

**IEM**<sup>®</sup>  
on life's side

**PRODUCTS & SERVICES**





THOMAS KORTH – CEO



## DEAR READERS,

At IEM, we firmly believe that innovation never stops. That's why our current product brochure only shows a brief current status. There are a lot of people busying away in the background to develop our new product, which is due for release in the next year.

In a world that overwhelms us with information and products every day, we want to simplify and streamline your day-to-day work.

"The way to simplicity" is not only our promise, but also our passion and the reason we're committed to making our products cooler, more efficient and safer. This allows us to pursue our mission of ensuring the development and provision of innovative technologies with the highest added value for everyone in our supply chain.

We therefore encourage you to get in touch with us, provide feedback and work with us to plan the next steps in the evolution of your business needs. We listen to you so that we can adapt our products to the needs of your customers.

IEM and its employees help people to live healthier lives. After all, our health is our greatest asset. IEM – on life's side.

Best wishes,  
Thomas Korth



# ONE TEAM ONE VISION



## FACTS

FACTS

Cardiovascular disease is the leading cause of death worldwide<sup>1</sup>. The associated symptoms diminish our quality of life and shorten our life expectancy. Doctors, clinics, pharmacies, research institutions, and health care providers around the world are working to improve the quality of life of each individual using tailored approaches to preventative and curative treatment. They all require technologies that allow individual screening of the population and guarantee reliable diagnoses for patients.

IEM has a range of solutions that meet these requirements. With the skills of our partners combined with our technologies, we help people live healthier lives, because we believe our health is our most valuable asset.

### IEM AT A GLANCE



**30+**  
years of  
experience



**70+**  
employees



**9**  
teams



**40+**  
Hours/week  
free telephone  
support



**100,000+**  
worldwide product  
installations

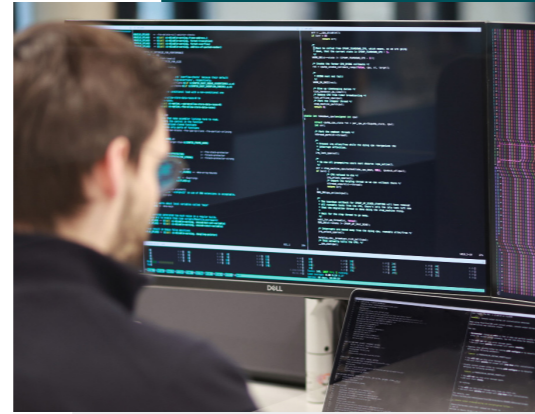
# TEAMWORK

MAKES THE DREAM WORK



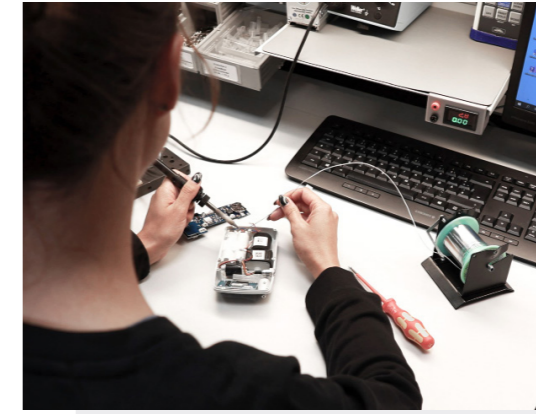
## RESEARCH

Intensive research is the cornerstone of our long-standing success. In addition to our internal research, IEM maintains intensive collaboration with universities, research institutions, and scientific opinion leaders around the world.



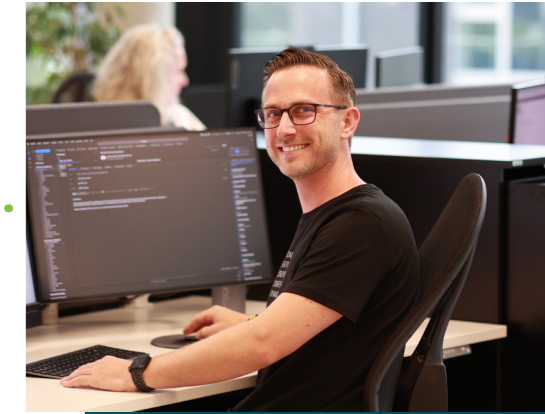
## DEVELOPMENT

Based on the results of intensive research, our in-house team develops innovative solutions with the highest standards of quality, longevity, and user-friendliness.



## PRODUCTION

It is particularly important to us that we only ever provide you with products of the highest quality. Thanks to our in-house "Made in Germany" production, we are able to examine and optimize every process step down to the smallest detail, and identify and eliminate potential sources of error at an early stage.



## SALES

Our "Customer Relations" team is available to provide you with advice and support by phone or email. The team is made up of experts in every area and target group, who act as your direct point of contact. Sales are also carried out both nationally and internationally by certified and specially trained partners in medical technology retailers.



*"GREAT THINGS in business are never done by one person. They're done by a TEAM OF PEOPLE."*  
– Steve Jobs



# AWARDS

2022 – 2024

## Top Company | Kununu

IEM Named “Top Company for 2022, 2023 & 2024”

Thanks to the numerous constructive and mostly very good feedback from our employees, we have once again received the “Top Company” seal from Kununu. We are very proud of this award and are very pleased that our employees are happy with us.



## Employer of the Future

2023

We are proud to have been awarded the “Employer of the Future” award since 2023, recognizing our company as a “digital, innovative, and modern” employer. Before we were given this award, we were assessed and evaluated in the areas of sustainability, social commitment, employee benefits, further training, leadership culture, and company ratings, among other things. We are very pleased to have received this awesome award.



# LOCATION




## Headquarter

*“State of the Art”*


*Doesn't Just Apply to Our Products*

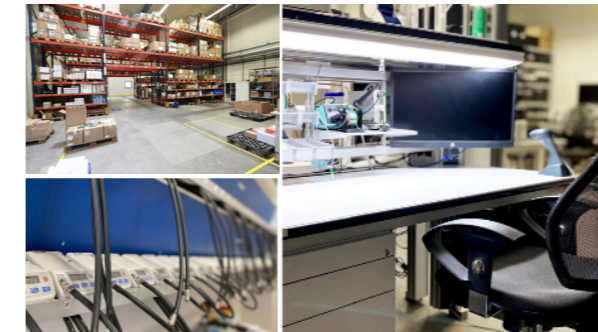
Our ultra-modern, new headquarter amazes every visitor that comes through our doors. The open and bright structure creates an inviting and friendly atmosphere.

 Gewerbepark Brand 42  
52078 Aachen, Germany

## Warehouse & Production

Our new Im Erdbeerfeld location in Aachen, Germany is home to our production facilities with new, modern workstations and warehouse space.

 Im Erdbeerfeld 20  
Halle C, EG  
52078 Aachen, Germany



# LOCATION

LOCATION



# EVERYDAY & EVENTS

NEWS, TALKS & INNOVATIONS



## BITS, BEERS & PRETZELS

At our “Bits, Beers & Pretzels” events, our employees can enjoy beer, obviously, or other drinks and pretzels alongside informative, exciting and often funny lectures from team members from a wide variety of areas. Whether it’s the latest findings, milestones, current projects and/or funny anecdotes, these events are a place for people to listen, debate and discuss.



## FUCKUP NIGHTS

Everybody makes mistakes! Accepting them can be difficult enough, not to mention admitting them. But here at IEM we want to benefit from our mistakes and offer the opportunity to talk about them as a team at our “Fuckup Nights”. We want to use our stumbles as an opportunity to learn together and find new solutions that might make our work easier in the future.

**IEM**<sup>®</sup>  
**FUCKUP**  
NIGHT



## EVENTS



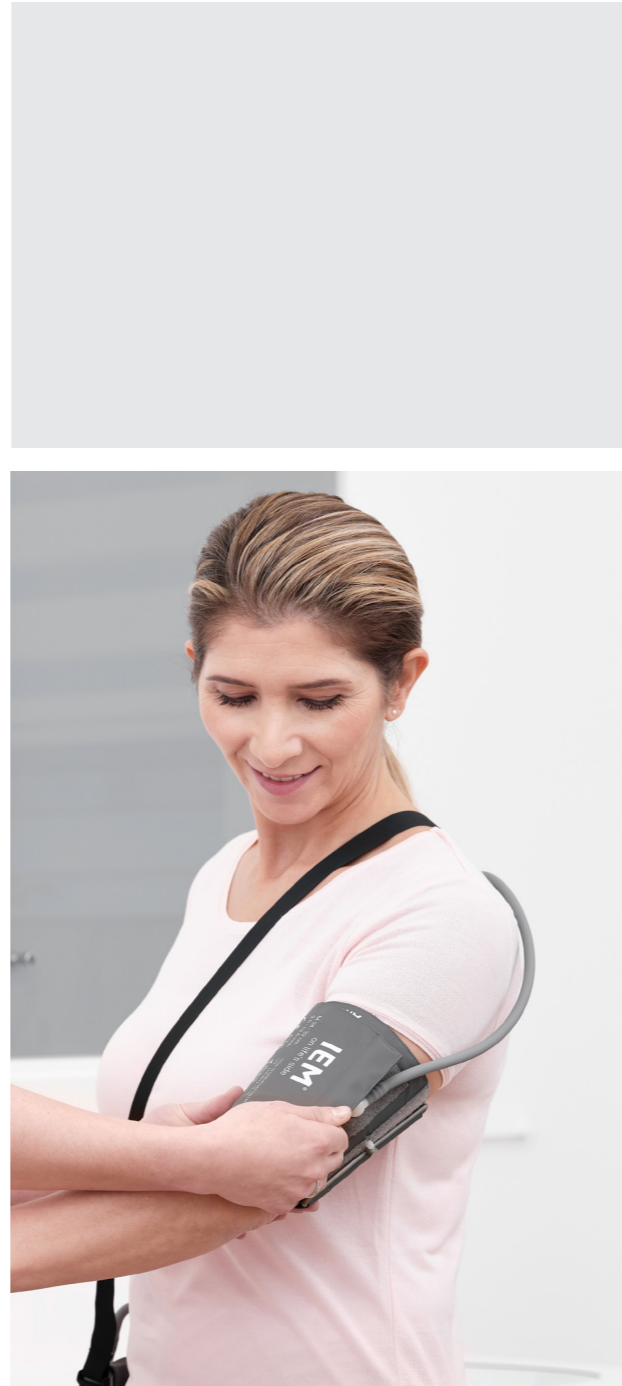
## TEAM SPORTS & LEISURE

Our in-house fitness studio offers the perfect opportunity for an after-work workout. Unsurprisingly, the studio is used by our team every day. However, we also hold other leisure/team-building events, such as badminton, bowling, foot golf, escape rooms, or laser tag, which are also very popular with our employees.



# MOBIL-O-GRAPH®

DIAGNOSTICS | 24 H ABPM



## THE NEW STANDARD for 24h Blood Pressure Readings

- From Blood Pressure to Hemodynamics
- Modular Upgrades via Affordable Licenses
- The Best Choice for a Reliable Diagnosis

Proven bestseller sets a new benchmark: Even years after your purchase the unit can be upgraded from standard ABPM to Central Blood Pressure (cBP) or even to complete Pulse Wave Analysis with eight additional hemodynamic parameters for vascular stiffness screening. These capabilities allow for an ideal cardiovascular management.



MOBIL-O-GRAPH®

## 24 H ABPM COMBINED WITH COMPREHENSIVE PWA

Using our validated Mobil-O-Graph® offers you clinical added value and ensures reliable diagnosis. One-off blood pressure measurement is ideally supplemented by the ABPM. In this way, various hypertension phenomena (e.g. white coat hypertension, masked hypertension, nocturnal hypertension, etc.) can be reliably diagnosed.

### + THE ADVANTAGES FOR YOU

- Option to gradually expand the ABPM measurement to include central blood pressure and pulse wave analysis
- Long service life thanks to international protection class (IP42) and high-quality product components
- Clinically valid results thanks to high measurement precision (BHS A/A grade and ESH)
- Fast and comfortable blood pressure measurement thanks to auto-feedback logic (AFL) algorithm
- Easy connection to your PMS/HIS via GDT or HL7 for ideal integration into your everyday practice



### THE MOST EFFECTIVE WAY TO ACHIEVE SAFE DIAGNOSIS

With the Mobil-O-Graph®, the gold standard of care is implemented easily and safely. It has already proven itself in numerous clinical studies and has been used hundreds of thousands of times.

- Patients can be trained on how to use the device in just one minute
- The robustness and long service life of the Mobil-O-Graph® ensure minimal downtime and reduce operating costs to a minimum
- Simple, self-explanatory operation
- High level of convenience for doctor and patient

The evaluation of the individual parameters of the PWA also provides a clearer picture of cardiovascular risk than the peripheral blood pressure.<sup>4</sup> In combination with the ESH/ESC guidelines for the classification and treatment of hypertension, this results in a significantly better indication when making prescribing decisions.

➤ You can find an overview of all parameters on page 41





Buy

010100001	Mobil-O-Graph® monitor
010100003	Mobil-O-Graph® Premium Set Mobil-O-Graph® monitor Cuffs (sizes S, M, L) Artificial leather bag, incl. shoulder strap USB cable 2 batteries HMS CS
010300001	CBP license Triple measurement Central blood pressure
010300002	PWA license Triple measurement Central blood pressure Pulse wave analysis



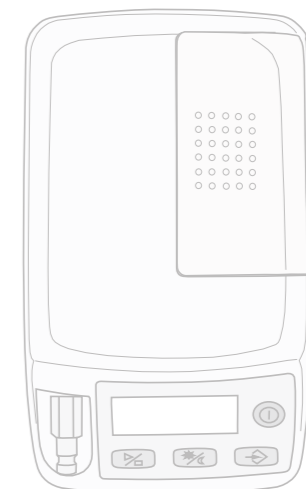
Current price list available on request

Technical Data

<b>Dimensions</b>	L 128 mm x W 75 mm x H 30 mm
<b>Weight</b>	approx. 167 g (without batteries)
<b>Procedure</b>	oscillometric
<b>NIBP accuracy</b>	validated according to ISO 81060-2 and BHS (A/A grading)
<b>Systolic range</b>	60–290 mmHg
<b>Diastolic range</b>	30–195 mmHg
<b>Pulse frequency range</b>	30–240 BPM (beats per minute)
<b>Blood pressure accuracy</b>	+/- 3 mmHg in display range
<b>Measuring frequency</b>	4 adjustable and freely configurable day and night interval groups, measurements per hour: 0, 1, 2, 3, 4, 5, 6, 10, 12, 15, 20, 3
<b>Automatic repeat measurement</b>	If there is a measurement error, the device automatically repeats the measurement after 3 minutes
<b>Operating modes</b>	manual
<b>Operating temperature</b>	+10°C to 40°C
<b>Operating humidity</b>	15% to 90% relative humidity, non-condensing
<b>Storage temperature</b>	-20°C to + 50°C
<b>Storage humidity</b>	15% to 95% relative humidity, non-condensing
<b>Power supply</b>	2 x 1.2 V Ni-MH rechargeable batteries, min. 1500 mAh (AA, Mignon) 2 x 1.5 V batteries (AA, Mignon)
<b>Power consumption</b>	at 5 VDC nominal Sleep 60 µW Idle 105 mW Measurement 540 mW Inflation 2.4 W
<b>Storage capacity</b>	300 blood pressure measurements or 260 blood pressure measurements with pulse wave recording
<b>Communication</b>	Infrared, serial RS232
<b>IP protection class</b>	IP 42

Accessories

010200001	Mobil-O-Graph® cuff, XS (14–20 cm)
010200002	Mobil-O-Graph® cuff, S (20–24 cm)
010200003	Mobil-O-Graph® cuff, M (24–32 cm)
010200004	Mobil-O-Graph® cuff, L (32–38 cm)
010200005	Mobil-O-Graph® cuff, XL (38–55 cm)
010200012	Mobil-O-Graph® synthetic leather pouch, incl. shoulder strap
010200023	Mobil-O-Graph® USB cable, 4-Pin FTDI
010200015	Cotton sleeve protectors (50 pcs)
010200016	Batteries, AA, alkaline (4 pcs)
010200017	USB Bluetooth adapter
010200018	Set pouch, printed
010200019	Rechargeable battery, 1700 mAh
050100001	HMS CS (most up-to-date version)





## THE DEPENDABLE ASSISTANT

for your Data Management

- All Cardiovascular Parameters in one Software
- Digital Documentation in a Variety of Reports
- Regular Software Updates Free of Charge

Customized patient reports: Never has a successful Hypertension Management been so easy! Screening, Diagnostics and Follow-Up combined in a single software for an overall successful Hypertension Management. Use the versatile HMS with clear graphs for a sustainable and successful therapy!





# ONE SOFTWARE FOR ALL IEM DEVICES



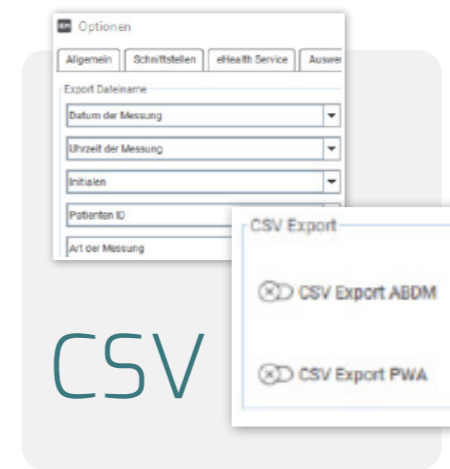
## Connecting to Your HIS or PMS

By integrating data interfaces, we offer an easy connection to your hospital information system (HIS) or patient management system (PMS). Our system guarantees the highest security standards and ensures convenient management of the measurement data.



## User-defined reports

Export or print your reports as you need them. Only display patient data and the findings or add a measurement value table, bar chart, patient report, or more.



## Individual export options

In addition to a PDF or print version, you can also export the report as a CSV file. Before exporting, you can select the data included in the report, such as the time of measurement, patient data, type of measurement, etc.



## Compatible with Windows & MacOS

The latest version of our HMS CS is now also available for MacOS. The user interface is user-friendly and modern.



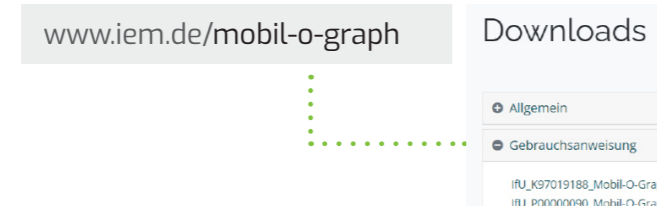
## Client & server installation

Whether for a single workstation or an entire hospital, the HMS CS can be flexibly adapted to your work environment and installed either on individual PCs or on a server, meaning it can be connected to multiple workstations.

# DOCUMENTS & DOWNLOADS

## Where can I download product manuals?

Go to the relevant product page under "Products" on our website. Then scroll all the way down to the "Downloads" tab. Here you will find all the documents relevant to the product as PDF files.



## Where can I find an explanation of the measured parameters?

Go to the relevant product page under "Products" on our website. Then scroll all the way down to the "Downloads" tab. Here you will find all the documents relevant to the product as PDF files.

## Any other queries?




Please feel free to contact us. We are happy to help at any time with questions about our products, full-service contracts, software, or setting up your devices.

## Useful Links

**IEM website**  
www.iem.de

**Support downloads**  
... /support-downloads

**Contact Details**  
... /contact

 +49 241 41259 - 300  
 +49 241 41259 - 311  
 customer.relations@iem.de



# DOCUMENTS & CERTIFICATES

# CERTIFICATES NATIONAL & INTERNATIONAL



DIN EN ISO 9001  
DIN EN ISO 13485  
FDA510(k)  
MDSAP  
93/42/EEC Annex II  
and other national and international certificates

*Last updated 12/2023*

