

## 対象国保健医療分野における開発ニーズ(課題)

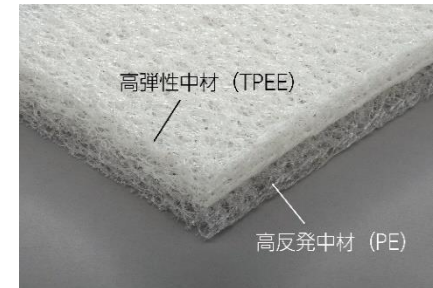
- ・ 高齢化の進展に伴い、保健医療分野での体制整備に課題
- ・ 高齢化が進展すると、入院患者数、褥瘡患者数が増加し、劣悪な環境での入院が強いられる
- ・ また、看護師不足や看護サービスの欠如が相まって、患者家族の看護負担は増加

## 提案製品・技術

- ・ 株式会社シーエンジの立体網目状構造体マットレス(中材:高弾性 TPEE/高反発 PE)は、安全で環境に優しい新素材
- ・ 褥瘡(床ずれ)予防と患部の早期回復に必要な高通気性と体圧分散性を持ち、患者の体位変換のしやすさも両立
- ・ 速乾性素材で、簡単な洗浄と消毒で長期間使用でき、感染症対策でも効果を発揮

## 本事業の内容

- ・ 契約期間:2022年2月~2023年2月
- ・ 対象国・地域:ベトナム国ハノイ市、ホーチミン市、ダナン市
- ・ カウンターパート機関:ベトナム国保健省、中央病院、省保健局、省病院、群保健局、群病院、医科大学等
- ・ 案件概要:医療用の高機能マットレス及び褥瘡予防ノウハウを活用し、ベトナム医療機関の入院患者の褥瘡を予防することで、患者の入院長期化の抑制及び看護師の患者介助の業務負荷軽減を図る案件化調査。本調査後に高機能マットレス「aircure」のビジネス展開を図り、ひいては今後高齢化が急激に進展することが予測されるベトナム国の保健医療体制整備への貢献を目指す



高機能マットレス「aircure」中材

## 開発ニーズ(課題)へのアプローチ方法(ビジネスモデル)

- ・ 現地企業と販売・製造ライセンス契約を行い、現地化(①現地製品化/②完全現地製造)により、コストを低減して製品を広く普及
- ・ 国立ハノイ医科大学等の公立病院や看護師教育機関とも連携し、本調査結果に対する評価を得て、製品地位(ブランド力/信頼性)を確立
- ・ 製品洗浄/レンタル体制を確立し、介護施設や在宅介護家庭にも製品を供給

## 対象国に対し見込まれる成果(開発効果)

- ・ 高機能マットレス「aircure」及び褥瘡予防ノウハウの展開により、ベトナム国において持続可能な保健医療体制の整備・構築に貢献
- ・ 現地販売パートナーとの連携や外部専門人材による褥瘡セミナーを通じ、製品理解に止まらず、製品を活用した褥瘡予防ケア方法を医療機関から在宅介護家庭まで幅広く普及
- ・ 褥瘡予防ケア方法の普及を通じ、介護人材の育成と活用にも貢献

### Development Issues Concerned in Healthcare Sector

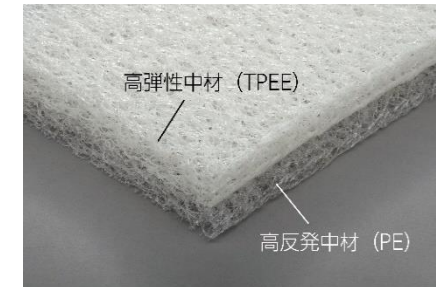
- As the population ages, there is an issue in establishing the healthcare systems
- As aging progresses, the number of patients with ulcers will increase, and forcing them to hospitalized in poor environments
- In addition, the shortage of nurses and the lack of nursing services are increasing the burden on patient families.

### Products/Technologies of the Company

- Three-dimensional mesh structure mattress (inner material: high elasticity TPEE / high repulsion PE) of C-ENG Co., Ltd. is a new safe and environmentally friendly material.
- It has high air permeability and body pressure dispersibility necessary to prevent pressure ulcers, to recover the affected area early, and to make it easy for the patients to change positions.
- It is a quick-drying material that can be used for a long time with simple cleaning and disinfection, and it is also effective in preventing infection.

## Survey Outline

- Survey Duration: February, 2022~ February, 2023
- Country/Area: Hanoi, Ho Chi Minh, Da Nang, Vietnam
- Name of Counterpart: Ministry of Health of Vietnam, Central Hospital, Provincial Health Bureau, Provincial Hospital, Group Health Bureau, Group Hospital, Medical University, etc.
- Survey Overview: This survey aims to utilize high-performance medical mattresses and know-how to prevent pressure ulcers to prevent pressure ulcers of patients in Vietnam medical institutions, to reduce the length of hospital stay for patients, and to reduce the workload of nurses to assist patients. After this survey, we will expand the business of the high-performance mattress "aircure" and aim to contribute to the development of a healthcare systems in Vietnam, where the aging is expected to progress rapidly in the future.



High-performance mattress  
「aircure」cushion

### How to Approach to the Development Issues

- Sales / manufacturing license agreements with local companies and localization ((1) local production / (2) complete local manufacturing) reduce costs and spread products widely.
- In cooperation with public hospitals such as the National University of Hanoi Medical School and nurse educational institutions, we obtained evaluations for this survey and established product status (brand power / reliability).
- We establish a product washing / rental system and supply products to medical institutions and home-care homes.

### Expected Impact in the Country

- We contribute to the development of a sustainable healthcare systems in Vietnam by deploying the highly functional mattress "aircure" and know-how to prevent pressure ulcers.
- Through cooperation with local sales partners and conducting pressure ulcer seminars by external specialists, we will spread not only product understanding but also pressure ulcer prevention care utilizing products from medical institutions to home-care homes.
- Contributing to the development and utilization of caregivers through the spread of pressure ulcer prevention care methods.