

# PODO concept

Exclusively for the medical professions

Orthotics therapy (Decompression soles)

<https://steadyagency.com/pes>



# PES – who are we ?

## OUR STORY

- Founded in **1989** by Marc Provo.
- Specialising for decades in **gait analysis**, the manufacture of custom-made **orthotics** and small **foot surgery**.
- Since the start, it has been aimed **exclusively** at the medical profession (general practitioners and physiotherapists)
- Customer base of  $\pm$  400 - **130** general practitioners are intensive users
- Since 2019 PES has been integrated into **Total M Solutions (commercial name Steady Agency)**, but keeps the brand name PES.



**PES**

Helping You Move Better!

# ORTHOTICS therapy

Accurate dynamic pressure measurement

Custom-made orthotics, from a medical approach.



## OBJECTIFS

- No more referrals - build a relationship of trust with the patient.
- Additional service towards your patients.
- Customised solution for various back, joint or foot problems.
- Professional support by medical specialists.
- No financial investment required.



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# **SERVICE** – orthotics therapy

## **PES**

The following services are NOT charged for :

- Use of scanning equipment.
- Training by a foot doctor.
- Diagnostic support by a specialist.

Pair of orthotics

**165 €** - 6% VAT included

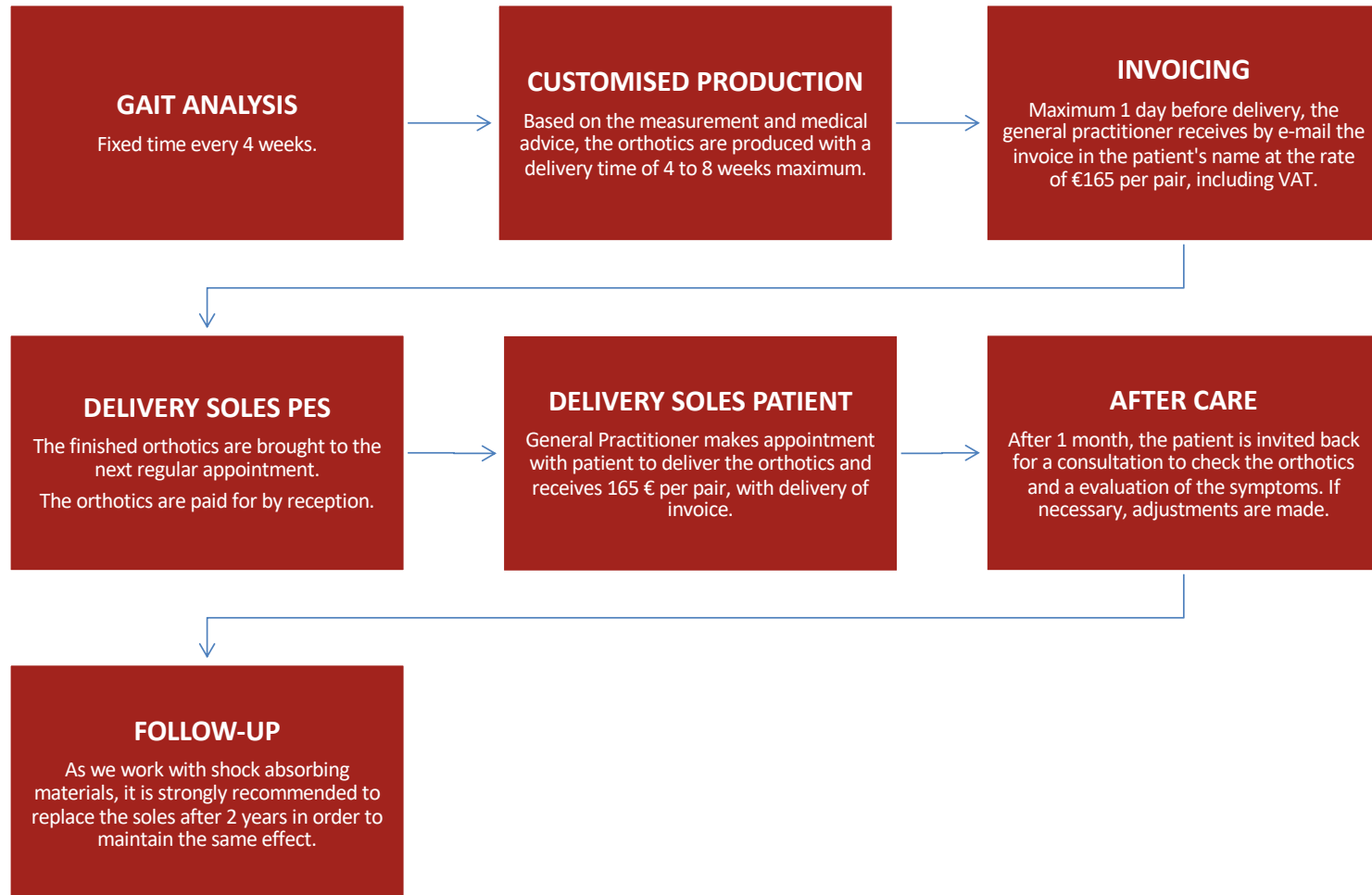
155,56 € - ex VAT



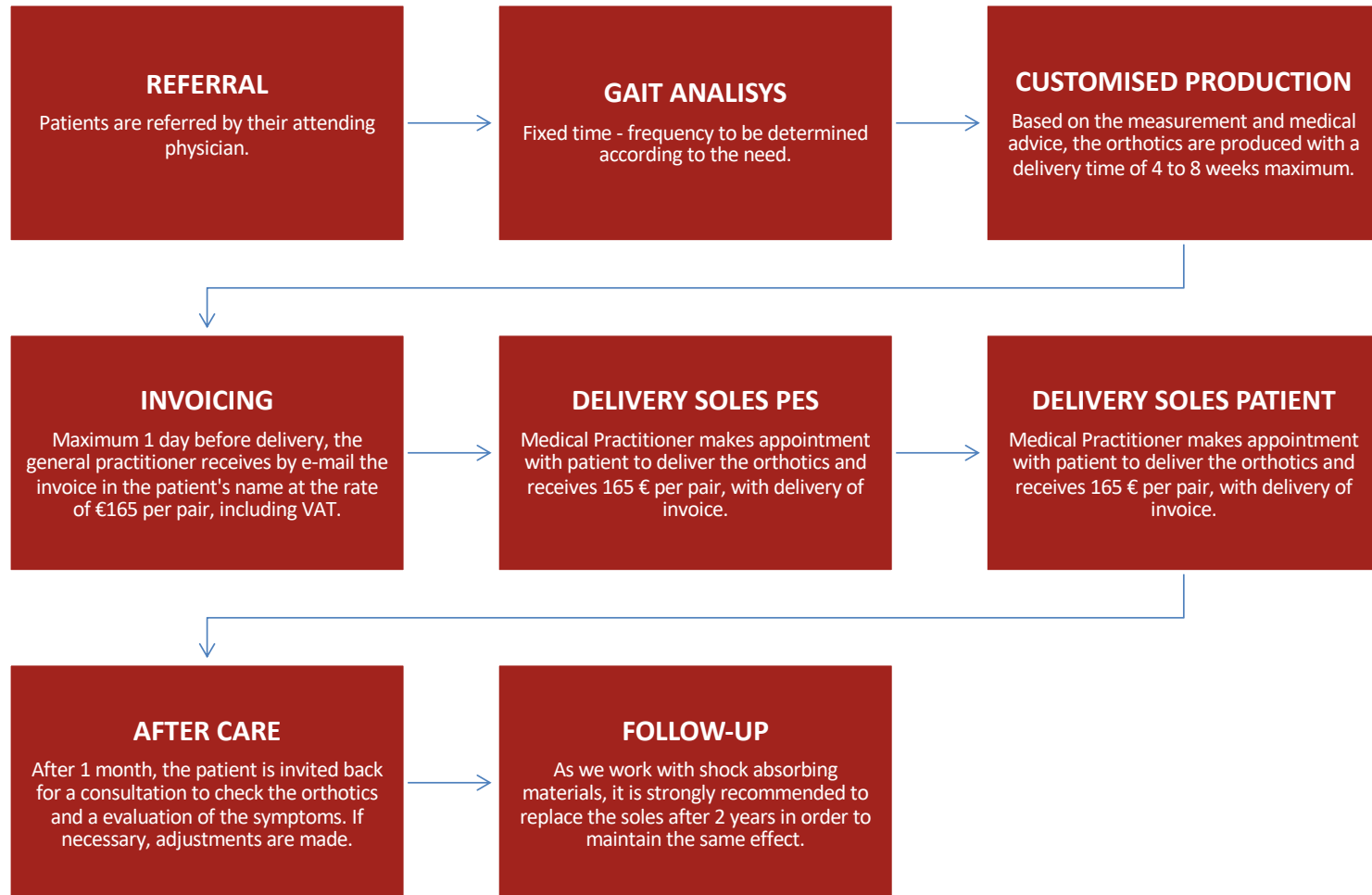
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# ROADMAP – orthotics therapy – general practitioner



# ROADMAP – orthotics therapy – medical professions



# INTERVENTION

No classical intervention (in any case, maximum 50€) provided by the Riziv for this type of soles ...



## Private organisations

- The classical intervention by mutual insurance companies has been reduced more and more over the years.
- More and more private insurance companies reimburse up to 100%.
- Showing the invoice, the patient should ask his own insurance company or employer (group insurance) whether a refund is provided or not.
- Due to the increasing amount of work absence due to back problems, the list of insurance companies that provide a refund, is growing every year ...



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# PES – next step

## OUR ADDED VALUE

Since its inception, PES has positioned itself as a **medical partner** for general practitioners and physiotherapists and not merely as a supplier of products and services

The emphasis is therefore on medical support, built on extensive experience.

Partners we work with follow the same approach: bringing added value through continuous training

## NEXT STEP

**Are you interested?**

**Then we will be happy to organise a follow-up interview with a medical specialist,**

**who will also be able to explain the cooperation to you from his own experience !**



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