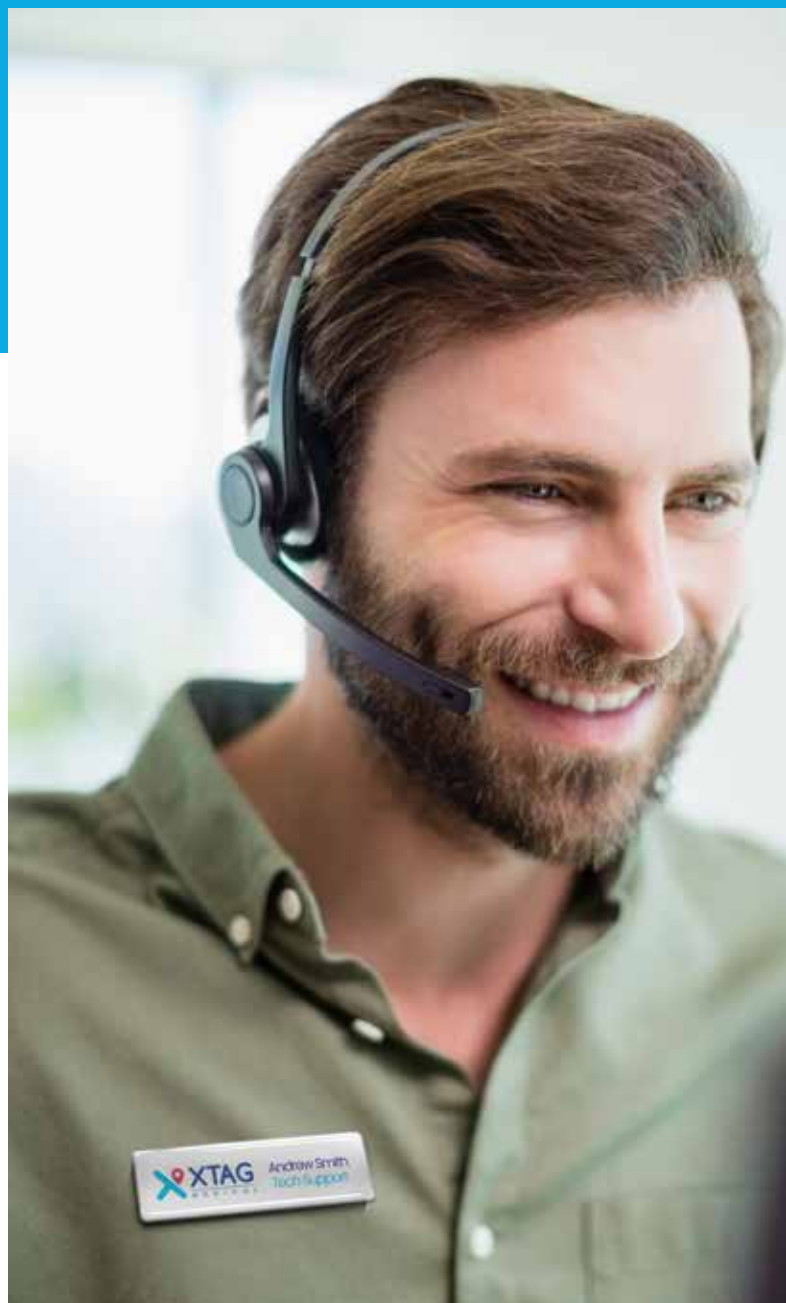
We ship a boxed and palletted installation package to be installed onto CAT6 LAN and commission.

Partner Support

At Xtag Medical we pride ourselves in delivering outstanding partner support. As a registered partner you will work with our dedicated team of industry experts who are committed to a successful partnership.

Our team are available to provide both onboarding and aftercare support, including technical support, sales and marketing support.

Our comprehensive Partner Portal includes full access to installation instructions, videos, data sheets, technical diagrams and marketing material, all in one place, providing a hub for partner resources.



The support package includes:

- ✓ Full installation instructions
- ✓ Access to the Partner Portal
- ✓ End-user guides and resources
- ✓ Remote dial-in assistance
- ✓ 24/7 partner support
- ✓ Regional language UI conversion
- ✓ Sales and marketing support

Maintenance Support

Xtag Medical provide ongoing support and maintenance as part of our maintenance pack. This includes automatic software updates, access to a cloud-based maintenance server which monitors all on-site hardware and software, and engineering support.

In addition to our extensive maintenance support, we ensure that all our systems remain backwards compatible. As new product developments emerge, our partners receive backwards compatible software (automatically updated) and hardware.

We will never make previous versions of our systems obsolete, and we offer discounted prices on updated equipment so that partners can continue to provide the highest quality care without unnecessary capital expenditure.



Auto Software Updates

Automatic software updates and firmware upgrades ensures hospitals are up to date with our latest tech.



Backwards Compatible

We will never make previous versions of our system obsolete, and we offer discounts on upgraded hardware.



Maintenance Support

We are able to provide remote dial in support and assistance during routine maintenance visits.

How to Apply to Become a Partner

If you'd like to partner with Xtag Medical you can either contact us or apply online:

1. Contact Us

Contact the Xtag Medical office and ask for an application form: email partners@xtag.co.uk or call +44 (0) 333 340 2390

2. Apply Online

Visit xtag.co.uk/partners and complete the Application Form in its entirety. We will then review your application and check the status of the information supplied. If your application is successful, you will receive your certification which officially recognises your Partner status, a Welcome Pack and access to the Partner Portal which holds all of our sales and marketing resources, training videos, installation instructions and end-user guides.

Scan the QR code to visit xtag.co.uk/partners:



Partner Resources

For more information about Xtag Medical or for any additional information, please contact us.

Website:

www.xtag.co.uk

Sales Support:

partners@xtag.co.uk

Technical Support:

support@xtag.co.uk

Marketing Support:

marketing@xtag.co.uk

Partner Portal:

www.xtag.co.uk/partners

Xtag Medical is a trusted NHS partner and member of the National Association for Healthcare Security (NAHS). Xtag and associated brands are part of Active Tagging Ltd. Registered in England and Wales. Registration number: 06071636. Xtag Medical reserves the right to make changes and improvements to the Partner Programme without notice.



National Association
for Healthcare Security

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