

# eksoMOVE!

OUR NEWS FOR YOU

MAY 2017



#MovingAsOne

## Welcome to your new eksoMove!

Dear Distribution Partners,

eksoMove! is an overview about recent innovations and new information relating to Ekso Bionics distributed monthly, for example introducing new team members, informing about new product features or launches, keeping everybody in the loop on competitor activities and last, but not least, publishing your success stories!

**Your support is needed:** We would like to request you to interact with us as we move together. Let us know about topics concerning the EksoGT in your country so that we can share it with eksoMove! in the EMEA market.

We're looking forward to hearing your stories and receiving your support!

**Stephan Aderhold**  
Marketing Director EMEA

**Clemens Schultz-Gerstein**  
Distribution Sales Manager  
EMEA

## NEW TEAM MEMBERS

**Stephan Aderhold**  
Marketing Director EMEA

Since April, Stephan Aderhold has been Marketing Director for the EMEA region. He is 36 years old, married, and his first kid is on its way. In Eye HealthCare and Gastroenterology, he gained about 10 years of

experience in healthcare.

Stephan is open minded and likes to find new paths to improve business. After work, you can find him playing Pool Billiard and in summertime he enjoys having a good barbecue and a beach volleyball match with friends.

Phone: +49 173 569 18 44

EMail: [SAderhold@eksobionics.com](mailto:SAderhold@eksobionics.com)



### Clemens Schultz-Gerstein

Distribution Sales Manager EMEA

The 37 years old and married father of a 3.5 years old girl has been working for Ekso Bionics since April. With more than 9 years of experience in distributor management and business development in the field of Microscopy and Diagnostics business, he believes that in team effort, almost everything can be achieved.

Outside the office, he likes playing Field Hockey since he has been 5, and enjoys the team spirit after games. He travels a lot for work, but he still likes to travel with his family to enjoy foreign countries, cultures, and food.

Phone: +49 172 98 58 187

EMail: [csg@eksobionics.com](mailto:csg@eksobionics.com)



## OUTLOOK: NEW DELIVERABLES

### *30 Minutes Training Sessions*

On a regular basis, we would like to offer an online-training concerning recent topics about the EksoGT and Ekso Bionics. The sessions will contain a short course of instruction and a subsequent live and interactive possibility for Q&As. Our different experts will inform you about and introduce you to new subjects, e.g. technical updates like the EksoPulse Analytics Software or new features in marketing. We want to keep you updated about the state-of-the-art and how to get integrated with our latest innovations.

To attend the online-training, you easily log in online on your computer or

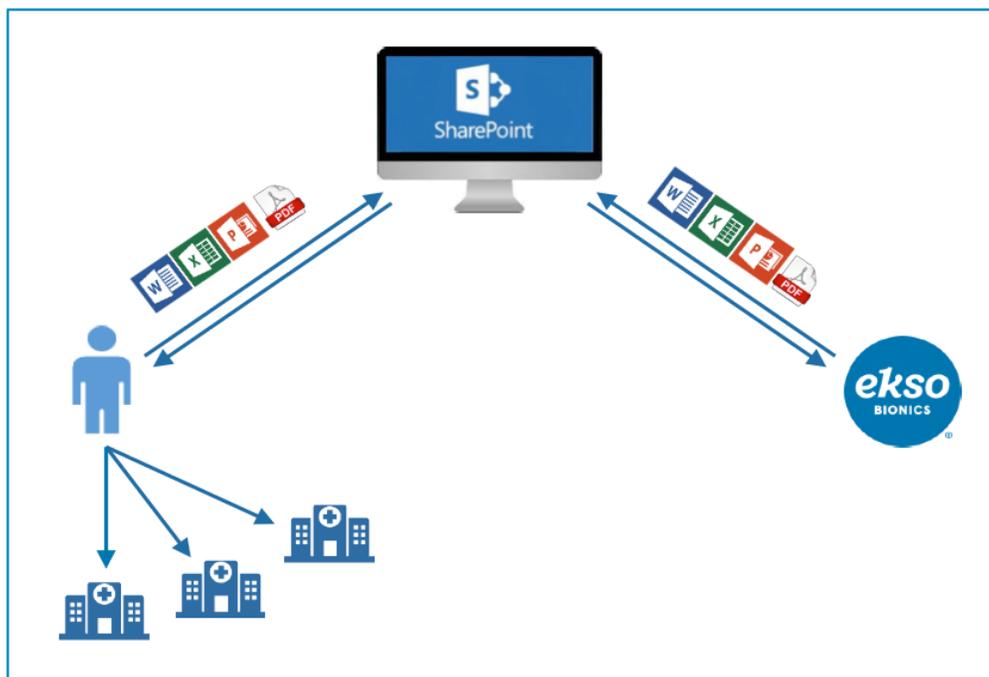
smartphone and interact with our expert and other distributors in EMEA. We will shortly inform you about the exact procedure and specific dates. In case you missed the online live training, a replay will be available.

Are you interested in a specific topic and like to hear more about it in a training session? Your ideas are always welcome! Please send a note with your suggestion on a topic to [SAderhold@eksobionics.com](mailto:SAderhold@eksobionics.com).

### *SharePoint – Your easy Access to Collaterals*

Important for our collaboration is an easy and quick exchange of data. Therefore, we plan to build an online share-point where you can login and find all relevant and up-to-date pictures, presentations, marketing collaterals, clinical data and more for download.

You will have access to the online-system everywhere and you can select the needed documents out of all information provided. Stay tuned for further information.



### *Competitive Situation in EMEA*

ReWalk or Indego - What are our direct competitors up to in your country? In eksoMOVE!, we want to give a short overview about the competitive situation in EMEA. Have you perceived any innovations or recent action from direct business competitors like ReWalk or Indego? Let us know, if there are any technical innovations, marketing activities, improvement in reimbursement or anything else you think that is interesting. We will share the news of your country with all our EMEA distributors to outline the business situation in EMEA.

Please send your note about the competitive situations to [SAderhold@eksobionics.com](mailto:SAderhold@eksobionics.com).

## “BEST PRACTICES” EKSO GT – TELL US YOUR STORY!

Have you experienced a success story regarding sales, reimbursement, therapy or other topics? Let us know about Best Practices with the EksoGT in your country, that we can publish in our next eksoMOVE! and share with the EMEA market. For a simple and fast documentation, just fill in our [success-story-form](#) and describe your achievement and report about key learnings and the idea. Further information like photos or short videos are also welcome!

Please send your success stories to [SAderhold@eksobionics.com](mailto:SAderhold@eksobionics.com).

## CLINICAL UPDATE

### WEBSITE: STROKE IN EUROPE

SAFE, the Stroke Alliance for Europe, commissioned King's College London for the Burden of Stroke Study to compare the situation of stroke burden in each EU country. The research report shows serious differences between and within countries concerning the stroke care.

On the research website [www.strokeeurope.eu](http://www.strokeeurope.eu) the report and detailed results and statistics are published. Data of stroke burden and care in each EU country can be compared and used as good and reliable source.



## EMEA PRESS REVIEW

Stay informed about the latest media reports and news about Ekso Bionics, the EksoGT and exoskeletons in general. The Press Review gives you an overview about relevant articles in EMEA and can be downloaded [here](#)



**Ekso Bionics Europe GmbH** - Tullastrasse 80, 79108 Freiburg, Germany

[Contact Us](#)

