

# HEALTHCARE

Protecting clinical revenue, asset performance & investor value

## THE INVESTMENT RISK

**Modern hospitals are capital-intensive assets.**

- Hybrid theatres, imaging suites, and specialist wards cost **millions to design and equip**
- Clinical spaces are built around utilisation targets and revenue forecasts
- Waiting list reduction and throughput directly drive financial sustainability

When floor vibration limits performance, the financial exposure is immediate.

**This is not a comfort issue. It is a revenue protection and asset performance issue.**

## WHERE VALUE IS LOST

**Floor vibration can result in:**

- Reduced surgical precision and procedure delays
- Imaging distortion and repeat scans
- Equipment sensitivity restrictions
- Clinical capacity constraints
- Partial shutdown of high-value spaces

**Underutilised assets weaken:**

- Revenue forecasts
- Profitability
- Capital efficiency
- Investor confidence

*A single constrained operating theatre can represent hundreds of thousands to millions in lost annual treatment capacity.*



**Multi-million-pound hospital spaces can quickly become sub-optimised assets.**

## THE TRADITIONAL RESPONSE (HIGH COST, HIGH DISRUPTION)

**Structural Stiffening**

- Steel and concrete reinforcement
- Major strip-out and service relocation
- Months of programme
- Clinical decant required
- High embodied carbon
- Seven-figure CapEx exposure

**Stiffening + Passive Damping**

Installation of passive Tuned Mass Dampers after structural modification:

- Single-frequency control
- Performance fixed at commissioning
- Limited adaptability as layouts evolve
- Significant enabling works remain
- High embodied carbon

Both approaches are:

**Slow. Disruptive. Capital-heavy. Carbon-intensive.**

In operational healthcare environments, disruption has a direct clinical and financial cost.

## THE MODERN ALTERNATIVE: CALMFLOOR ACTIVE MASS DAMPERS (AMDs)

**Revenue protection. Rapid deployment. Lower total cost.**

CALMFLOOR Active Mass Damping (AMD) provides targeted vibration control without structural intervention.

Rather than modifying the building structure, compact intelligent units are deployed as a distributed damping network, installed directly onto the floor slab or structural beams above or below in targeted areas.

**Real-world, on-site testing shows that a single 67kg (148lb) CALMFLOOR AMD outperforms a 1,500kg (3,307lb) traditional Tuned Mass Damper - using 95% less steel mass, with corresponding reductions in embodied carbon!**

## DEPLOYMENT MODEL

- Compact 67kg (148lb) units
- Four-bolt fast installation
- Standard 5 amp power
- Cat5e/6 connectivity
- Phased installation around live clinical operations

Installation per location can often be completed within hours.

- No structural rebuild.
- No prolonged emptying of the building.
- No major strip-out.

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## PERFORMANCE DIFFERENTIATION

Unlike passive systems, CALMFLOOR is:

- **Active** - Detects vibration and counteracts it in real time.
- **Multi-frequency** - Controls multiple frequencies simultaneously (not a single tuned response).
- **Adaptive** - Maintains performance as equipment layouts and loading evolve.
- **Measurable** - Provides performance reporting visibility for estate teams and asset managers via CALM Connect monitoring technology.
- **High Performance** - Within its controllable range (3–30Hz), CALMFLOOR can reduce problematic vibrations by up to 90%.

## ROI COMPARISON

|                             | Structural stiffening | Passive TMDs | CALMFLOOR AMD              |
|-----------------------------|-----------------------|--------------|----------------------------|
| <b>CapEx requirement</b>    | High (often 7 figure) | High         | <b>Significantly lower</b> |
| <b>Program duration</b>     | Months                | Months       | <b>Weeks</b>               |
| <b>Clinical downtime</b>    | High                  | High         | <b>Minimal</b>             |
| <b>Revenue interruption</b> | Significant           | Significant  | <b>Limited</b>             |
| <b>Adaptability</b>         | No                    | Limited      | <b>Yes</b>                 |
| <b>Embodied carbon</b>      | High                  | High         | <b>Low</b>                 |
| <b>Measurable reporting</b> | No                    | No           | <b>Yes</b>                 |

## INVESTOR VALUE PROTECTION

For hospital owners, operators, and healthcare investors, CALMFLOOR delivers:

- Protection of high-value clinical asset utilisation
- Faster return to full operational capacity
- Reduced risk of extended theatre or imaging shutdown
- Lower total lifecycle cost versus structural intervention
- Reduced carbon impact aligned with ESG objectives

Measurable performance transparency  
Most importantly:

**It converts a potentially multi-million-pound structural problem into a controlled, targeted, rapidly deployable solution.**

## THE FINANCIAL CASE

### When compared against:

- Lost treatment revenue
- Deferred procedures
- Underutilised equipment
- Patient backlog penalties
- Carbon-heavy capital remediation

### The cost of inaction is often greater than the cost of intervention.

#### CALMFLOOR protects:

- Revenue
- Capacity
- Capital efficiency
- Asset valuation

## IN SUMMARY

Floor vibration in healthcare environments directly impacts clinical throughput, revenue generation, and asset value.

Traditional structural solutions are capital-heavy, slow, and operationally disruptive.

CALMFLOOR provides a faster, lower-disruption, lower-carbon alternative-delivering adaptive, multi-frequency vibration control with measurable performance transparency.

For healthcare investors and operators, it is not simply a technical solution.

It is a revenue protection strategy.

## YOUR NEXT STEPS

An initial vibration assessment can quickly establish:

- Severity of the problem across the floor
- Required unit quantity
- Budget range & options
- Deployment programme

## TAKE THAT NEXT STEP TODAY

Contact us at [enquiries@calmfloor.com](mailto:enquiries@calmfloor.com)  
Visit our website [calmfloor.com](http://calmfloor.com)  
Or through the CALMFLOOR Global Partner Network to find out more.

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