



Vikand provides an all-inclusive global maritime medical program

- + Telemedicine with 24/7 emergency response
- + Engaged and proactive "house doctor" crew call approach
- + Continuous and regular communication with crew and guest
- + Medical Chest drug management
- + Medical risk management oversight

VIKAND has over 300 Years of maritime medical experience

- + Our business is by and for mariners
- + We're client-centric – our clients are our priority
- + We deliver service with a personal approach

We provide a higher return on your dollars already spent.





Want to reduce onboard medical risk with an accessible and experienced medical provider?

Current medical solutions are fragmented across many providers leading to inconsistency in service. VIKAND Medical Solutions is experienced in dealing with medical challenges in the global maritime environment.

- + Increasing medical complexity
- + Regulatory requirements
- + Growing legal, financial and medical risk

A 360-comprehensive service for all your medical needs including telemedicine, medical chest, health, and crew maintenance.





Vikand's Approach

All inclusive, client-centric and leverages the most current technology

Our medical team understands and implements medical solutions tailored to the global maritime environment

- + Simple, effective, and easy-to-use telemedicine platform
- + Easy to use by non-medical trained crew
- + Provides a complete medical assessment
- + Low bandwidth – plug and play

Medical chest management

- + We provide comprehensive medical chests
- + We track and manage your medical supplies
- + Easy to use, colored coded system
- + Drug disposal and replacement

Regulatory Requirements

- + We ensure you are complying
- + Our team participates in and influences maritime medical regulatory agencies
- + We help you navigate legal, financial and medical risk

VIKAND is well versed in medical risk mitigation and management

- + Experienced managing onboard medical services
- + Supply experienced licensed doctor and nurses for shipboard deployment with medical malpractice insurance
- + Consulting and management experience across multitude of maritime clients
- + Leverage our maritime medical, legal and insurance experience as well as our vast network of relationships





VIKAND experience within the maritime medical industry makes us uniquely qualified to provide a total health care solution to the Yacht industry

- + Operating since 2010
- + The leading maritime healthcare expert, serving clients worldwide
- + Continuously creating and launching new medical services
- + International business with a global footprint
- + World class advisors and industry connections



OUR SIX POINT VALUE PROPOSITION

1. **Value for Money** – We provide the highest standard of service. Consequently, we provide a greater return on investment.
2. **Cost Reduction** – We create efficiencies and operating cost reductions.
3. **Risk Reduction** – Our services ensure decreased operating and legal liability to the vessel owner.
4. **We Go Where You Go** – We offer a scalable organization with a global capability.
5. **World Class Representatives** – Our highly qualified medical representatives also have vast experience of the maritime industry.
6. **Bottom line** – Your return on investment will be significantly higher with VIKAND.



How does it work?

An example:

A Yacht with crew of 25 selecting the platinum program would get the following health related services:

1. Medical response through Vikand 24/7 Medical Center
2. Regular, remote house calls for crew by VIKAND medical personnel
 - a. 2 outbound calls from medical staff/month
 - b. 10 inbound calls from crew and guest to medical staff/month
3. Regular remote chronic care and management by medical personnel
4. Bio Medical Equipment Management Service and Calibration
5. Medical Oversight
6. PEME/REME Review
7. Case Management
8. Drug Testing Management
9. Ensure crew is up-to-date with all required medical certifications
 - a. Online Education (Theory)
 - b. Onboard CPR Training
 - c. Onboard MCFA Training
 - d. Onboard MCAMPIC Training
10. Sourcing of Medical Personal
 - a. Supply experienced licensed doctor and nurses for shipboard deployment with medical malpractice insurance
11. Crew Maintenance + Crew Loss prevention = Crew Wellness
 - a. Initial and end of year onboard crew assessment
 - i. Exclusive Wellness coach available for educational support via skype and email
 - ii. Online Wellness Education

For more answers and how to engage with us reach out to VIKAND Business Development Professionals

Mattias Hallberg

DIRECTOR SALES

M: +46 767 746900

mattias.hallberg@vikand.com

www.vikand.com