

# Moving forward together

Pneumatech Medical Gas  
Solutions becomes one  
with BeaconMedaes



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**With the integration of Pneumatech Medical Gas Solutions into BeaconMedaes we are bringing two teams together with a combined total of over 120 years' experience in the medical gas industry.**

Nicolas Englebert, VP Marketing, Medical Gas Solutions Division

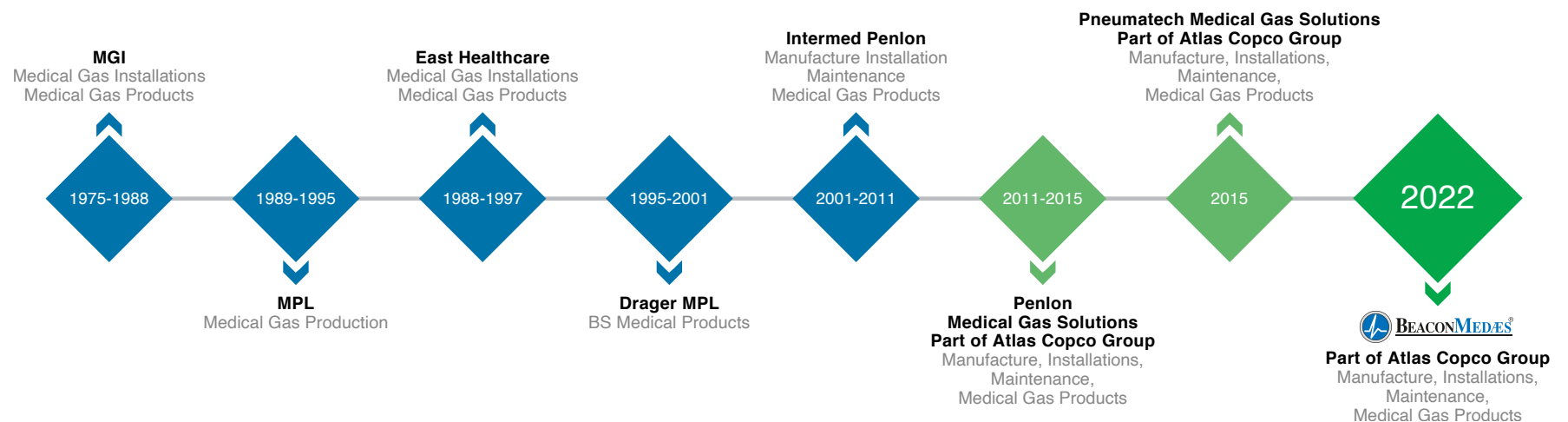
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# A positive change

**Pneumatech Medical Gas Solutions is to take a significant step forward by combining forces with BeaconMedaes.**

This means that from 2022, all products, people and channels will be part of the BeaconMedaes global team, and all our leading products will be available to you through a single channel.

It is a positive move that marks the final stage of the process of integrating the brand that Atlas Copco acquired in 2012, at that time known as Penlon Medical Gas Solutions.



**Combining these two brands will enable us to offer you unrivalled insight and expertise accrued over 120 years of experience in the medical gas industry.**

# Why integrate the two brands?

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## Clarification

At times, there is confusion about the relationship between the Pneumatech Medical Gas Solutions and BeaconMedaes brands, both of which are distributed by Atlas Copco Medical Ltd in the United Kingdom. Uniting under a single brand will clarify the situation.

2

## Acceleration

The ever-changing regulatory landscape adds to the complexity of taking two different brands to market. Combining forces will simplify this process and enable us to accelerate production lead times and respond more quickly to your needs.

3

## Innovation

By focusing our efforts on a single brand, we will be able to invest more in developing next-generation products to the benefit of all our customers and their patients.



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## What does this mean for you?

Rest assured, your current Pneumatech Medical Gas Solutions contacts will remain the same – everyone is being welcomed into the BeaconMedaes global team.

This move offers our partners and customers several benefits, including:

- Access to an expanded product range through a single, well-established brand
- Best in class service and support globally and locally, throughout the entire product lifecycle
- Simplified delivery and accelerated lead times

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**Sustaining patients when they are at their most  
vulnerable by providing reliable high-quality  
medical gas solutions, globally**

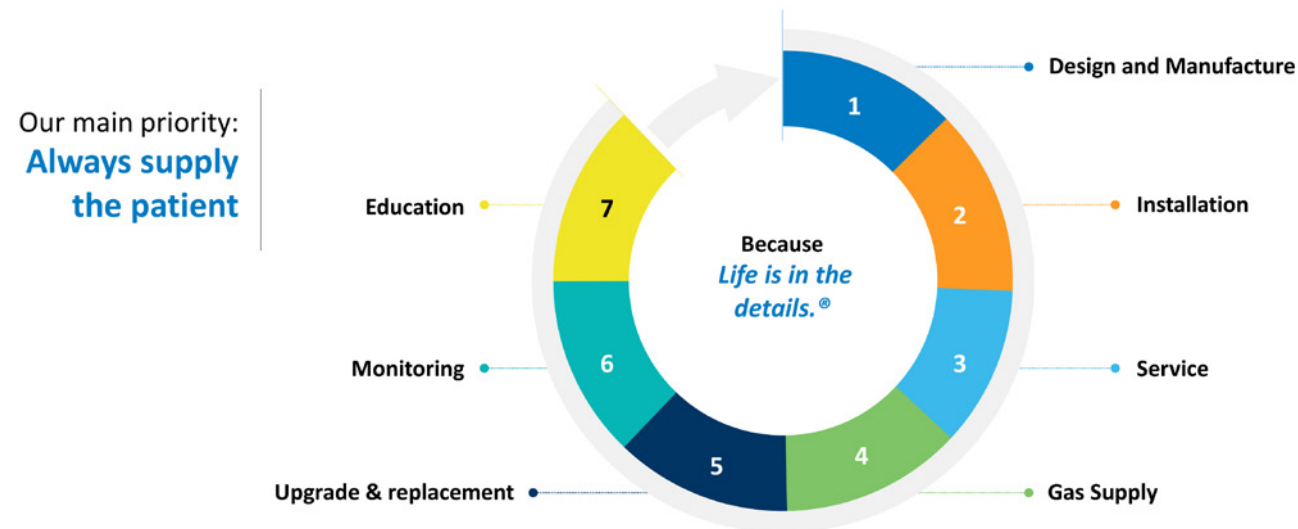
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# About BeaconMedaes

For over 70 years, BeaconMedaes has been the essential interface between patient and caregiver, making a vital contribution to the increasingly complex array of life support equipment that is at the heart of the modern hospital.

The BeaconMedaes range comprises medical air, vacuum and oxygen systems, manifolds, monitoring equipment and pipeline components.

Dedicated to offering the most innovative medical gas solutions and services, BeaconMedaes uses research, development and applied technology to tailor solutions to each client's particular needs. The brand delivers exceptional technical support and customer service.



**The integration of Pneumatech Medical Gas Solutions into BeaconMedaes will increase our collective scope and scale, enabling us to enhance our product offering and improve our service capabilities.**





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## Timing of the transition

The changes will be implemented throughout the last quarter of 2021 and the integration of Pneumatech Medical Gas Solutions into BeaconMedaes will be complete by **January 2022**. Between now and June 2022 we will phase out Pneumatech Medical Gas Solutions branded products, re-branding them as BeaconMedaes or, in some instances, replacing them with alternatives from the BeaconMedaes portfolio.

**We will continue to support our Pneumatech Medical Gas Solutions customers and provide any extra assistance needed during the transition period and beyond.**

**We are excited about taking this important step and we look forward to sharing the next stage of our journey with you.**



## For more information

Visit [here](#), get in touch with your local sales or supplier contact or contact us via [info@p-mgs.com](mailto:info@p-mgs.com)

[www.p-mgs.com](http://www.p-mgs.com)