

recoveriX GYM
Stroke Rehabilitation

The recoveriX Franchise Concept



www.recoveriX.at/Franchise-Concept

Become a Franchise Partner in Six Steps

THE 1st CONTACT

Are you a potential Franchise Partner?
Contact us via E-Mail at office@gtec.at
or via phone at +43 7251-222-40.



THE 1st MEETING

If you are a perfect franchise partner, we look forward to meeting you! Now, we should talk about the general conditions and the training procedure. We want to introduce you to the recoveriX system and talk about our experiences.

THE CONTRACT

In this phase, we want to discuss the legal framework and create the contract.



THE SIGNATURE

After signing the contract, you are ready to start!

TRAINING IN SCHIEDLBERG

In our recoveriX Flagship Gym you will learn all you need for successful stroke rehabilitation therapy with recoveriX. You learn how to use the system, the components and the handling, the procedure and the marketing opportunities.



YOUR KICK-OFF

Now you can treat your patients more effectively than before, with the newest neurotechnology-based approach. Plan an official opening event to raise awareness of your new rehabilitation strategies! We are happy to support you with a plan.

Every 20 minutes, someone suffers a stroke. Each year, stroke affects 24,000 people in Austria and about 200,000 people in Germany. Ischemic stroke is the most common cause of permanent movement disabilities and the second most common cause of death. The number of strokes increases every year, and so does the need for alternative and more effective rehabilitation approaches.¹

Competitive Advantage with an innovative stroke rehabilitation approach

recoveriX is an innovative fusion of Brain-Computer Interface technology and state-of-the-art therapies. It combines brain activity with arm and foot movements in a totally unique way that supports the brain in learning to move disabled arms or feet again. Motor rehabilitation training with recoveriX can be used with patients in the acute, sub-acute and chronic state.

recoveriX can be used as a stand-alone therapy or as a complement to any conventional motor rehabilitation method. The more therapy sessions patients receive, the better their recovery. recoveriX is easy to learn and use, with helpful tutorials, friendly interfaces, and support for numerous languages.

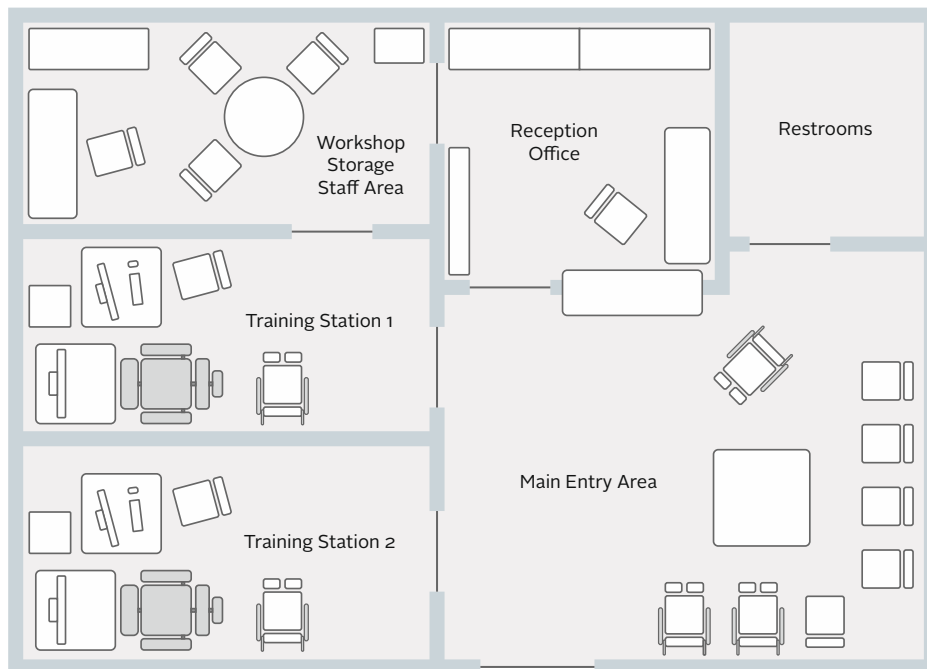
Become a Franchise Partner

We are looking for the perfect franchise partner – a passionate entrepreneur with great business experience and expertise in neurological and physiological motor rehabilitation. This could be a qualified physical therapist, occupational therapist, neurofeedback therapist, electrotherapist or other therapist who treats motor disabilities.

Are you the one we are looking for? Please contact us via e-mail at office@gtec.at or via phone at +43-7251-222-40.

¹ <http://www.who.int/bulletin/volumes/94/9/16-181636.pdf>

What you need to become a Franchise Partner



“MUST-HAVE” – REQUIRED EQUIPMENT AND FACILITIES

- ▶ One or more recoveriX systems
- ▶ Entrance room with a waiting area
- ▶ One or more therapy training stations (at least 10 m²)
- ▶ Table and chair
- ▶ Restrooms
- ▶ Washbasin

“NICE TO HAVE” – OPTIONAL EQUIPMENT AND FACILITIES

- ▶ Camera
- ▶ Therapy bed
- ▶ Additional room(s)

ADVANTAGES FOR FRANCHISE PARTNERS

- ▶ Training to learn the recoveriX therapy
- ▶ Yearly educational seminars
- ▶ Yearly participation in our conference
- ▶ Technical support
- ▶ Right to return within 3 months
- ▶ Templates and manuals with therapy documentation
- ▶ 9-Hole Peg Test and Fugl-Meyer Test
- ▶ Template of feedback questionnaire
- ▶ Marketing actions
- ▶ Listing in the “recoveriX gyms worldwide” network
- ▶ Joint authorship in peer-reviewed scientific publications
- ▶ Template of an Opening Event
- ▶ Support with international conferences, fairs, seminars, lectures, workshops

Return on Investment

As a Franchise Partner, you will profit even through the basic option to pay the initial costs of 30.000 € for one recoveriX system over 3 years. If you're using more recoveriX systems, several patients can be treated at the same time. This way, you can optimize your capacity and get the maximum output. The following table presents estimates based on using 1 or 2 recoveriX systems and one employee.

Income statement	1 system no staff	2 systems no staff	2 systems 1 physiotherapist
Sales (90 patients per year, per system)	€ 150,000	€ 300,000	€ 300,000
Franchise fee (11 % per patient)	€ 16,500	€ 33,000	€ 33,000
Consumables (electrodes, gel, € 100 per patient)	€ 9,000	€ 18,000	€ 18,000
Total	€ 25,500	€ 51,000	€ 51,000
Income	€ 124,500	€ 249,000	€ 249,000
Depreciation (8 years)	€ 3,750	€ 7,500	€ 7,500
Rent (€ 12/20 m ² per month)	€ 240	€ 240	€ 240
Electricity per month	€ 50	€ 50	€ 50
Staff	-	-	€ 42,000
Advertising expenses	€ 1,200	€ 1,200	€ 1,200
Accounting (€ 10 per invoice)	€ 900	€ 1,800	€ 1,800
Phone (€ 20 per month)	€ 240	€ 240	€ 240
Total	€ 6,380	€ 11,030	€ 53,030
Profit	€ 118,120	€ 237,970	€ 195,970

If you charge each patient € 2,000 for therapy, you can cover the initial costs within 1 year with only 5 patients!

User experiences



“recoveriX is really exciting because repeated training leads to faster and better neuromuscular facilitation and increased brain plasticity. This positively influences rehabilitation. My patients are fascinated by recoveriX. They can control the avatar on the screen and even their arms only by thinking of an arm movement. Patients in a chronic state realize, after many years of stagnation in therapy, that they improve their motor functions.”

– Stefan Schobesberger,
Physiotherapist at the recoveriX Gym in Schiedlberg, Austria.



“Mrs. Brandstätter suffered a stroke 2 years ago, she couldn't move her right arm any more. She had to quit her job as a hairdresser because of her motor disabilities. Before she started recoveriX therapy, she was able to solve the 9-Hole Peg Test in 0:17 (17 seconds) with her healthy hand, but required 7:26 with her disabled right hand. After only 15 recoveriX therapy sessions, she improved quite a lot! She needed only 1:48 to do the 9-Hole Peg Test with her right hand. Furthermore, her skin sensitivity increased and her hand and arm got stronger.”

– Manuela Zehetner,
Physiotherapist at the recoveriX Gym in Schiedlberg, Austria.



“I'm happy to have the unique chance to be part of the recoveriX study. It made my days worth living again. Since recoveriX therapy, my motor functions in my right arm improved a lot. This was something only family and friends realized first – it took me longer to realize it myself. I learned to move and control my arm again and I even got my job back as a hairdresser. I never imagined this could be possible. My arm and my hand now belong to my body again.”

– Mrs. Brandstätter,
former patient at the recoveriX Gym in Schiedlberg, Austria.



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