

## International experience

In the last 20 years Dr. Achim Hein accompanied more than 45 eHealth projects, got the assignment for the construction of a rehabilitation clinic in Kazakhstan (page 16) and supported health insurances in maintaining health of their insured at home. Get an idea of his wide expertise on the next 25 pages:

### Highlight: First digitized treatment approved in the standard care system

EvoCare® is the first digitized treatment approved for standard care. Dr. Achim Hein has invented the procedures as the gold standard in digitized healthcare. The [EvoCare® method](#) is scientifically proven to be just as effective as conventional therapy. In addition, their profitability was proven, too. The curative treatment procedure and therapy system is prescribed like a digital therapeutic and billed as a classic treatment. For this purpose, for instance, the German pension insurance has specified for the service providers a concrete path to follow, which is also followed by other payers. Previously, no service provider had specifically defined instructions for the provision and billability of digitized therapy services. The described requirements reflect our by multi-evaluation tested method and our experience of over 20 years of patient care.

[First registration 2013](#)   [Remuneration rates for clinics](#)   [Nationwide recognition 2017](#)

Digitized treatment methods should not be confused with technology assistance systems, because the application of technology in comparison with mobile applications are not the same treatment!

Nowadays, technical offers enable patients to be self-motivated in the quantity and type of measured values and exercises instead of being able to apply the correct treatment prescribed by a doctor to themselves by trained specialists - artificially intelligent machines provide therapy plans and robot avatar machines evaluate results. I am convinced that this is a major, perhaps the greatest risk to the quality of the healthcare system of the future. In my opinion, and based on the experiences made, the curative supervision by the trained medical "expert" is the most important guarantor of the quality of medical care, and especially in the age of digitalization - this is not replaceable by technology. Lifestyle apps are no curative care and no substitute for qualified medical professionals such as doctors and therapists", statement Dr. Hein. Excerpt from the reports in Thieme Magazine, issue 4/2018.

We actively advise social insurance institutions on the policy creation and quality assurance for electronic health services and support service providers in medical, technical and economic implementation and qualification.

## TeleRehabilitation in Austria in law



Telerehabilitation has been anchored in Austria's General Social Insurance Act (ASVG) since 13th December 2018. In Austria, tele-rehabilitation is used to facilitate therapies, increase adherence to therapy and fill treatment gaps following hospital treatment. Telemedicine has the potential to offer benefits to all participants in the healthcare system, also for an improvement in the care of patients

and the elderly. The EvoCare® teletherapy was one of the pioneering pilot projects in Austria. Lighthouse projects and pioneers are the [Versicherungsanstalt für Eisenbahnen und Bergbau](#) (VAEB) with the TelePhysiotherapie ([video of the health facility Bad Schallerbach](#)) and the [Pensionsversicherungsanstalt](#) (PVA) TeleKardiologie (TV report from ORF available on request).

### Prevention campaign in pharmacies with EvoMobi from Dr. Hein for STADA AG



Prevention campaign for 3 million end customers in 2000 pharmacies. The PROCAM test was carried out in pharmacies as part of the nationwide “Germany cares”; health campaign. The project was initiated by STADA Arzneimittel AG. A scientifically recognized precaution test from the Assmann Foundation for prevention was used. Content of the project: Query risk parameters and transfer to an online portal. The implementation was carried out by Dr. Hein. Press report on the 2009 project: Merkel advocates pharmacies as places of prevention. [Business Wire](#)

### Project for the elderly in Italy – Healthy and safe at home



Project partner of Dr. Hein: IBM Italy, Company for Social Services Bolzano, TIS innovation park, commissioned by the city of Bolzano; Italy.



The Ambient Assisted Living pilot project aimed to test new home care services and technologies to improve the safety and quality of life of senior citizens in their familiar environment.

The project; Abitare sicuri – “Sicheres Wohnen”; already attracted international attention in its initial phase. As reported in the New York Times in its September 23, 2009 issue.

Part of the project were therapy sessions on various topics in old age and intensive training at home. The seniors had a lot of fun at training and practiced diligently. Supervised teletherapy improved cognitive and motor performance in 80% of the elderly. The short film features an EvoMobi and an EvoLino. [YouTube](#) [Report in Italian language](#)

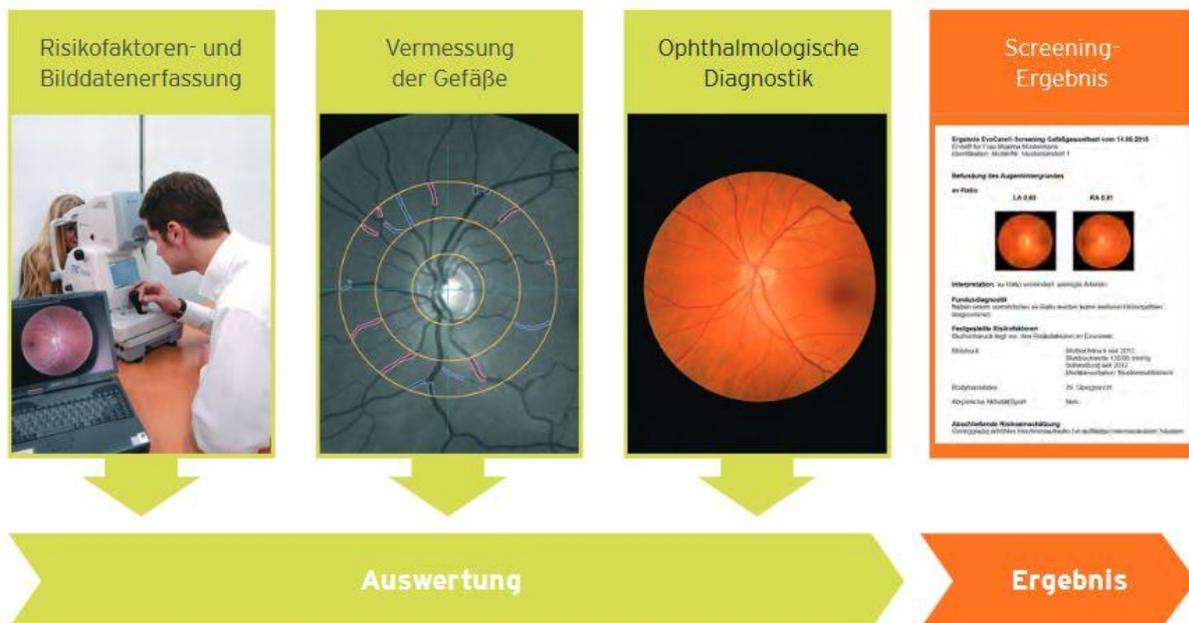
### IBM as an example of workplace health promotion



In the context of workplace health promotion, IBM employees at several German locations were able to participate in the special diagnostics EvoCare® screening vascular system. The collected data was transferred to an ophthalmologist via telemedicine system for evaluation. The results were sent after the prevention campaign. The screening has been carried out in over 100 companies so far. [Online presentation](#) (incl. short videos), [flyer](#), [brochure](#), [OpenPr.de](#), [2009 cooperation stroke aid](#), [BGM poster](#), press release 3/2019 Deutsches Ärzteblatt Risikocheck des Augenhintergrundes (report on request).

### Early detection campaign with DocMorris screening for early detection of health risks.

Cooperation between the DocMorris pharmacies in Cologne and Dr. HeIn.



### Development of mobile applications (apps) for smartphones



Dr. HeIn develops mobile applications (apps) for smartphones in the Vodafone 360° Store and the Android Market for the health and lifestyle sector. We benefit from our many years of expertise in medical-therapeutic patient care in the development of mobile applications in the healthcare sector. Extract from the development portfolio.

Menstruation calendar "My Butterfly": enter period and calculate for the next month, record complaints and their intensity, enter notes, display of fertile days, period alarm, pill alarm, password protection, import and export data, feedback function.

BMI calculator: Calculation and evaluation of the body mass index.

Diabetes Risk Check: Diabetes type 2 (diabetes) is a dangerous and widespread disease. This test enables you to make an individual assessment of the risk of getting the disease. This test gives you the opportunity to react early and take countermeasures.

**Project Teletherapy in speech therapy promoted by the Bavarian State Ministry of Labour and Social Affairs, Family and Women.**

**Development of a subsystem of a neuro-linguistic module**



Project partner of Dr. Hein: Fachklinik Herzogenaurach.

The aim of this project was to develop and evaluate a computer-based language training program for neurological patients with speech disorders in telemedical use. A language training program was developed from the word level to the sentence level. The therapy software was integrated into the EvoCare telemedicine system. Computer-assisted and telemedically controlled therapy programs are increasingly being used to remedy deficits in outpatient speech therapy treatment and to shorten the length of stay in the acute and rehabilitation area as well as to achieve health economic effects.

**High-frequency EvoCare therapy for aphasia, a [study](#) sponsored by the Federal Ministry of Education and Research at the Fresenius European University of Applied Sciences.**



**EvoCare-Therapie**  
Ergebnisse einer BMBF – Studie

Eckart Rupp <sup>1</sup>, Simone Sünderhauf <sup>1</sup>, Jürgen Tesak <sup>1\*</sup>

<sup>1</sup> Europa Fachhochschule Fresenius, Idstein  
<sup>2</sup> Ludwig-Maximilians-Universität, München

Heruntergeladen von [www.researchgate.net](#)

Initial situation: Disorder-oriented and symptom-related approaches are mainly used in aphasia therapy. According to the latest findings, disorder-oriented aphasia therapy is only effective with 5-10 therapy hours per week. In outpatient care, 78. 2% of aphasic patients receive no speech therapy (64. 1%) or only one hour of speech therapy (14. 1%) per week.

Possible solutions: 1. unattended practice has the disadvantage that the wrong exercise contents are selected; professional care is indispensable, 2. after introduction by qualified personnel, unattended practice has the disadvantage that no adjustments of exercise quality and quantity are possible to the changing performance profile of the patients, 3. Supervised practice in the presence of logopedic specialists has the disadvantage that therapy can only be carried out during the face-to-face session – that means rarely, 4. EvoCare; Supervised practice through constant supervision via telemedicine in combination with personal face-to-face sessions brings the advantages together (concept of EvoCare therapy).

Result: The efficiency of EvoCare therapy is proven. There were no differences regarding the therapy outcome in the Conventional Therapy compared to the EvoCare Therapy; EvoCare therapy could complement conventional therapy in the area of functional treatment and create additional treatment times for participatory therapy goals.



### Dr. HeIn takes over "Quelle" health catalogue

The health catalogue of "Quelle" and a small team of former Quelle employees are provided by Dr. HeIn Gesundheitswelt, which is located opposite the former Quelle shipping center on the former Triumph-Adler site.

[Press Report: Economy in Middle Franconia March 2012](#)



### TeleMonitoring and TeleCoaching

Development of internet-based monitoring and coaching services, e. g. heart und Vital, slim and beautiful as well as development of customer-specific services for companies in the field of workplace health promotion.

### TeleCoaching program for weight reduction

Development of a TeleCoaching program for normalizing body fat and activating metabolism. Product development of a whey protein Omega3 drink for muscle protection in diet phase. Fat reduction. Fresh Omega3. No chemistry. Fresh product. Concentrate. Food regulation.

Produkt	Protein	Omega-3	Whey
Produkt 1	10g	1g	10g
Produkt 2	15g	1.5g	15g
Produkt 3	20g	2g	20g
Produkt 4	25g	2.5g	25g
Produkt 5	30g	3g	30g
Produkt 6	35g	3.5g	35g
Produkt 7	40g	4g	40g
Produkt 8	45g	4.5g	45g
Produkt 9	50g	5g	50g
Produkt 10	55g	5.5g	55g



**Project SOPHIA - Technically supported housing sponsored by the Federal Ministry of Education and Research**

Project partner of Dr. Hein: St. Josef Stift Bamberg, University of Bamberg, Nervenlinik Bamberg, XIT. Nervenlinik = mental hospital

SOPHIA was a model project to maintain and improve the living conditions of \*elderly people and stands for "social personal care - help in everyday life"; But SOPHIA also means self-determination, modernity, comfort and progress with new technologies. So we are redesigning the humane future of ageing. New technologies from Dr. Hein turn the domestic television set into a communication center. It provides access to information, contacts and offers. Through the innovative video telephony (Note: In 2003 this development was a novelty) with the service center, friends and relatives can comfortably and safely meet a variety of needs and important matters of daily life can be settled. People should be able to choose for themselves which support and technology they want to use.

**Operation of a company for products for severely handicapped, seniors and blind people 1998 -2002**

As a Siemens spin-off, Dr. Hein took over the activities of EvoSoft TeleCare GmbH and the SiCare (Siemens Care) product portfolio.



**Therapy centers operators and service providers**

Ergotherapy, speech therapy and physiotherapy in Nuremberg, Diethofen, Ingolstadt and Neuburg.



**Product for diabetics**

Digital blood pressure diary with an online platform development.

## Transuterines Fetalmonitoring 2003



The image shows a screenshot of the TruFema website. At the top, there are navigation tabs: 'Produktbeschreibung', 'Anwendungsbereiche', 'Konzept', and 'FAQ'. The main heading reads 'HÖREN SIE AUF DEN HERZSCHLAG IHRES KINDES'. Below this, there is a photograph of a pregnant woman's belly. Text on the page describes the device's use and its acoustic nature. At the bottom, there are links for 'Impressum' and 'contact'.

Project partner of Dr. Hein: Practice and Fertility Clinic Dr. Joachim Neuwinger, Nuremberg.

TruFema makes it possible to monitor your unborn child in the womb. TruFema measures the heart sounds of the unborn child purely acoustically (no ultrasound) and records them.

Measurements with TruFema are made from the outside, without any stress for the mother and the child. The easiest way to imagine TruFema is as if someone were lying with their ear on your stomach to listen to the child's heartbeat. With TruFema it is possible to make the fetal cardiology of the unborn child usable for diagnostic purposes by means of acoustic methods. This makes continuous monitoring from home possible.

## Breathing gas analyzer for fertility control

Project partner of Dr. Hein: Steinkl



## Mobile pain recording



A system for high-quality and mobile pain recording was developed in this project. By pressing the display of his mobile device, the user intuitively documents his subjective perception of pain in the acute phase. The duration of the pressure matches the intensity of pain. Thanks to an efficient and high-quality information base, the doctor is able to adjust the pharmacotherapy in detail to the patient and immediately counteract possible undesirable developments.



## Mediball back training with BioFeedback

Development and patent application Dr. Hein: Sensomotoric training of the trunk muscles improves the coordination of the trainers and contributes to the reduction of back pain frequency and intensity.

Project partner of Dr. Hein: Siemens AG Erlangen, Martin Luther University Halle-Wittenberg, Physikalische + Rehabilitative Medizin.

Training on the Mediball / Medikissen is a low-dose training, the focus of which is not on increasing muscle strength. Rather, the coordination of the muscles involved is to be

improved in a reflective way, since recent studies have shown that (body) posture is not a problem of muscle strength, but one of coordination (sensorimotor function). A sensor is integrated which transmits the sitting position to the PC via a transmitter and makes it visible on the screen. The user's movements, which are carried out according to various exercises specified by the software, control the cursor. The user can control and monitor his exercises by the intended and visible movement instructions. Study result: For improving coordination and reducing back pain, the Mediball concept proved to be a practicable and effective training concept.

### SBK - Prevention project via smartphone

Project partner of Dr. Hein: Siemens Betriebskrankenkasse.

Part of the project was to sensitize the participants to their vital parameters. Corresponding correlations to individual behaviour with regard to diet, exercise and stress sensation are presented.

Result TeleMonitoring + TeleCoaching:

An improvement of the parameters blood pressure and pulse was determined with the participants. In addition, the participants felt well looked after and would participate in a project to minimize health risk factors again.

Control/Supervision:

The entered vital parameters were supervised daily. Each participant received a feedback call once a week.

Equipment: Each participant received on loan a mobile monitoring device, blood pressure monitor, pedometer, tape measure. Project 2009.



### Project LEA - Telematically Supported Therapy Management

Project partner of Dr. Hein: Arbeiterwohlfahrt (AWO) Sozialdienste gGmbH, Arbeiterwohlfahrt (AWO) Pflegedienste.

Development of digitized treatment programs for children. Supported by the Bremerhavener Gesellschaft für Innovationsförderung und Stadtentwicklung (BIS).



Dr. Hein  
Familie

The content of the two-year LEA project was the development of a telematically supported therapy management concept in the fields of speech therapy (=L), occupational therapy (=E) and elderly care (=A). Based on the telematic care concept EvoCare®, an innovative therapy software for hearing, speech and voice impaired children was developed. The AWO facilities provided the therapeutic contents of the exercises and Dr. Hein provided the necessary infrastructure, the know-how in process management as well as the technical implementation.

## Diakonisches Altenzentrum Sarepta, Waltershausen [Website Project](#)

### House community with intelligent technology - Restructuring a home

Project partner of Dr. Hein: Josias Löffler Diakoniewerk Gotha gGmbH and others.

The project

- Technology-led modernization of a facility
- Installation of a BUS system for control, information, emergency call
- comprehensive lighting concept with automated, daylight-oriented control system
- upgrading of lighting technology, luminous ceilings in the inner areas
- fall sensors; automatic emergency call; motion detector
- Redesign and upgrading of all wet areas as well as the kitchen areas on the living groups
- **Use of EvoCare devices in care and communication, PC memory training to increase independence**
- Transformation of the building into the house community concept
- fundamental increase in the quality of housing and care
- Process optimization, effective and efficient personnel deployment

## Netherlands Solis Zorggroep - Intensive TelePhysiotherapy



The intensive EvoCare® therapy reduced the rehabilitation time in Holland by five days and thus enabled a faster return to the labour market. The service provider Zorggroep Solis from the Netherlands used the intensified therapy in all rehabilitation and senior care facilities in 2009.

## BFS Research Project "Sleep Home Monitoring" [Website Project](#)

Project partner of Dr. Hein: Fraunhofer Institut Integrierte Schaltungen IIS, Klinikum Nürnberg, Schwarzer, University of Marburg.

Information ILS: The project "Schlaf-Home-Monitoring", funded by the Bavarian Research Foundation (BFS), focused on the development of a portable sleep laboratory. Sleep disorders occur in numerous variants. Due to the complexity of the clinical picture, an examination in a sleep laboratory is necessary for a differential diagnosis. The new system makes it possible to perform a sleep diagnostic examination at the patient's home. The aim of the BFS project was to develop a compact device that largely avoids the above-mentioned disadvantages, but is nevertheless accepted by physicians because it enables them to make similarly reliable diagnoses. One of the main objectives was to reduce the complexity of the device so that the patient could put it on at home and to increase comfort by allowing the patient to move away from bed without having to disconnect and reconnect cables. Except for the findings, with the new system is the patient able to perform a sleep diagnostic examination at home without care by medical specialists. This helps on the one hand to drastically reduce the costs of such examinations and on the other hand to avoid the life-threatening waiting times for the patients, since those type of examinations can be carried out by every family doctor.

Since the clinical picture "sleep disorder" can have numerous causes and manifestations, many vital parameters must be recorded for a successful differential diagnosis. These include derivatives of the brain (EEG), heart (ECG), eye (EOG) and muscle (EMG) derivatives, blood oxygen saturation, respiration and position of the patient. Up to 24 parameters are recorded and must then be evaluated by trained personnel. The same effort is required during the subsequent therapy if the success of the therapy has to be verified in half-yearly routine examinations or if an adaptation of the therapy becomes necessary due to the changed state of health.

### PRO-Inno Project CorGuard



After rehabilitation, physical exercise is required above all. Many patients shy away from this because they are afraid of overexerting themselves or even suffering a relapse. Ans Ende stellen-> For this reason, a feasibility study was carried out by Dr. Hein in cooperation with Cor Science GmbH. The aim of this project was to train patients, but to provide them with the necessary security in the form of supervision. For example, as soon as the pulse exceeds the normal training values, certain warning levels are triggered, which converge in a service centre and are picked up there by specialists and processed accordingly - right up to the call of an emergency trolley if the patient is no longer able to do it by himself.

### MyHeart - EU Telemedicine Project

Project partner of Dr. Hein: Philips, Nokia, universities and clinics, with 40 partners from 11 countries.

MyHeart develops intelligent electronics and services to help people monitor their health actively. The aim is to reduce cardiovascular disease. For this purpose, technologies will be investigated that help people adopt healthier and more active lifestyles.

Continuous monitoring of cardiac current curves (electrocardiogram), respiration or main impedance will provide information on the health status of the user. Sensors that can be integrated into functional clothing are being developed in order to integrate this type of control conveniently into people's everyday lives. These sensors are used to record, store and process the data and then evaluate it for analysis and diagnosis purposes.

Parts of the project are:



- Development of solutions for the evaluation of individual sleep quality at home and for the diagnosis of sleep disorders.
- Development of concepts for the improvement of physical activity, weight reduction
- Development of concepts for the automatic detection of malfunctions

### Project telematic rehabilitation monitoring

Project partner of Dr. Hein: Klinikum Bremen Nord, home nursing Andrea Hugo, HEC.

The telematic rehabilitation monitoring is designed as an integrated system for location-independent, long-term and cost-efficient monitoring of sensor data of rehabilitation patients or risk groups. The technology used enables the treating physician not only to monitor the patient with regard to stress and rehabilitation progress, but also to control the further course of a therapy. This is an essential element of the overall system, as the patient can only mobilize towards the success of the therapy through intensive communication with the physician and the support of the physician. This makes it possible to realize a much closer and more sustainable medical patient monitoring and patient guidance, which is able to avoid therapy, abortions of rehabilitation or in-patient reinstatements and enables an effective, controlled, sustainable and adapted treatment.

### Project smarterHealth Fit4Age

Project partner of Dr. Hein: BMW Group, Fraunhofer IIS, Xmedio, BSH.



This project was supported by the research association "Zukunftsorientierte Produkte und Dienstleistungen für die demographischen Herausforderungen -[FitForAge](#)". Validated SKT as multimodal telemedical application ([Dr. Hein technical implementation of SKT](#)).

Background: The ageing society and the demographic development associated with it represent one of the greatest challenges of the 21st century. In order to master the resulting problems, there is a direct need for action on the part of industry, politics and science.

The "FitForAge" network, funded by the Bavarian Research Foundation, has succeeded in bringing together a team of highly motivated and competent partners from industry, research and universities. The aim of the research network is to find technical solutions that will give the ageing population an active and affordable life in their homes, at work, in communication with the environment and in traffic, even if the average age of the population continues to increase and at the same time the number of young people able to work decreases.

Ultimately, not only elderly people, but all age groups in society should benefit from the solutions. The research network aims to achieve concrete results, but also to develop a set of methods that can be applied beyond the implemented solutions and user groups.

### Metean - Medical Testing and Application Center



Project partner of Dr. Hein: Robert Bosch GmbH, Techniker Krankenkasse, Siemens Betriebskrankenkasse, Biotronik GmbH, Fraunhofer Institute for Integrated Circuits, University of Erlangen.

In the future, medical technology companies will have the opportunity to test new technical applications under practical conditions.

According to the experts, such products can be brought to market more quickly because scientific-technical, medical and clinical researchers work together with experts from hospitals, patient representatives, health insurance companies and medical technology companies in this project. Among the products tested there will be the so-called personal health assistant.

### Optimized logistics in healthcare

Project partner of Dr. Hein: University of Bayreuth, Social Foundation Bamberg, Fraunhofer, Corscience, Siemens.

Optimized logistics for patients using smart object technologies in healthcare.

Background: Several projects have already been carried out with SSB in the field of patient logistics and on the topic "Minimization of empty and waiting times".

Goals of the current project Olog-PAT:

- Transparency, flexibility and forecasting through optimized patient logistics and technology-supported process management
- Sensor network based system for patient localization
- Optimization using mathematical algorithms
- Service development for subsequent marketing (ERFE requirement)



Procedure:

- Splitting the project into eight work packages, for each of which is the responsibility of exactly one project partner
- Formation of working groups from project partners who work together on a work package

### Intensive Therapy Centre Blankenheim

Draft / Business planning: Dr. Hein.

### Meersburg Health Center



Design, concept, business plan Modernization  
concept: Dr. Hein.

## Russia Project ProDiMed -Export Medical Technology



Project partner of Dr. Hein: Schölly Fiberoptic, Zebris Medizintechnik, Chair of Industrial Sales Engineering / European Research Center for Business-to-Business Management (ISE/eurom).

The aim of the project was the (further) development, adaptation and implementation of models, procedures and implementation concepts for product-related services with close, regionally different and constantly changing regulatory, economic and socio-political framework conditions using the example of concrete tasks of medical technology companies. Of particular interest is the pioneering character of services in the development of new markets for physical products. Based on the scientific models of European Business-to-Business Management (eurom) and the concrete scenarios of the participating companies, new service concepts should be developed and assessed prospectively with regard to their applicability in structurally strongly differing target markets. This approach should contribute to the early recognition of local trends, make future options visible and contribute to the development of companies in the form of recommendations for action. The different requirements of the different products, services and target regions of the participating companies ensure the development of flexibly applicable solutions within the project. The aim was to be able to apply the project results also outside the Eastern European target markets or in other branches of the service economy.



### Russia: German rehabilitation standards for Moscow

Preparation of the introduction of German rehabilitation standards in Moscow.

### Russia: Moscow – Bavarian-Russian-RehaCenter



Draft planning, conception, business plan, training: Dr. Hein.



### State Treaty on Healthcare BRICS States

Conception and preparation of a state treaty for general cooperation in health care.

## Rehabilitation Clinic Presidential Administration Kazakhstan



The starting signal was given on Monday, 21 July 2008, at 10:00 a.m. local time. In Astana, Dr. Hein officially laid the foundation stone of the new medical centre of the presidential administration of the Republic of Kazakhstan with the participation of the governments of the Republic of Kazakhstan, the Federal Republic of Germany and the Free State of Bavaria. The representatives of the Presidential Administration of the Republic of Kazakhstan, the Ministry of Economics of the Federal Republic of Germany and the Free State of Bavaria emphasized the importance of this project for the cooperation of the two nations.

The project realized by Dr. Hein should be the prelude to the introduction of German health standards in Kazakhstan and enjoys highest priority on the part of the governments.

The hospital is conceived as a flagship project and model for the Central Asian region and is to be operated according to German treatment standards in addition to state-of-the-art equipment.



- Presentation Clinic Project Presidential Palace Kazakhstan



- Laying of the foundation stone of the medical Center of the presidential administration.



From left to right: Dr. Gerhard Knorr, Director General of the Bavarian Ministry of Social Affairs; Sergej W. Formitsche, Rainer Schlageter, Ambassador of the Federal Republic of Germany to Kazakhstan.



From left to right: Rainer Schlageter Ambassador of the Federal Republic of Germany in Kazakhstan; Dr. Achim Hein; Assistant Conductor Dr. Gerhard Knorr of the Bavarian Ministry of Social Affairs, Rudolf Kammerl Dr.Hein and Kammerl; Alexander Wölk and Prof. Dr. Alexander Kopp DKW Deutsch Kazachische Wirtschaftsgesellschaft mbH



Visit to the construction site of the Clinical Centre of the Presidential Administration of Kazakhstan. 2009/3rd picture middle: Dr. Achim Hein with Katja Hessel, State Secretary in the Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology.



Declaration of Cooperation in the Health Care Sector.

### Assignment for Dr. Hein -Gratulation by the Federal President Horst Köhler

Federal President Horst Köhler and President of the Republic of Kazakhstan Nursultan Nazarbayev congratulated Dr. Hein on this flagship project and emphasized the great importance for bilateral cooperation.

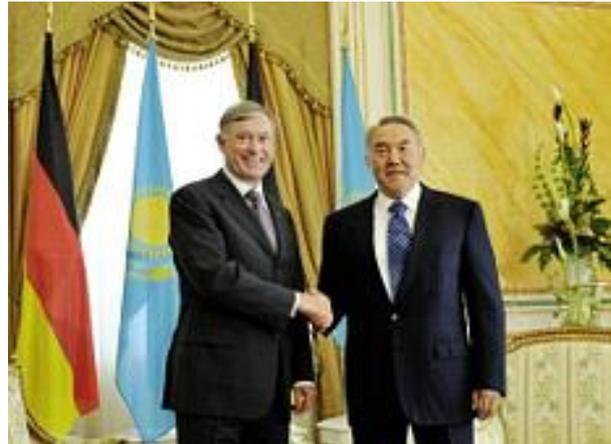
Kazakhstan is one of the countries with the richest in raw materials in the world, which is independent since 1991 and has around 15 million inhabitants. Dr. Hein was in charge of presenting the largest medical project in Central Asia with a contract volume of approx. 250 million euros.

Our personal highlight was to travel with the Federal President Horst Köhler as part of a delegation. The target area was Kazakhstan. Federal President Horst Köhler describes the country as a "hub between Asia and Europe".

[Press report Handelsblatt 21.07.2008, Clinic complete - An export hit.](#) (Complete report on request)



Economic Delegation  
Federal President Horst Köhler



State Banquet  
Dr. Achim Hein (1st from left)



Trip Dr. Achim Hein in  
conversation with Horst Köhler



The Heads of State in front of the landmark in Astana

*(Image rights: Images "State Banquet" and "German-Kazakh University" of the delegation trip with Federal President Horst Köhler of Stefan Kugler - Press and Information Office of the Federal Government.)*

Lighthouse project hospital presidential administration Kazakhstan by Dr. Hein



Delegation trip Federal Minister of Economics Michael Glos 10/2007. Expert Health Management Dr. Hein.



Presentation of the planning documents of the clinic in the presidential administration of Kazakhstan by Dr. Hein



Dr. Achim Hein in Bayterek, the landmark of Kazakhstan



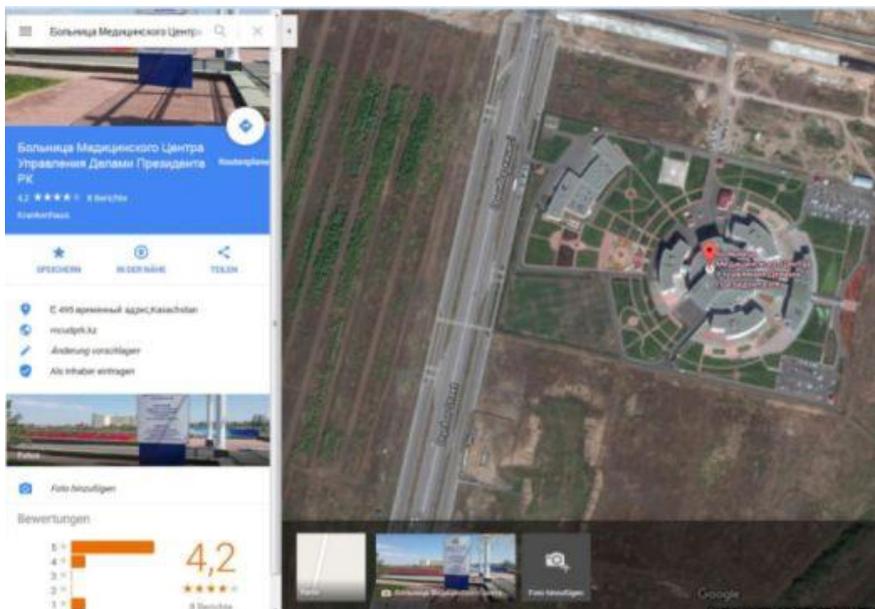
from the left: Hamsin Kuandyk, Prof. Dr. Alexander Kopp, Shimart R., Imanbaex Serik B., Tlubaev Askar, Shulumbetov Serik T., Prof. Dr. Matthias Kramer, Dr. Achim Hein, Dr. Eberhard Natermann, Dr. Gerhard Knorr, Dietmar Spielmann, Rudolf Kammerl, Arno Reis, Alexander Wölk

As general contractor, Dr. Hein is responsible for the overall management of the Medical Centre of the Presidential Administration of the Republic of Kazakhstan. The medical high-tech building in the form of the national flag of the Central Asian country received the title "Lighthouse Project" - as an example of the success of the successful cooperation between Germany and Kazakhstan.

"Our service includes a holistic handling, from the coordination of all trades up to the training of the medical personnel. We hand over clinics while they are in operation," explains Dr. Achim Hein. This includes the complete planning, construction, equipment and operation of the 200-bed clinic. In the company headquarters in Nuremberg and a specially established project office in Astana "all the threads come together through us".

Dr. Hein: 'We are currently making sure that the future doctors and nursing staff in Germany are trained in accordance with the standards applicable here.' Construction officially started in July 2008 and the project is scheduled to go into operation in 2011.

Supplement - construction stop: Payments outstanding in 2009. The global economic crisis has not spared a country as rich in raw materials as Kazakhstan. We admire the creativity of this multinational people and consider it an honor to have been involved. We continue to actively support the cooperation of both countries and will continue to contribute to achieve best results for Kazakhstan in the future.



Status 2015: As shown by aerial and satellite photographs (download 10.11.2015 - source Google Maps), the clinic has been further built on the basis of the planning documents.

2019 current status - Clinic website: [Hospital of the Medical Center of the Presidential Office of the Republic of Kazakhstan](http://Hospital of the Medical Center of the Presidential Office of the Republic of Kazakhstan).

The clinic has been completed on the basis of the planning documents. Dr. Hein complains about the infringement of intellectual property for the use of the concepts and plans. The case is reported as a claim and is part of official intergovernmental talks of the German-Kazakh government working group of Economy and Trade.



### Education and training

Delegations of the Kazakh Ministry of Health in 2008 and 2009. Training of high-ranking ministry employees by Dr. Hein.

**2008** Dr. Hein successfully exports German health standards. The Nuremberg Dr. Hein Group has been commissioned by the Ministry of Health of the Republic of Kazakhstan to train a high-ranking delegation of ministerial officials in Bavaria.

During the 14-day visit, the participants will be given a comprehensive picture of the German health care system. Lectures will highlight the role of ministries, funding agencies and service providers in the German healthcare system. Experienced managers will present modern-organizational forms and modern hospital management.

Clinic guidance, operational inspections and an intercultural program round the study journey of the Ministry representatives off. "Bavaria is a world-wide outstanding health and medical technology location, so Faizula Bismildin, advisor of the kazakhischen Minister of Health Professor Dr. Zaksilik Doskaliev." "The Ministry of Health of Kazakhstan is interested in the rapid development of its health system and in sustainable cooperation in the health sector and is therefore very pleased about the invitation of the Dr. Hein Group to the Medical Valley".

The Dr. Hein Group found open doors throughout at clinics, companies and representatives of the German health care system during the preparation of the delegation trip. "Not only hospitals and companies in the metropolitan region - such as Klinikum Nürnberg, Sozialstiftung Bamberg, pharmaceutical manufacturer Dr. R. Pflieger and Siemens AG - are involved in the transfer of know-how. The Ludwig Maximilian University of Munich also invited the delegation to visit the Großhadern Clinic.

Beyond that we could win advisers on the part of the cost carriers and the hospital management for lectures, report Dr. Achim Hein, managing director of the Dr. Hein group. In addition to an introduction to the German healthcare system by Dr. Achim Hein, Prof. Dr.-Ing. Jörg-Rüdiger Blau, honorary professor for hospital management at the TU Ilmenau, will report on rehabilitation in Germany under socio-economic aspects. Prof. Dr. Jörg Schulz, Medical Director of the Buch Clinic at HELIOS Klinikum Berlin, will give a lecture on infectious diseases caused by MRSA. At the Nuremberg Clinic, delegation participants at the Centre for Communication, Information and Education are given an insight into modern clinic management by the head of department Stephan Kolb.

Training according to German standards

The background to the delegation's visit is a 250 million Euro project in Central Asian Kazakhstan: As general contractor, the Dr. Hein Group is responsible for the overall

execution of the medical center of the presidential administration of the Republic of Kazakhstan. Dr. Hein: "We are not only responsible for the construction and equipment, but also for the training of future doctors and nursing staff according to German standards. It is about the future of the health care system in Kazakhstan - to acquire the necessary knowledge is the goal of the trip of this delegation of the Kazakh Ministry of Health". The ministries are an important cooperation partner of the Dr. Hein Group in the conception and organization of the training program: The Ministry of Health of Kazakhstan is responsible, among other things, for medical and pharmaceutical training in the Central Asian Republic. The cooperation is also supported on the German side by the Bavarian Ministry of Labour and Social Affairs, Family and Women. With the initiation of the "Health Management / Economics" course of study at the German-Kazakh University in Astana in the summer of 2008, the Dr. Hein Group is making a further contribution to future education and training opportunities.

**2009** Since mid-October, a delegation from the Kazakh Ministry of Health has been visiting our Nuremberg metropolitan region for the second time. High-ranking members of the Ministry are trained by the Dr. Hein Group in the organization and quality management of the German health care system. In addition to many expert lectures, the program includes visits to Bavarian clinics and companies from the pharmaceutical industry and medical technology. Companies and representatives of the German health care industry could be won as partners. The visit to the pharmaceutical manufacturer Bionorica, Siemens Healthcare, Diakonie Nürnberg and the laboratory service provider Synlab will provide insights into the structures and standards of Bavarian healthcare companies. Beyond that the clinical center Fürth, the EuromedClinic, the clinical center Hallerwiese, the specialized clinic Herzogenaurach as well as the Ludwig Maximilian university clinical center Munich are involved, in order to present in line with standard usage a modern operational organizations for hospitals and the importance of a modern hospital management. The range of the Telemedizin, requested up-to-date by Kazakhstan, is presented by the Dr. Hein group - as one of the prominent offerers in the telemedical range with over ten year old experience. Intercultural programs and joint excursions for the Kazakh participants will take place, to round off the delegation trip.

The members of the delegation were welcomed by Dr. Alexander Steinmann, representative of the Bavarian State Ministry for Environment and Health. Knowledge transfer from the region is in demand. Bavaria is regarded worldwide as an outstanding health and medical technology location. The background of this delegation trip is the expansion and further development of the health care system in Kazakhstan. This visit should give the participants a comprehensive picture of the German health system and promote new opportunities for cooperation in the health sector. Dr. Hein has long been committed to improving and expanding bilateral relations. In this context, the group of companies implemented the overall organization for the construction of the medical center of the presidential administration of the Republic of Kazakhstan in the initial phase. An important cooperation partner was the Ministry of Health of the Republic of Kazakhstan. Dr. Hein uses the experience gained in this process to continue to support the expansion and development of the health care system in Kazakhstan.

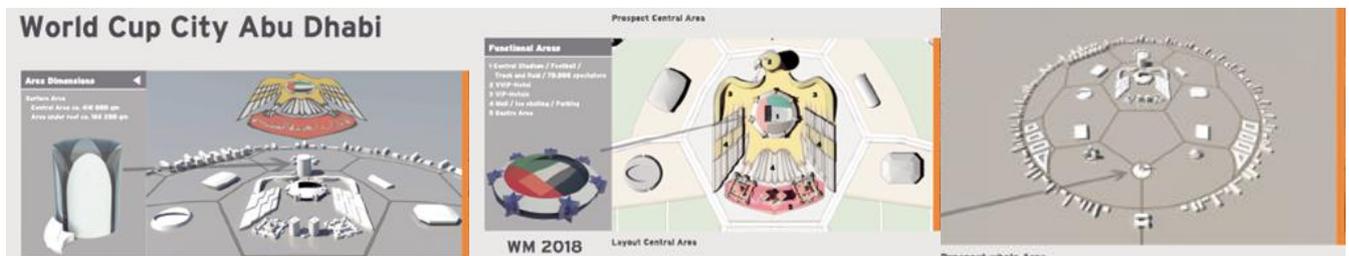
### Delegation from China 2017 – Visit of German clinics



Export EvoCare TeleReha to China clinics visited in Bavaria and Austria. (Contracts to China available, cooperation requests welcome). [Details LinkedIn](#).

### Abu Dhabi World Cup City -City for the 2018 World Cup

Draft planning: Dr. Hein

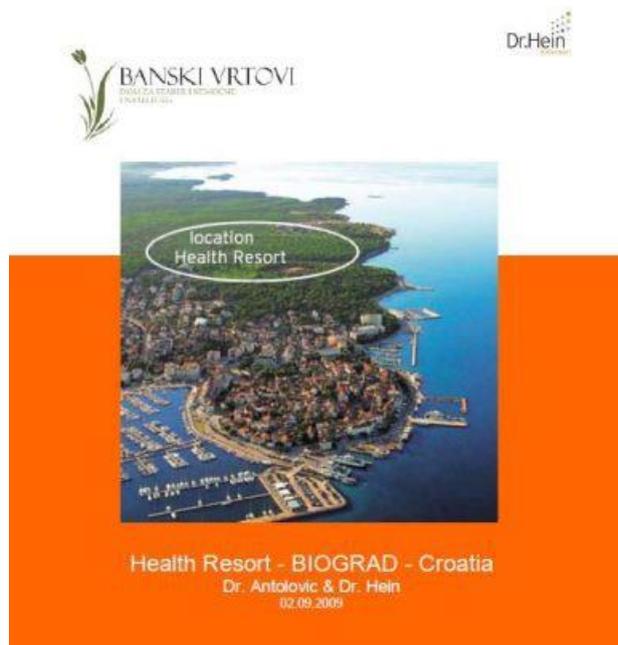


### Croatia Stara Kapela - Assisted living and care



Draft planning, business plan: Dr. Hein

### Croatia Biograd -Health Resort



Concept, business plan: Dr. Hein

### Latvia Medical Center Latvia



Planning of the modernization: Dr. Hein

### Azerbaijan Baku diaper factory



Concept and business plan: Dr. Hein

### Taiwan German-Taiwanese Telemedicine Center



Conception of a friendship project for the introduction of cross-sectoral supply standards in the export country -BRICS