

# OPPENT

Zuyderland Hospital

Marco Beretta – CSO @ Oppent S.p.A.

21.03.2025

## **01. MARKET TRENDS**

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The global market for **Mobile Robots** in **healthcare** is experiencing remarkable growth, driven by the increasing demand for automation and operational efficiency.

- Market size is **\$4.85 billion by 2025**
- Expected to grow to **\$14.10 billion by 2032**

# 01. MARKET TRENDS – POINTS OF SUCCESS

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## **Enhanced Efficiency**

Automate routine tasks such as medication delivery and sample transport.

## **Cost Optimization**

Reduce operational expenses through precise resource allocation and minimized human errors.

## **Improved Patient Safety**

Lower risk of infections for a safer environment.

## **Staff Satisfaction**

Allows healthcare personnel to focus on patient care by relieving them of routine logistical tasks.

## **Continuous Operation**

24/7 functionality, ensuring uninterrupted service and consistent quality of care.

## **Reputation**

The solution contributes to increasing the perception of the high quality and organization of the hospital

# 01. MARKET TRENDS – CHALLENGES

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## **High Initial Investment**

Significant upfront costs for acquiring, integrating, and maintaining robotic systems.

## **Regulatory Compliance**

Navigating complex medical device regulations poses challenges for swift adoption.

## **Staff Resistance**

Potential reluctance or skepticism among healthcare professionals concerning robot integration.

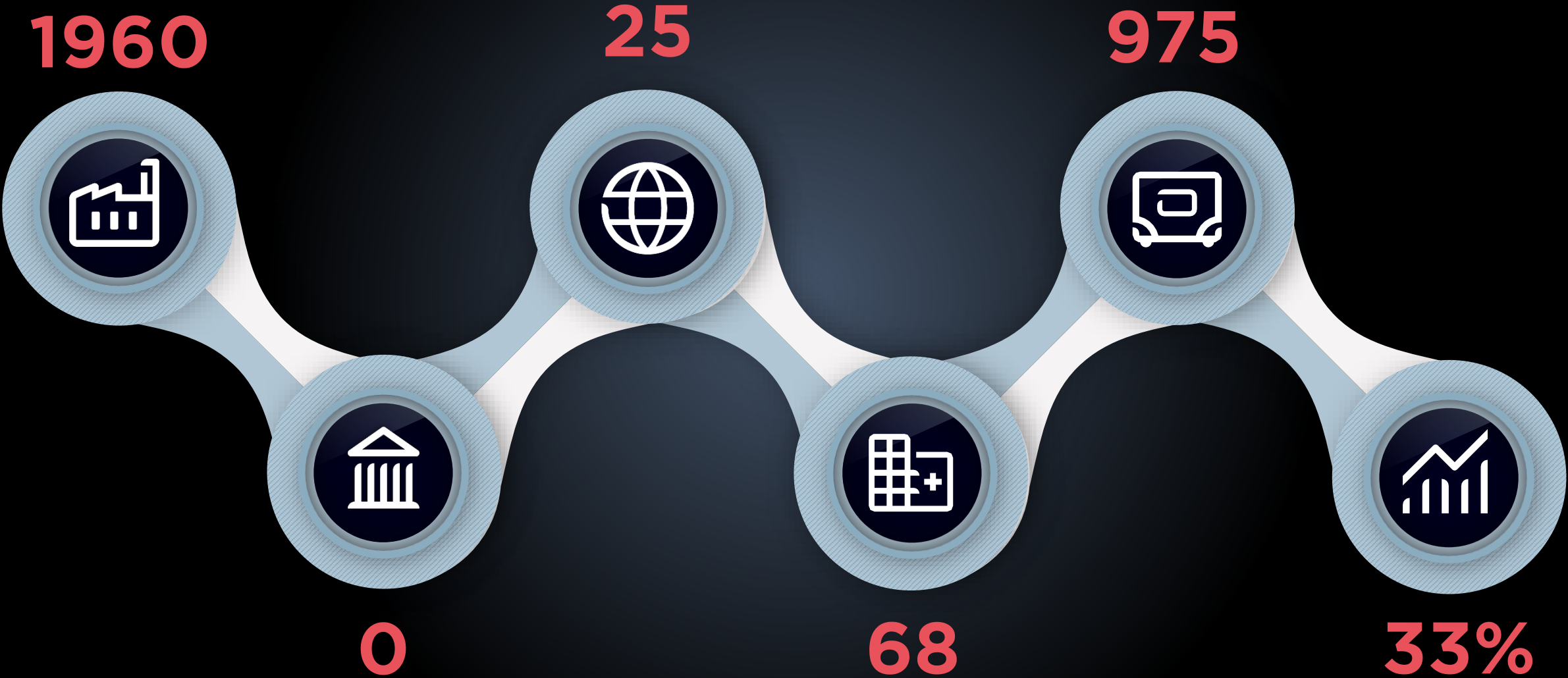
## **Ongoing Maintenance Costs**

Continuous expenses related to robot maintenance and staff training.

## **Integration Complexity**

Technical difficulties in integrating robotic solutions seamlessly with existing hospital infrastructure.

02. COMPANY OVERVIEW – KEY NUMBERS



## 02. COMPANY OVERVIEW – OUR BOARD

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### **ALBERTO BERETTA**

CEO



In Oppent since 1988, I become CEO in 2001. I'm long experienced Manager in Business Innovation and Administration.

### **MARCO BERETTA**

CSO



In Oppent since 1999, I have more than 20 years of experience with Mobile Robots for the Healthcare marketplace.

### **LORENZO GAIANI**

CTO



In Oppent since 2004, I have a 20 years long experience as Technical Director. Responsible for the oversight of hundreds of systems.

## 02. COMPANY OVERVIEW – OUR MANAGERS

### BERND DALHOFF

*Country Manager Germany*  
25 years in MR Industry

### ELISA PILLONI

*Chief Financial Officer*  
+15 years in Oppent.

### GONZALO INGELMO

*Country Manager Spain*  
15 years in Oppent

### AUBERT CARREL

*Country Manager France*  
Sales associate for more than 5 years

### OZGUR MUTLU

*Regional Director Middle East*  
10 years in Oppent

### GIOVANNI FORTUNATO

*Service Manager*  
10 years in Oppent

### FILIPPO SANI

*IT R&D Manager*  
14 years in Oppent

### FRANCESCO LUPOLI

*Mechanic R&D Manager*  
14 years in Oppent

### GIULIA STUCCHI

*Head of Production*  
+10 years in Role

### CLAUDIO RAGNI

*Chief Marketing Officer*  
+25 years in Marcomm.

BD

EP

GI

AC

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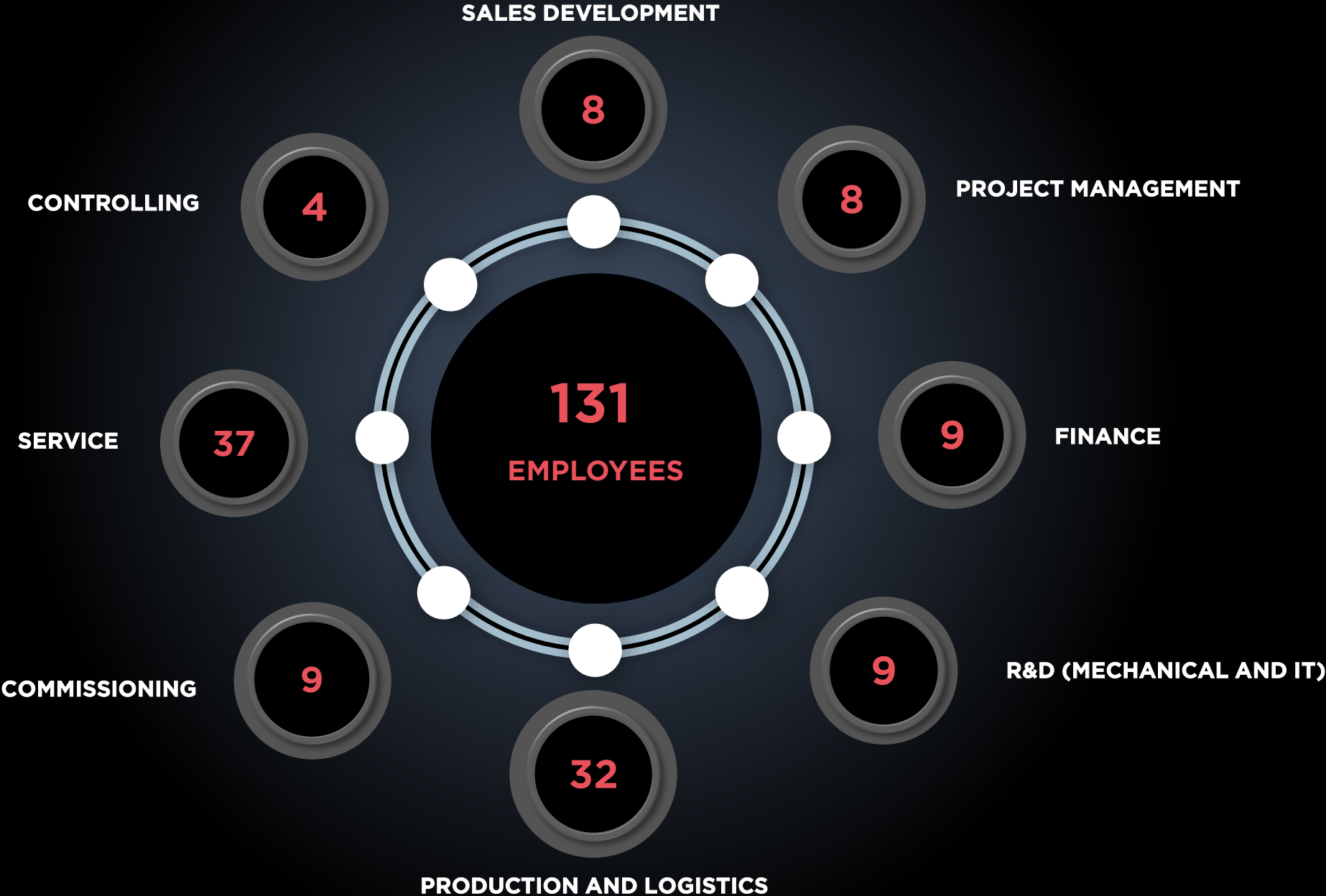
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# 02. COMPANY OVERVIEW - OUR EMPLOYEES

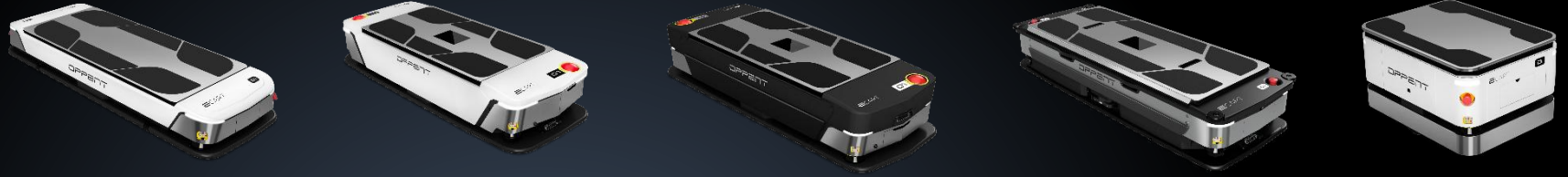




### 03. PRODUCTS - OVERVIEW

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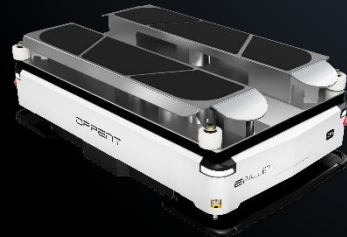
 CART



 CABINET  
 DRAWER



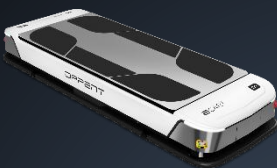
 PALLET



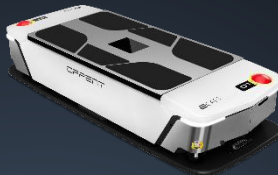
### 03. PRODUCTS – CART HANDLING VEHICLES



CART 6



CART 5



CART 8



CART 1



CART 9

Payload  
(Kg)

300                      400                      500                      500                      500

Slope

3%                      3%                      7%                      5%                      9%

Clearance  
(l x h) (mm)

700 x 515                      620 x 245                      665 x 370                      665 x 370                      665 x 365

Dimensions  
(l x w x w) (mm)

800 x 600 x 500                      1600 x 560 x 230                      1620 x 600 x 355                      1660 x 600 x 355                      1700 x 600 x 355

### 03. PRODUCTS – CONTAINMENT VEHICLES



E-CABINET



E-DRAWER

Payload (Kg)

100

60

Slope

3%

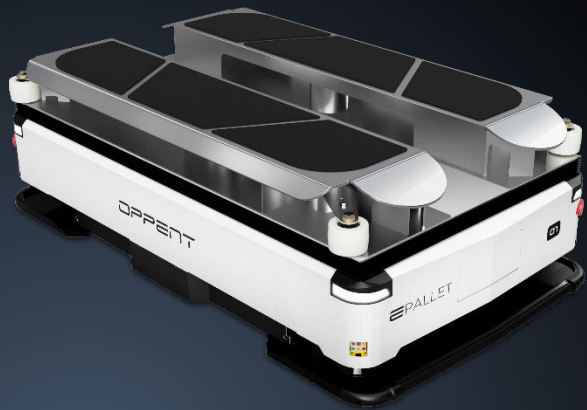
3%

Dimensions  
(l x w x h) (mm)

800 x 600 x 1400

800 x 600 x 1400

# 03. PRODUCTS – PALLET HANDLING VEHICLES



EPALLET 7

Payload  
(Kg)

1500

Slope

3%

Clearance  
(l x h) (mm)

1050 x 375

Dimensions  
(l x w x h) (mm)

1400 x 820 x 360



## 04. REFERENCES

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**NUOVO OSPEDALE DI SANTA CHIARA**  
Cisanello (Pisa) - Italy

**Mobile Robots: 35**  
**Date:** on going



**GHDC**  
Charleroi – Belgium

**Mobile Robots: 21**  
**Date:** 2024



**ZUYDERLAND MEDISCH CENTRUM**  
Sittard - Nederland

**Mobile Robots: 14**  
**Date:** 2024



**MADIGAN ARMY MEDICAL CENTER**  
Tacoma – USA

**Mobile Robots: 23**  
**Date:** on going



**INDIANA UNIVERSITY MEDICAL CAMPUS**  
Indianapolis – USA

**Mobile Robots: 71**  
**Date:** Phase 1 on going



**LVR KLINIK BONN**  
Bonn - Germany

**Mobile Robots: 12**  
**Date:** on going



**THE OHIO STATE UNIVERSITY W.M.C.**  
Columbus – USA

**Mobile Robots: 102**  
**Date:** on going



**KANTONSSPITAL AARAU**  
Aarau – Switzerland

**Mobile Robots: 24**  
**Date:** on going





**FEDERAL ARMED FORCES HOSPITAL**  
Hamburg – Germany

**Mobile Robots: 16**  
**Date:** on going



**KANTONSSPITAL BADEN**  
Baden – Switzerland

**Mobile Robots: 16**  
**Date:** on going



**CEDARS-SINAI MEDICAL CENTER**  
Los Angeles - USA

**Mobile Robots: 26**  
**Date:** 2024



**NEW ST. PAUL'S HOSPITAL**  
Vancouver – Canada

**Mobile Robots: 20**  
**Date:** on going



**NEW DRAMMEN HOSPITAL**  
Drammen – Norway

**Mobile Robots: 14**  
**Date:** on going



**HOSPITAL CENTRAL DO ALENTEJO**  
Alentejo - Portugal

**Mobile Robots: 7**  
**Date:** on going



**NATIONAL PAEDIATRIC HOSPITAL**  
Dublin - Ireland

**Mobile Robots: 20**  
**Date:** on going



**IMMANUEL KLINIK RÜDERSDORF**  
Rüdersdorf – Germany

**Mobile Robots: 4**  
**Date:** 2024







**GROUPE HOSPITALIER NORD ESSONNE**  
Paris - France

**Mobile Robots: 6**  
**Date: 2024**



**KANTONSSPITAL ST.GALLEN**  
St. Gallen – Switzerland

**Mobile Robots: 37**  
**Date: Phase 1 2023 (7) – Phase 2 2024 (13)**



**YUZHANG HOSPITAL**  
Hangzhou – China

**Mobile Robots: 18**  
**Date: 2022**



**THE UNIVERSITY WELFARE COMPLEX**  
Salamanca - Spain

**Mobile Robots: 14**  
**Date: 2023**



**MILITARY MEDICAL COMPLEX HOSPITAL**  
Doha - Qatar

**Mobile Robots: 8**  
**Date: 2023**



**C.H. UNIVERSITAIRE VAUDOIS**  
Lausanne – Switzerland

**Mobile Robots: 12**  
**Date: Phase 1 2022 (3) – Phase 2 2024 (9)**



**SJÆLLANDS UNIVERSITETSHOSPITAL**  
Køge – Denmark

**Mobile Robots: 35 Ecart 1**  
**Date: Phase 1 2022 (11) – Phase 2 2023 (9) – Phase 3 2024 (7)**



**SKÅNE UNIVERSITY HOSPITAL**  
Malmö - Sweden

**Mobile Robots: 40**  
**Date: Phase 1 & 2 2023 (36)**





**HÔPITAL SAINTE MUSSE**  
Toulon – France

Mobile Robots: 10  
Date: 2021



**KING HAMAD AMERICAN MISSION H.**  
A'ali - Bahrain

Mobile Robots: 5  
Date: 2023



**NOUVEL HÔPITAL D'AJACCIO**  
Ajaccio – France

Mobile Robots: 7  
Date: 2023



**CENTRE HOSPITALIER DE SAINTONGE**  
Saintes – France

Mobile Robots: 6  
Date: 2022



**OSPEDALE S. AGOSTINO ESTENSE**  
Baggiovara, Modena – Italy

Mobile Robots: 16  
Date: 2005 – Revamping 2021



**NOUVEL HÔPITAL D'ÉPINAL**  
Epinal – France

Mobile Robots: 6  
Date: 2021



**SANT JOAN DE REUS UNIVERSITY HOSPITAL** Reus - Spain

Mobile Robots: 9  
Date: 2010 – Revamping 2023



**OSPEDALE DI PARMA**  
Parma – Italy

Mobile Robots: 1  
Date: ongoing





**NOVO HOSPITAL PÚBLICO DE VIGO**  
Vigo - Spain

Mobile Robots: 6  
Date: 2015



**OSPEDALE DI VIMERCATE**  
Vimercate, Monza and Brianza - Italy

Mobile Robots: 9  
Date: 2010 – Revamping 2021



**JIANGSU PROVINCIAL PEOPLE'S H.**  
Nanjing - China

Mobile Robots: 6  
Date: 2018



**ACIBADEM MASLAK HOSPITAL**  
Istanbul – Turkey

Mobile Robots: 9  
Date: 2018



**OSPEDALE DI ALBA-BRA**  
Cuneo - Italy

Mobile Robots: 13  
Date: 2020



**OSPEDALE DI GARBANATE MILANESE**  
Garbagnate (MI) - Italy

Mobile Robots: 11  
Date: 2013



**OSPEDALE DI ASTI**  
Asti - Italy

Mobile Robots: 9  
Date: 2015



**OSPEDALE DELLA VERSILIA**  
Lido di Camaiore (LU) - Italy

Mobile Robots: 10  
Date: 2009





**OSPEDALE AREZZO**  
Arezzo - Italy

Mobile Robots: 1  
Date: 2021



**DALIAN CHILDREN'S HOSPITAL**  
Dalian – China

Mobile Robots: 6  
Date: 2018



**OSPEDALE DELLA MISERICORDIA**  
Grosseto - Italy

Mobile Robots: 1  
Date: 2021



**OSPEDALE CISANELLO**  
Pisa - Italy

Mobile Robots: 2  
Date: 2021



**OSPEDALE MAGGIORE**  
Bologna – Italy

Mobile Robots: 1  
Date: 2013



**NANSHA CENTRAL HOSPITAL**  
Guangzhou – China

Mobile Robots: 5  
Date: ongoing

## **05. OUR KEY STRENGTHS**

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### **REPUTATION**

Zero lawsuits and hundreds of flawlessly operating systems

### **CONSULTANCY**

Every project has unique requirements. With our extensive experience, we provide tailored advisory services for each project

### **INNOVATION**

We offer a product range of eight models specifically designed for healthcare applications

### **INTERNATIONALIZATION**

Operating in 25 countries, providing service and assistance through eight company branches and strategic partnerships

### **RESILIENCE**

Proactive approach to unforeseen challenges,  
working closely with our clients

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# Contact

MCA is de Nederlandse leverancier van verschillende AMR's. Wij werken hiervoor samen met Oppent. Neem contact met ons voor vragen of het bespreken van automatisering voor uw bedrijf.



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Jo Huppertz ~ MCA

