



Bed monitor

### Invisa-Beam© Monitors Aid Aged Care Falls Prevention

Starting a small business can occur from a variety of motivations—none more rewarding than when it is to support the needs of others.

Trauma is faced everyday in Australia and around the world at nursing homes and other facilities where frail, especially elderly patients are prone to falls: getting out of bed, from chairs etc. unaided. It is dangerous and distressing for them and all around.

Kay and Basil Bautovich faced such personal distress when Basil's mother at 98 was suffering impacts of dementia from successive falls out of bed.

So Kay persuaded Basil, an innovative engineer with diverse skills, to invent an aid that would alert carers to a potential fall.

Some years later their company **INVISA-BEAM INTERNATIONAL Pty Ltd** has developed three fall monitor products in use for aged care in Australia and New Zealand, and is in the process of expanding to the United Kingdom and Ireland.

Market research and ultimately the appointment of a UK distributor have been made possible through grants under the ACT Government's **TradeConnect (TCon)** export grants program delivered by the Business and Industry Development (BID) Branch of the ACT Chief Minister's Department.

Part of the Government's strategy focuses on international business related programs operated and funded by the ACT Government.



Basil and Kay Bautovich

*'Previous grants and other assistance from the ACT Government and our TradeConnect (TCon) funding has significantly assisted our growth and now provides a platform for exponential growth via exports to the UK and possibly Europe', said Basil.*

*'This will enable us to continue growing the employment and support we provide to ACT businesses through our marketing needs and the production and supply of peripherals to the main products', he said.*

*'Our new pivotal UK distributor was introduced to us through TCon (and Austrade as part of the service).'*



Chair monitor

TCon assists ACT companies such as INVISA-BEAM INTERNATIONAL ([www.invisabeam.com](http://www.invisabeam.com)) to build business opportunities overseas. It also enhances their international competitiveness through a new off-shore representation model and small 'step-up' funding grants that will

facilitate access to an additional range of professional services and activities.

**TCon** is separate to the trade mission program supported by the ACT Government and has four distinct funding support categories.

Exporters are assessed in conjunction with the local Austrade Senior Export Adviser.

After leaving CSIRO in 1993, Basil, along with his wife, Kay, formed their own consulting business. They first developed a bed monitoring device after coming up with a prototype for Basil's mother and went on in 2005 to win the 'People's Choice' on the Australian Broadcasting Commission's (ABC) 'New Inventors' television program.

The ACT Government then assisted with funding for the 'The Proof of Concept'.

Now **INVISA-BEAM Monitors** are already proving a valuable asset in aged care facilities and hospitals in Australia and New Zealand.

The export push is being assisted by two **TCon** grants—one in 2008, one in 2009.

In June this year (2009) the company appointed London (UK) distributors, in 2008 a distributor for Ireland.

The company is a multi-award winner: 'Award for Innovation & Commercialisation' presented under BID's **Canberra BusinessPoint** program, and a finalist in the inaugural '**Les Is More Award**'. Named after 'New Inventors' judge Les Miller who died of Leukemia, the award is given to inventors who are motivated by the desire to help others.

**Invisa-Beam's** products have now expanded from the rail-less bed monitor to a chair monitor, and now a bed monitor for beds with rails which are still standard in the UK and Europe unlike Australia.

They constantly monitor the bed patient/resident; alert nurses/carers immediately when the patient/resident tries to leave their bed; reduce falls which also equals reduced costs; reduce trauma injuries and paperwork.

They allow patients/residents complete freedom in bed with no restraints. There are no visible lights (beam technology); they are non-harmful and non-invasive; and are safe as they involve only low voltage operation.

They have world-wide patents and are approved by Therapeutic Goods Administration. **INVISA-BEAM INTERNATIONAL** is just one company BID is supporting. Canberra's business sector is dynamic and evolving. It now employs more people than the public sector and contributes almost half of our economy's gross product.

Building on that success means collaboration—bringing together skills, ideas and resources into partnerships for growth. The ACT Government provides services and support for business development in Canberra, through BID, including start-up advice, export assistance and capital partnering. For full information on support programs go to: [www.business.act.gov.au](http://www.business.act.gov.au).



Bed rail monitor