



# APAC Sales Meeting

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Youngbong Medits /South Korea

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# Project overview



<b>Project</b>	<b>Soonchunhyang(SCH) Univ. New Hospital</b> , Cheonan city	<b>Start</b>	2021.03. .
<b>Customer</b>	<b>Hanwha Engineering &amp; Construction</b>	<b>Value</b>	Total value of the project (₩654,835,000/EUR 470,000)
<b>Project Phase</b>	Currently under construction: Date of conditional electronic bid: 2020.11.24 Date of contract: 2021.05.15 Date of Hospital Completion: 2024.05.31		
<b>Customer Goals</b>	• SCH New Hospital (including Infection Hospital for Central Area of Korea) will be the Critical Hospital of Central Area of Korea.		
<b>Project Description</b>	<ul style="list-style-type: none"> <li>• General Hospital</li> <li>• Total Floor Area: 136,192 m<sup>2</sup></li> <li>• B5F / 15F</li> </ul>	<ul style="list-style-type: none"> <li>• Quantities to be supplied:</li> </ul> <ul style="list-style-type: none"> <li>92 pc x isoMED427P</li> <li>24 pc x ATICS-2-63A-ISO</li> <li>116 pc x EDS151</li> <li>34 pc x MK2430</li> <li>18 pc x MK800-12</li> <li>1 pc x MK800A-12</li> <li>2 pc x COM465IP</li> <li>116pc x ES710, &lt;12xln</li> </ul>	

Final Product Pictures



Application (Picture)



# At a glance



## Customer problem

- This project was designed by Local Company originally with lower budget. But in order to secure market share, we contracted with Hanwha Engineering & Construction Co., Ltd by rock bottom amount.
- Due to world Economic Crisis, all the material prices are increased. We are under asking contract amount increase to Hanwha, but we can not expect compensation of price increase because Hanwha also is faced the same situations.
- If they do not allow price increase, we have to bear loss for this projects.

## Benefit for the customer

- The best quality of IT system will be provided. (ATICS for the operating theatres/EDS for all the IT panels)
- In the future, if SCH University need any renovations for their existing hospitals, they will refer to this New Hospital's medical IT system.

## Solution

- As per client's request, for the Acoustic alarm on the PC at the technical room, we will solve their request with MK800 (it will be installed just beside of PC additionally)

## Project scope

- Supply of Medical IT DB including back boxes
- Installation of Medical IT DB(Except back boxes)
- Connection of wirings(Except all kinds of wiring works)
- Initial Test for all IT systems
- Training & Education for end users



# Medical IT system monitoring



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Under voltage/ Over voltage

Internal BMS

Internal BMS

External BMS

External BMS

BMS/TCP/IP



Corridor (wall mounted)

Visual alarm  
(isoMED427P or ATICS)

LIW/LLW  
LTMW



Operating theatre

Acoustic & Visual alarm  
(MK2430)

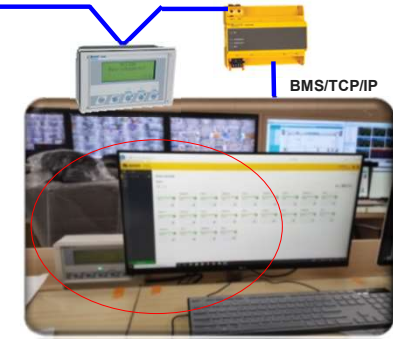
RIW/RLW  
RTMW



Nurse station

Acoustic & Visual alarm  
(MK800)

RIW/RLW  
RTMW

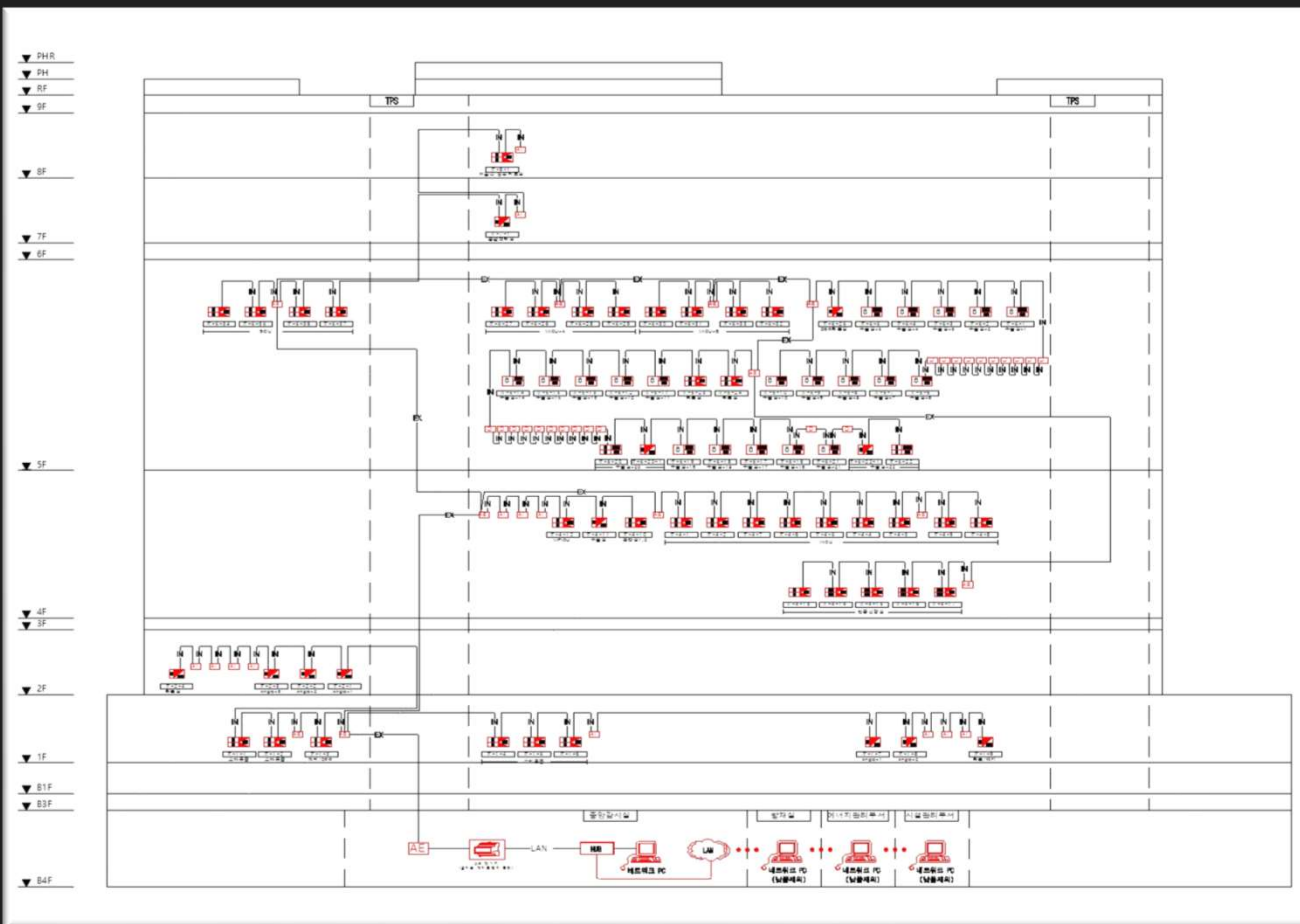


Technical room

Acoustic & Visual alarm  
(COM465IP + MK800A-12)

RIW/RLW  
RTMW

# Single line diagrams



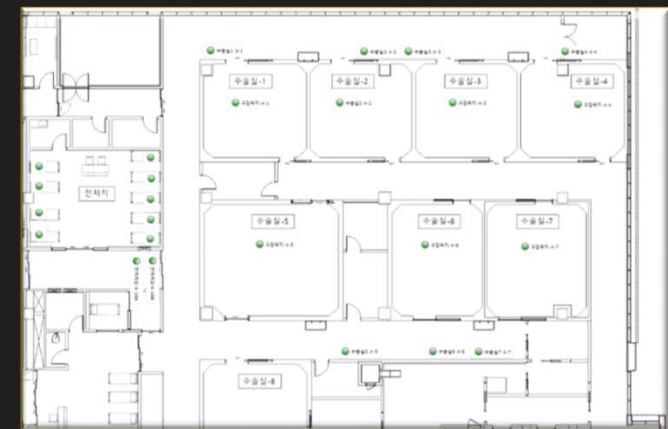
8 F	<b>Stroke unit</b>	isoMED427P : 4ea EDS151 : 4ea MK2430-11 : 1ea	4 F	<b>ITU (baby)</b>	isoMED427P : 20ea EDS151 : 20ea MK800-11 : 3ea
	7 F	<b>Isolation room</b>		isoMED427P : 1ea EDS151 : 1ea MK2430-11 : 1ea	<b>Hemodialysis</b>
5 F		<b>Operating Theater</b>	ATICS : 24ea isoMED427P : 2ea EDS151 : 24ea MK2430-11 : 24ea	2 F	<b>Angio room</b>
	4 F	<b>Recovery room</b>	isoMED427P : 5ea EDS151 : 5ea MK800-11 : 2ea		<b>Emergency room</b>
4 F		<b>ICU</b>	isoMED427P : 24ea EDS151 : 24ea MK800-11 : 3ea	1 F	<b>Angio room</b>
	B5F	<b>Delivery room</b>	isoMED427P : 5ea EDS151 : 3ea MK2430-11 : 3ea		<b>Technical room</b>



# Plan for operating theatres



## Visualization



## Supply of Bender Devices

- **Due to delay of dispatch date, it is hard to do sales Actively.**

- **for the short-term projects  
(such as renovation works, small hospitals, changing IMDs);**

**If we can not receive Devices from BENDER within client's request date,  
INEVITABLY, we have to give up some contracts.**