

# Turning Points

Issue 26 | Spring 2023

“She’s a pro!”

Meet Orla and Her Dancing Feet

“This is an exciting opportunity...”

Steeper Group join global patient services provider Eqwal Group

The future of insoles

3D printing begins at Steeper HQ!

HRH Princess Eugenie visits RNOH

“It has been inspirational to meet those here today...”





# CEO message

## Paul Steeper

Welcome to the Spring issue of Turning Points. We've been working hard behind the scenes on something big and we're finally ready to announce it - we have joined Eqwal Group, who have agreed to acquire 100% of the shares in Steeper Group!

This partnership will bring us many new opportunities and I'm excited to see what the future has in store for the business.

You can read more about the acquisition as well as stories from our patient's Orla and Danny, helmet technician Michael, and more in this issue.

Please do share any feedback to [marketingteam@steepergroup.com](mailto:marketingteam@steepergroup.com).

Best wishes,

### In this issue...

- 3D Printing Arrives at Steeper HQ!
- Introducing Accessible Technology
- HRH Princess Eugenie Visits RNOH
- Michael and his Craftsmanship Creating Positive Turning Points
- Stanmore Hospital Celebrates Team Achievements
- Steeper Group Join Global Patient Services Provider Eqwal Group

We would love to hear from you!  
Please send your feedback to:  
[marketingteam@steepergroup.com](mailto:marketingteam@steepergroup.com)

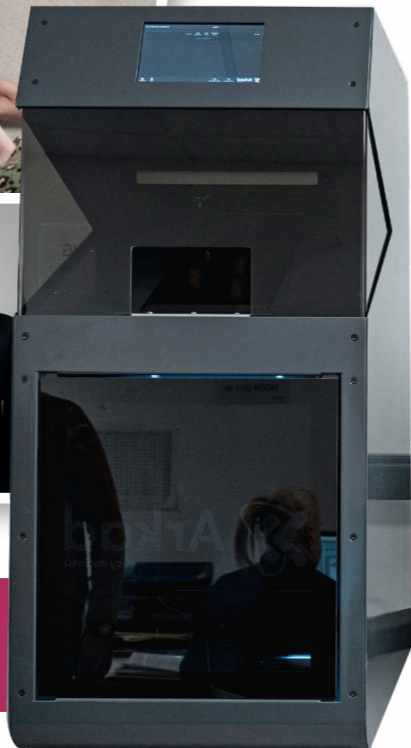
## 3D Printing Arrives At Steeper HQ!

The way we manufacture a portion of our bespoke insoles is changing! New, innovative and environmentally-sound 3D printing technology has arrived at Steeper HQ offering many benefits to patients.

Manufacturing insoles using our new 3D printing method over our traditional EVA material will reduce our material waste and landfill impact by nearly 60%!

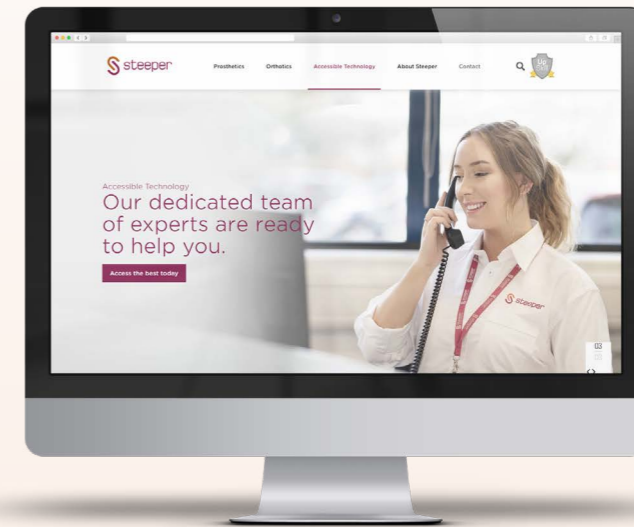
The technology is already widely used across Europe and we're excited to be able to offer insole products that will decrease wait times and increase comfort.

We look forward to rolling out our new high-quality 3D printed products and bringing you even more positive turning points from it!



3D printing is helping us reduce material waste by nearly **60%**

# Assistive Accessible Technology



## Introducing Accessible Technology!

Steeper Assistive Technology exists to empower individuals to take control of their environment and independence.

Peace of mind, safety and independence are things we believe everyone should have access to and

that's why we've given the Assistive Technology department a new name - introducing **Accessible Technology** from Steeper Group.

Our range of accessible products complimented by our friendly team helps people of all abilities to access the best of everyday. Simple things like pulling the blinds in the morning, opening a window to enjoy fresh air, and even opening the front door to invite loved ones into your home.

Find out more about Accessible Technology on our website: [steepergroup.com/accessible-technology/](http://steepergroup.com/accessible-technology/)



Visit our newly refurbished website to find out more





# HRH Princess Eugenie Visits RNOH

On Tuesday 28th February, Her Royal Highness Princess Eugenie visited the Prosthetic Rehabilitation Unit at the Royal National Orthopedic Hospital for the first time and was welcomed by team members from the multi-disciplinary department. Having undergone surgery to correct scoliosis aged 12 at the hospital, it certainly holds a special place in her heart.

As Patron of the RNOH Charity, The Princess has been involved in several campaigns throughout the years, with the visit coinciding with the launch of the charity's latest campaign - to make the "Impossible, Possible" for people who face difficult orthopaedic conditions.

*"I am delighted to be here today to once again see the life-changing work taking place at the Hospital - this is a charity which is very close to my heart. After everything I went through as a child with scoliosis, I know from my own experience how debilitating an orthopaedic condition can be."* - Princess Eugenie.

The Princess was introduced to the Prosthetic Rehabilitation Unit for the first time, meeting

patients and gaining insight into how prosthetic limbs are made. The team showed the Princess new technologies and explained the process of creating a new limb, through to the patient's rehabilitation which all takes place at RNOH.

Throughout the visit, the Princess also spoke to patients and their families, witnessing a special moment when Steeper patient, Ida Corcoran, was fitted with her first ever electrical arm. With some getting used to, Ida tested the arm out with a game of Connect 4 with the Princess.

*"It has been inspirational to meet those here today who have benefited from the expertise of the hospital's staff and services and hear first-hand how truly life-changing this has been for them, as it was for me when I was a child. The RNOH Charity is integral to what the hospital achieves in delivering such stellar care for so many people."* - Princess Eugenie

You can read more about the Princess meeting patients by visiting the RNOH Charity site: [www.rnohcharity.org/news/latest-news](http://www.rnohcharity.org/news/latest-news)



# Now Available: New Voyager, Orbit and Terrain Feet from College Park

If you have a patient who enjoys a moderate to high level of activity, you'll be pleased to hear about College Park's new range of feet now available from Steeper. Each one of the three new feet is unique in its own way - the Voyager is designed to feel natural with its vertical shock absorption, while the Orbit's smooth roll-over makes activities like golf or tennis more comfortable, and the Terrain offers improved energy return in a low profile design.

Find out more on our website or speak to your Prosthetists today!



**Voyager®**

The Voyager allows users to experience a more natural feel with its vertical shock absorption, built-in torsion adapter and responsive springs.

K3-K4



**Orbit®**

The Orbit incorporates College Park's composite expertise in a carbon fibre design to provide efficient energy return, which can improve comfort during sports, including golf or tennis.

K3-K4



**Terrain®**

Versatile and service-free, the Terrain features a carbon fibre base and permanent bumpers inside the ankle housing for a progressive, comfortable response during low to high impact activities.

K3-K4

1 WEEK TO GO!

# Can You Help Us On Our Yorkshire Three Peaks Challenge?

This May, 19 of our Steeper team members are taking on the famous Yorkshire Three Peaks Challenge in a bid to raise money and awareness for our charity partner - Action for Children.

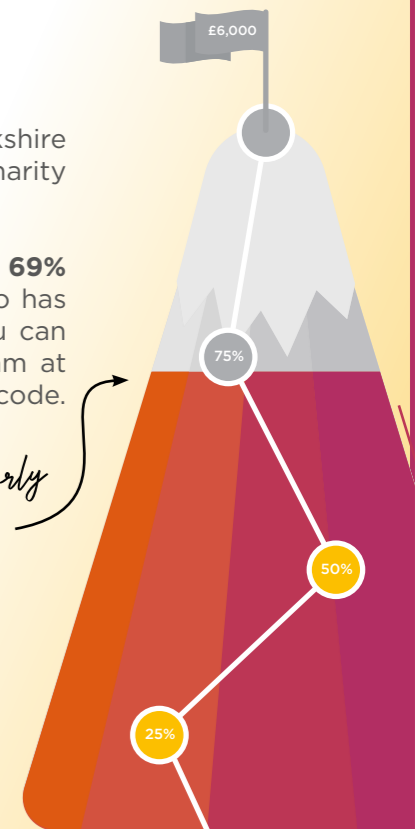
We're so close to achieving our fundraising goal of £6,000, in fact, **we're 69% of the way there!** We'd like to say a massive thank you to everyone who has donated already. Every donation, big or small, will make an impact! You can help to support children in need across the UK by donating to our team at [www.justgiving.com/team/steeperyorkshirepeaks](http://www.justgiving.com/team/steeperyorkshirepeaks) or simply scan the QR code.

Check out some of our team training for the event!



*We're nearly there!*

Donate here:





## Successful Quattro Knee Trials At LPC



Since its launch with Steeper just a few months ago, the Freedom Quattro knee by PROTEOR has been changing the lives of the many patient's trialling the device. One of those patient's is The London Prosthetic Centre's, Danny.

Danny currently uses a Genium knee but began trialling the Quattro a month ago. He found the Quattro compact and easy to wear, especially when walking long distance!

His prosthetist, Abdo, said, *"The overall functional outcome is impressive, in particular, the app is easy to navigate and program. The swing phase feels natural and fluid when in motion and the high level of stability gives the user confidence when walking."*



## Stanmore Hospital Celebrates Team Achievements

Stanmore (RNOH) Hospital recently held a Gala dinner to celebrate the achievements of their team members. The Hospital CEO spoke about how proud he was of everyone including how they had coped under immense pressure during the pandemic, and how they had shown incredible resilience.

Congratulations to three of the Steeper Prosthetic Team for winning Long Service Awards - Prosthetists Mark Croysdale and Perry Diggins have a combined service record at Stanmore of nearly 80 years, and Workshop Manager Clive Harding boasts a total of 38 years!



## Steeper Clinic guarantees one helmet to all patients using STARband cranial remoulding treatment\*

Parents of children that require STARband cranial remoulding will be excited to hear that Steeper Clinic is a certified AllSTAR location and that Chantel Hill has joined Kate Chauhan in becoming an AllSTAR clinician meaning they can both provide the One Helmet Guarantee to all patients receiving this treatment\*.

The One Helmet Guarantee means patients only need to purchase one cranial remoulding orthosis during their treatment, so if your baby requires another helmet during their treatment, it will be provided free of charge - a significant cost saving

to parents when compared to other treatment options that may require multiple helmets.

\*Full terms and conditions can be found at [www.steeperclinic.com](http://www.steeperclinic.com)



Read the full article on our website [www.steeperclinic.com](http://www.steeperclinic.com)

## SteeperUSA Exhibit At Hanger LIVE & AAOP

The SteeperUSA team attended this year's Hanger LIVE event, in person for the first time since 2019! The team showcased our Espire Elbow range, Myo Kinisi and accessories to over 1,500 Clinicians over the 3 day event.

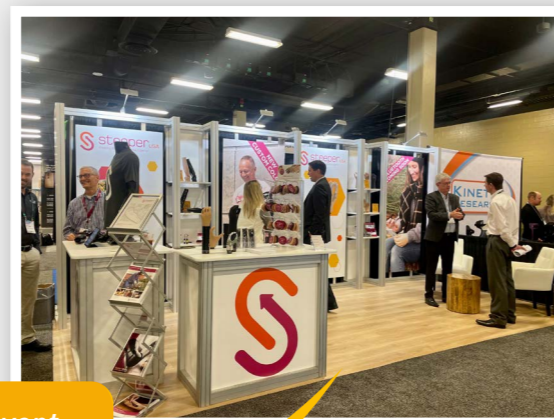
Clinical Education Specialist, Mike Amrich, held an educational seminar for Clinicians about the Steeper product range.

The team also exhibited at the American Academy of Orthotists and Prosthetists (AAOP) Annual Scientific Meeting in Nashville where our future as part of Eqwal Group was announced to the US market.

Delegates from across O&P viewed the Espire Elbow, Myoelectric System and our Skinergy cosmeses also proved popular with visitors.



*"It was great to meet CPO's from across the Hanger Network."*  
**Mike Amrich**



*"It was a really well attended event, with great feedback from customers about our upper limb range."*  
**Bridget Salinas**

## It's the Little Things...

Sometimes its the little things that matter - from component parts through to socks and sleeves, these items can offer increased comfort, flexibility or protection to a user.

The Surefit Sleeve offers elevated comfort thanks to its unique properties and pre flexion. The Pro Armour Lite gives patients confidence by protecting the foot from the ingress of dirt. The Xtend Connect range offers increased flexibility between sockets and devices for improved use of all limb builds!

Look out for your emails for more information in the coming weeks - these little details could benefit your patients!



Elevated Comfort

Increased Protection

Flexibility and Choice



# Michael & His Craftsmanship Creating Positive Turning Points

For adults and children with self-injurious behaviours and sensory disorders, orthotic helmets can provide life-changing treatment. At Steeper, one of our company's core values is Patient Focus and Michael embodies this value every day when he crafts top quality bespoke helmets for our patients.

Michael is an expert in the field of orthotic helmet creation, with over 40 years of experience in the industry. He joined the Steeper team back in 2013 as a technician and has worked across many of our manufacturing departments like plastics and made to measure footwear, but quickly became the company's go-to expert for helmet creation.

He is always looking for new ways to improve his products and help patients, he says, "It's impossible to know everything in this industry, there are always new developments in technology and care techniques so I'm constantly on the lookout for ways to improve and innovate our designs for the good of the patient." This approach has served him well in his career and has helped him develop new products and new ways of creating these products here at Steeper.

Michael has pioneered bespoke helmets with built in ear muffs for a patient with a sensory disorder making them sensitive to noise, helmets with tinted visors for patients who are intolerant to daylight, and machinery to manufacture accurate hard-shell helmets. These innovations have made a world of difference in people's lives.

He says, "My favourite helmets to make are the moulded hard-shell helmets. It's such an interesting process and there is a lot to get right, precision is key as there's not a lot of room for error. I love the challenge of getting right."



In addition to his work crafting helmets at Steeper, Michael also designed and developed the technology used to create our hard-shell helmets. He says, "In 2015, I designed the mould-forming machine and built it from scratch with support from management and technicians throughout the business. Other options were out there but they were costly, and I didn't feel comfortable signing off on such a large purchase when I knew I could build something just as good and the money could be better spent to further help patients."



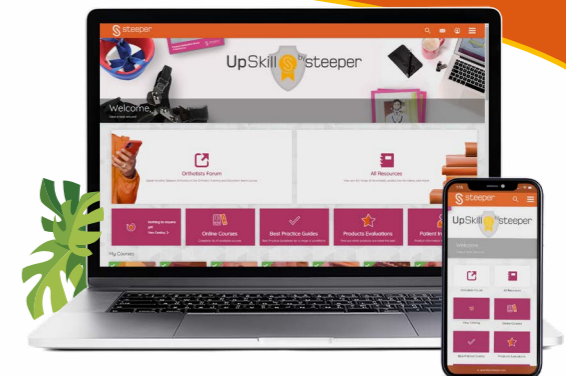
Read the full story on our website  
[bit.ly/43JQYfA](http://bit.ly/43JQYfA)



# Our Orthotists Are Growing With UpSkill by **steeper**

Our popular UpSkill eLearning platform has already helped prosthetists around the world to learn more about the Steeper Myoelectric System and the Espire Elbow, and now, it's available to all Steeper Orthotists!

We're looking forward to working alongside our Orthotists to bring them useful resources and online courses such as our new Made to Measure footwear course.



## Steeper x Streifeneder Prosthetics Seminar

Head of Prosthetic Sales, Brian McLaughlin, teamed up with Streifeneder Director of Sales, Stefan Bremer, to host a one day seminar in downtown Dubai at the end of January. Delegates from Dubai, Egypt, Syria, and Jordan learned about the latest in myoelectric technology, such as the Steeper Myoelectric System and the Espire Elbow.

Brian said, "The seminar was well attended from distributors all over the Middle East. We had an excellent response - people felt very informed about Steeper's Myoelectric system and we made some great relationships with distributors."



## Get More Turning Points!

If you enjoy reading about the many turning points bought to you by Steeper, you need to follow us on social media! You'll find Steeper Group, Steeper Clinic, Steeper USA, and The London Prosthetic Centre on Facebook and LinkedIn. Follow us now for all the latest!

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# Steeper Group Join Global Patient Services Provider Eqwal Group

Over the last few years, Steeper Group has significantly expanded our business, enhancing our reputation as an expert in delivering patient care, a global supplier of upper limb prostheses, and a strategic distributor partner for world-recognised brands.

To continue our growth strategy and develop innovative products and services for the future, the business owners sought a new partner who are aligned to our values of Care, Integrity and Patient Focus. We are very pleased to announce that on 28th February 2023 we have joined Eqwal Group, who have agreed to acquire 100% of the shares in Steeper Group. The Board are confident that this is an excellent choice for the long-term development of the Company and are excited about the opportunities this new relationship will bring.

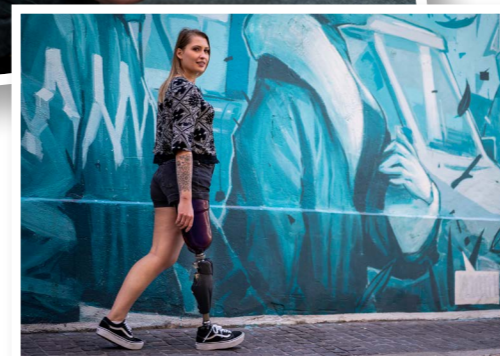
Founded in 1976 and headquartered in Toulouse, France, the Eqwal Group is a global prosthetics and orthotics patient care services provider, employing over 1,700 people with clinics across Europe and the USA. Eqwal is also a global leader in 3D printing solutions and CAD/CAM systems. Joining Eqwal will provide the opportunity to enhance our UK clinical offering and deliver innovation across our product ranges and clinical services.

The excellent relationships Steeper have forged with our NHS partners, customers and suppliers both in the UK and overseas remain of paramount importance,

and being part of the Eqwal Group will bring clear benefits in sharing expertise and best practice across a global patient care network.

*“This is an exciting opportunity to work within a global network of patient-focused businesses. Eqwal were an ideal fit thanks to their established network of patient-focused prosthetic and orthotic care providers. We’re looking forward to our future journey as part of Eqwal Group.”*

**Steeper CEO, Paul Steeper**



*Eqwal Group’s global network of 155+ patient care centre’s expands over 9 countries\**

\*Excluding Steeper

John Midgley, Paul Steeper and the Board will be staying with the business, working closely with the Eqwal team to deliver the benefits from a collective passion in bringing our customers the very best in patient care. We will continue to operate under the Steeper brand, and all customers and suppliers should continue to contact us in their usual way.

To commence the acquisition, Eqwal Group’s senior team, including CEO Jean-Pierre Mahé, visited Steeper HQ in Leeds where they meet some of the manufacturing and support teams and learnt about the day to day operations within Steeper.

You can find out more about Eqwal group and their mission by visiting their website [www.eqwalgroup.com](http://www.eqwalgroup.com)

*“Eqwal is proud to welcome Steeper Group to our worldwide network of patient care service providers. We’re also honoured to carry the heritage and continue the story of a company who were founded over 100 years ago! We’re thrilled at the confidence John, Paul and the Steeper Team have afforded us by joining our ambitious project: To offset disability throughout the world and to build an inclusive society whilst protecting and preserving the environment.”*

**Jean-Pierre Mahé, CEO at Eqwal**



Paul Steeper, John-Pierre Mahé and John Midgley announcing the acquisition at Steeper HQ, Leeds.



# Case Study

## Orla & Her Dancing Feet!

Wednesday 26th October was the day Orla earned a distinction grade in her tap dance exam, a mark the same as her able bodied classmates. Mum, Lucy, couldn't have been more proud of the 9-year-old who was diagnosed with Cerebral Palsy Hemiplegia when she was just two years old. Thanks to her day and night AFO's from Steeper, she's able to thrive doing what she enjoys most – dancing!

### The story

Orla loves being active. She started dancing when she was only three and currently participates in a selection of classes including ballet and tap. She also loves to swim, but she initially struggled with these activities because of her Cerebral Palsy that affects mostly the right side of her body, particularly her leg. Her treatment plan began eight years ago with prescription Piedro boots, however, after a year, her boots were no longer providing the support she needed, so her physiotherapist/orthopaedic consultant recommended that she moved out of her boots and into a day and night AFO as part of her overall care plan, which also included daily physio and as she grew older, serial casting and botox injections.

Orla's mum, Lucy, says, "She has always been really good with the process of being cast for her AFO's and approached each appointment as a little adventure, even when she was growing a lot and she'd have to go every few months to get a new AFO cast." Orla enjoyed choosing a new pattern for each new AFO as well as shopping for footwear that would fit over them, she would giggle while trying on different sized shoes on each foot.

Orla also loves fashion and playing with her Barbie's so when she asked if there would ever be a Barbie doll like her, her mum knew she had to make it happen.

### The solution

Lucy reached out to the Steeper customer service team and told us how she wanted to surprise Orla with a new Barbie doll – but not just any Barbie doll, one that looks just like her!

To complete the look, she needed a tiny AFO, and our team were thrilled to get involved! Barbie came into our clinic, had her leg cast just as Orla does when she attends clinic, and the plastics technicians got to work crafting the adorable miniature AFO.

Lucy surprised Orla with the new Barbie and a scrap book of her being cast for her AFO on a family trip to the Peak District and says, "When we contacted the Steeper team, we were so happy that this was something that could be accommodated. Orla is over the moon with her own results and her new Barbie is a reminder of the journey she has been on, it helps

her recognise the importance of the steps she goes through herself each time she needs a new AFO. She has been busy planning outfits for her new Barbie so that they can match!"

### The turning point

When Orla first started tap dancing at the Bev-Lyn School of Dance, her mum says, "She put her tap shoes on and slipped instantly like she was walking on ice and she couldn't jump because her right leg was so tight, but now she's a pro!" While Orla doesn't wear her AFO's during dance practice, they have complimented her love of dance by helping her to build strength and balance.

The team at the Bev-Lyn School of Dance have been so supportive throughout Orla's dancing journey. Her mum says, "She did her first dance show this year and absolutely loved it! It was amazing to see her up on the stage having such a great time, when only a few years ago she could hardly stand up in her tap shoes. She's been doing dance exams every year and consistently achieves brilliant grades."

Orla is also now learning to ride a bike, something Lucy says would have been impossible without the support of her AFO's because of the position of her foot and leg.



Read the full story on our website [bit.ly/3N5cAxi](https://bit.ly/3N5cAxi)

"She put her tap shoes on and slipped instantly like she was walking on ice and she couldn't jump because her right leg was so tight, but now she's a pro!"

Lucy, Orla's Mum