

Planning & Design – Meet our Project Managers



The Arjo UK Project Design Team are a collaborative partner in many large healthcare, education and leisure facility projects. From conception to completion our Project Managers will be there to support you.

We know that it is vital to plan for the right equipment and space from the very beginning to avoid unnecessary costs due to last minute construction variations. Our specialist project design team are able to support the architect with guidance on planning, design and advice on product specification.

When partnering with Arjo our approach is simple – to support you from initial research and design, utilising our [online portal for architects & planners](#), right through to completion and into the future, ensuring we are supplying you with solutions to ultimately increase the quality and efficiency of care in your new facility.

Dan Mason

Project Manager – South West & West Midlands

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I have nearly two decades of experience working with Arjo, focussing on problem solving with my customers to determine the most effective solution that will achieve the best possible outcome.

Arjo's vision of "empowering movement" underpins every solution that I work towards implementing for my clients and I have gained great satisfaction over the last 20 years from seeing our products enable and empower individuals to live their lives to the fullest, reach for new goals and maintain hope and dignity.

I believe that a well-planned and implemented mobility solution will be scalable, adaptable and as such will have longevity. I enjoy partnering with my customers to understand their needs and the current needs of their service users but also to assist in planning for future requirements and enabling long term objectives to be met.

I have a wealth of Arjo resources at my disposal to assist my customers identify future trends, use the latest technology to assist in project design, share our clinical and technical expertise, and assist my customers in end of product life planning.

During my time at Arjo I have worked with leading companies in acute, long term care, leisure, community health and education across both the public and private sectors. I have also assisted thousands of individuals to achieve their mobility goals and improve their standard of living. I get a kick out of revisiting customers from projects undertaken years ago only to find that the implemented solution still ticks all the boxes after all these years and no adaptations are required.



Emma Ryan

Project Manager – North West*, North East, Yorkshire & East Midlands

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I have worked for Arjo UK for 14 years, I started out providing specialist beds & therapeutic surface solutions into the care home sector and in 2010 I moved to the patient handling team where I worked predominately in hospitals & care homes.

In 2020 I took on my current role within the UK Project Team, where I assist with the planning and install of a range of equipment into new build projects & large refurbishments, these can be in SEN schools, hospitals, nursing homes and a range of other environments, especially where you will find "Changing Places" rooms in public building such as train stations, museums, leisure centres and libraries.

I prefer to get involved with my projects at the very early stages, where appropriate, as it is at this stage that any possible issues with plans can be picked up and discussed, before any costly construction works may need to be altered. I also think it is very important to involve the end user at this stage in order to ensure any solutions being proposed will meet their needs without compromise. For me it's all about ensuring that the people being supported by our products as well as the people providing the care can get the most out of the solutions that Arjo provide.

The product areas I cover are mainly installed goods which include - Ceiling Track Hoists, Bathing Systems, Disinfection & Sluice rooms as well as products to fit out "Changing Places". It's great to see that "Changing Places" have at last, been made high priority in public buildings.

It's fair to say that in my job role there is no time to stand still, no two days are ever the same and I get to meet some really great people. I enjoy working with architects in the early planning stages of a project but equally enjoy spending time on building sites problem solving.

While our products and services are often only a small part of a project, the products which Arjo provide not only enable staff to work with less risk of injury but also have a positive impact on reducing the length of stay for patients in hospitals, this in turn assists with long term cost savings goals for the care environments in which they are used. I get real satisfaction knowing that the equipment that we provide really does make a huge difference to the lives of people and their families who require additional support in their everyday lives.

** Region split by Project Manager*



Derek Paterson

Project Manager – Scotland, North West* & Wales

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I joined Arjo in 1999 as an account manager and moved into my current role as project manager in 2019. Having worked for the company for over 20 years, Arjo is in my DNA. It is an absolute pleasure to do the work that I do. What I like most about my role is the variation of the job and knowing we can make a real difference to the quality of people's life.

I manage all projects through to completion and handover to ensure the customer is satisfied with the final outcome. A part of the job I really enjoy is liaising with specifiers and contractors on a daily basis, this means we can ensure that the project runs smoothly and we can really make an impact on our customers helping them find solutions in challenging situations.

One of the largest projects I have worked on and one which I am very proud of is the ceiling track installation into Queen Elizabeth Hospital Glasgow. This is Scotland's flagship hospital comprising of the main acute hospital for the west of Scotland and one of only two children's hospitals in Scotland.

The project totalled 455 individual ceiling track installations, working with the architect from very early on in the project to help design the layout and then with the contractors to ensure a timely install programme whilst working alongside other trades. This was a collaboration of our full project design team, who did an outstanding job.

** Region split by Project Manager*



Malcolm Harvey

Project Manager – South East, East & London

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I have worked in Healthcare for 43 years; the first 16 years as a General Nurse at Basildon and Thurrock Hospitals in Essex where I was a senior.

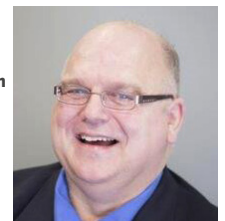
Once I finished my MBA I left the NHS to work for a variety of large medical technology companies.

This has given me a diverse level of equipment experience.

When I joined Arjo in 2011, I worked for the private accounts team and more recently the patient handling team. This gave me considerable experience in our installed base equipment such as baths and ceiling tracking hoists. This has made my transition to Project Manager as part of the Project Design Team easier.

I like to think of myself as customer focused and able to tailor my approach to the individual customers' needs and requirements.

I have worked on many high profile projects within the South East of England and it's with this background I started as one of the 4 Project Managers in January 2021.



- [Patient Handling – ceiling track hoists](#)
- [Hygiene – bathing & showering](#)
- [Disinfection – bedpan washers & sluice rooms](#)
- [Consultation](#)
- [Design](#)
- [Supply](#)
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- [Training](#)
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