

Challenge Us – Cot Beds

Questions for you to consider when comparing quotes:

- 1. What warranty comes with the product and is it included in the quote?** Our warranty is for 3 years and covers all parts, labour and call outs.
- 2. Does the alternative product meet the relevant safety standards?** All Theraposture beds fully comply with BSEN 60601-2-52 and BS EN 50637:2017 (the new medical beds standard for children). Our beds are independently tested by a recognised test house. Many alternative beds are self-certificated even if they don't meet the standards.
- 3. Does the alternative bed provide a safe working height of 80cm without the mattress?** You will be amazed just how many beds don't – this is often one of the reasons why some beds can be cheaper!
- 4. Does the alternative bed have a proven handset isolation?** Theraposture beds have a locking handset with two keys. Where needed, we can lock the entire handset and cable away.
- 5. What happens if the bed is not suitable for your client – will the supplier take it back or exchange it?** Theraposture provide a 14-day suitability period for all products, including those that are bespoke.
- 6. Does the wood used on an alternative children's bed meet Din71-3, meaning that it is non-toxic, as well as being nonporous?** Theraposture beds are treated so that they fully meet this standard (also used for children's toys) and the wood is easy to clean as it is sealed in a way that the sealant is in the wood, not on it.
- 7. Is it fair and morally correct that a company not willing to do assessments, and not willing to offer their expertise, should be able to secure an order by simply beating us on price?** Our assessment process is part of a collective diligence to ensure that products are suitable and are safe for the intended user. Our assessments are free of charge and come with a full justification to help you with your clinical reasoning.



- 8. Is the alternative product going to last as long as one from Theraposture?** We run the Newlife Emergency Equipment Loans (beds) service and many of those beds are issued several times in a year and are over 10 years old – they still work perfectly and are safe. We do not believe that any alternative is made better or will last longer.
- 9. How easy will it be for the alternative product to be reissued?** The Theraposture MASCOT is a Modular Cot Bed that can be reconfigured with ease – to offer a range of heights, access, and functional options. If a client's needs change, then the Mascot can be changed to meet them.
- 10. Taking all of this into account, the considered choice is the product that offers the best value for money.**



We will attempt to beat any comparable cot bed quote! Challenge us – you may be pleasantly surprised.

Please call us to discuss your requirements and receive help to buy the best for less.

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