

# WELLNESS SYSTEM

THE SOLUTION FOR WORKOUT AND ASSET MANAGEMENT



TM

**TECHNOGYM®**

The Wellness Company™



# Your Facility is the key to Wellness



Physical activity is vital to improve the health and lifestyle of the population.



Technogym® actively pursues Wellness by developing solutions to encourage regular training and to prevent and contribute to solving health problems.



Technogym® provides you with the complete solution to promote and support an active lifestyle and to make your Wellness offer meet the needs of your clients.



Together we put Wellness in Motion™.





# Achieve your goals with the Total Wellness Solution

## TOTAL WELLNESS SOLUTION

### ➤ EQUIPMENT

- CARDIO
- STRENGTH
- MOVEMENT AND GROUP TRAINING

### ➤ SYSTEMS

- TRAINING CUSTOMISATION
- HEALTH ASSESSMENT AND PROFILING
- ATTRACTION AND RETENTION
- ASSET MANAGEMENT
- CUSTOMER RELATIONSHIP MANAGEMENT (CRM)
- CONNECTIVITY

### ➤ SERVICES

- AFTER SALES
- WELLNESS DESIGN
- FINANCING
- CONSULTING
- CLUB MANAGEMENT
- SECOND HAND REFURBISHED

Technogym® is the leading company for Wellness solutions. It has equipped over 30,000 Wellness Centres in 60 different countries around the world.

Every day 15 million people in the world use Technogym's Total Wellness Solution, making it a worthwhile and profitable investment.





# Our Systems add key value to your activity



➤ EQUIPMENT

✓ SYSTEMS

➤ SERVICES

- TRAINING CUSTOMISATION
- HEALTH ASSESSMENT AND PROFILING
- ATTRACTION AND RETENTION
- ASSET MANAGEMENT
- CUSTOMER RELATIONSHIP MANAGEMENT (CRM)
- CONNECTIVITY

Not only do we provide your facility with the best training equipment, we also want to make sure you make the most of it. Wellness System is the first Customer Relationship Management solution that incorporates easy-to-use software, state-of-the-art equipment and professional staff into a uniquely efficient and remunerative wireless integrated system.



Over 10 years of experience providing Wellness management solutions. More than 2 million TGS key users in the world.



## END USER



- + USER - FRIENDLY AND EASY
- + RESULTS AND SATISFACTION
- + MOTIVATION AND CONTINUITY
- + HEALTH AND LIFESTYLE MONITORING

## TRAINER



- + INCREASED PROFESSIONALISM AND PERSONAL PROFILE
- + CUSTOMISATION AND FLEXIBILITY
- + EFFICIENCY AND TASK SIMPLIFICATION
- + CLIENT RELATIONSHIP AND SATISFACTION



# Wellness System

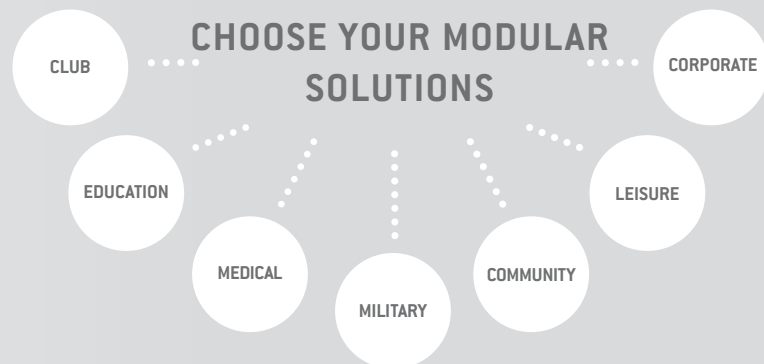
provides a platform  
of Key benefits

## OWNER / CLUB MANAGER



- + R.O.I. (return on investment)
- + ATTRACTION AND RETENTION
- + 100% DATA CAPTURE
- + SUPPORT FOR NEW BUSINESS STRATEGIES
- + HEALTH AND LIFESTYLE MEMBER PROFILING

In virtue of its flexibility the Wellness System is the ideal total management solution for private and public health clubs, local authority facilities, YMCAs, Active Aging, hotels, spas, military bases, schools, universities, hospitals, professional sport and personal trainers.



# Wellness System is the Key

## Training Edition

EASY AND EFFECTIVE TRAINING WITH TGS KEY



TRAINING

- Assisted client workout
- Specific training programs readily available thanks to libraries and training history
- Facilitates Trainer's activities
- Result feedback
- Visualisation of performance and motivation
- Auto progression which recalculates workloads (PATENTED)





# solution to your facility needs

## Professional Edition

FULL SUPPORT TOWARDS CLIENT WELLNESS



### TRAINING

- Assisted client workout
- Specific training programs readily available thanks to libraries and training history
- Facilitates Trainer's activities
- Result feedback
- Visualisation of performance and motivation
- Auto progression which recalculates workloads (PATENTED)

### ASSESSMENT

- Fitness: aerobic, maximal strength, body composition
- Health: weight, blood pressure, BMI. Automatic acquisition from measuring instruments
- Medical, lifestyle and motivational surveys

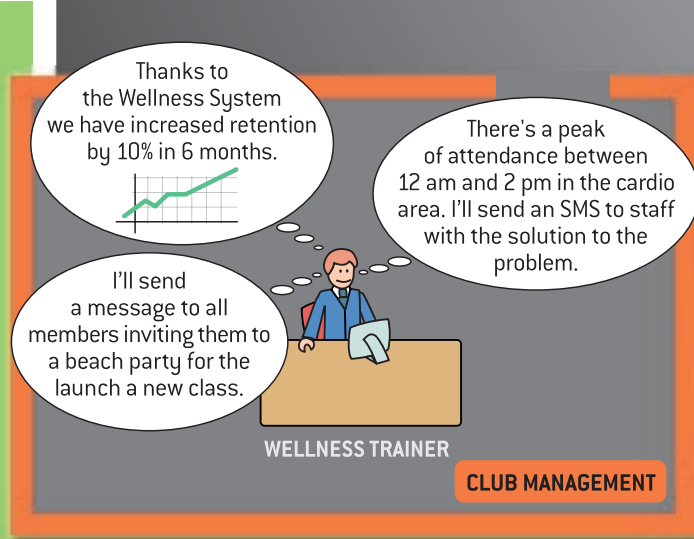
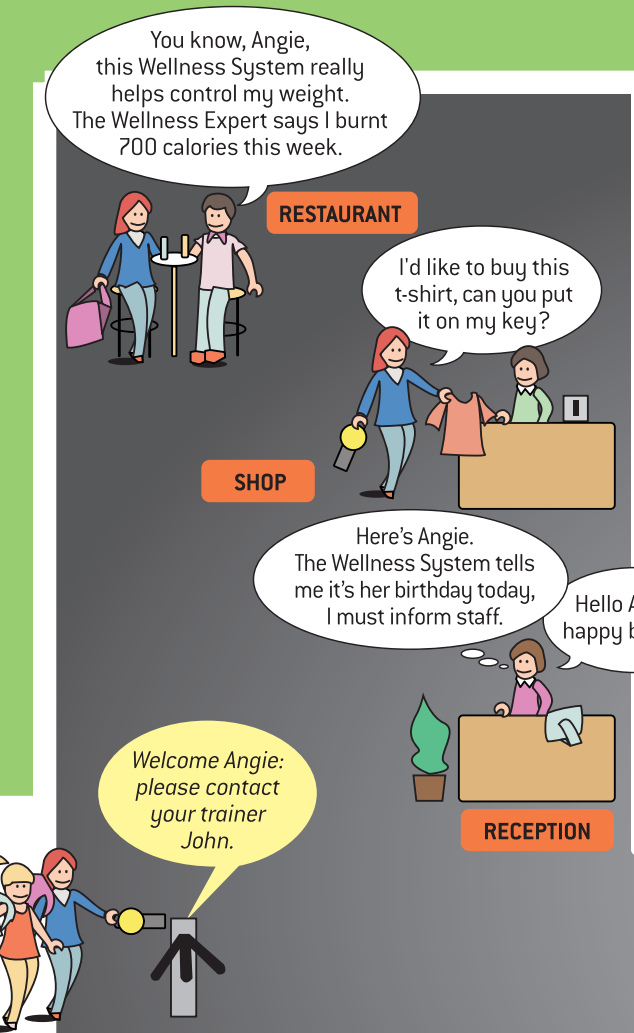
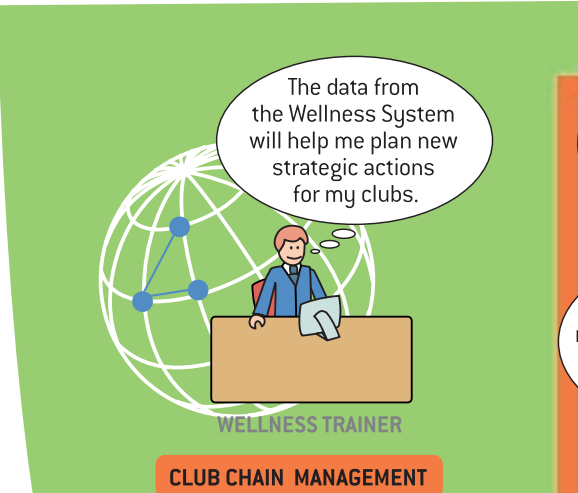
### REPORTING

- Detailed monitoring of clients' activity and performance assessment
- Reports and data provide information to monitor and plan operations:
  - management and promotion of physical activity
  - measurement of physical activity impact
  - loyalty and client attraction





# The Key to your club's Wellness

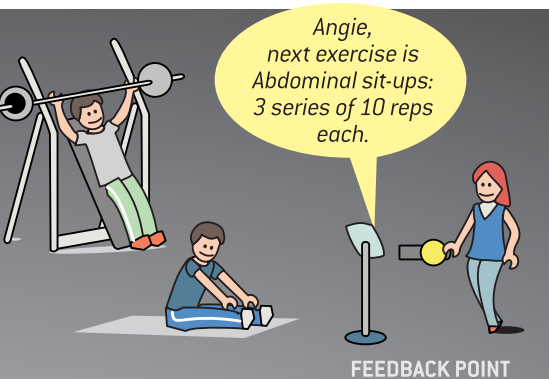


The Wellness System enables the management of the parking area, facility access, shops, changing rooms, and other services by being able to interface with other club management softwares. This compatibility makes it unique and innovative amongst facility and health management solutions.



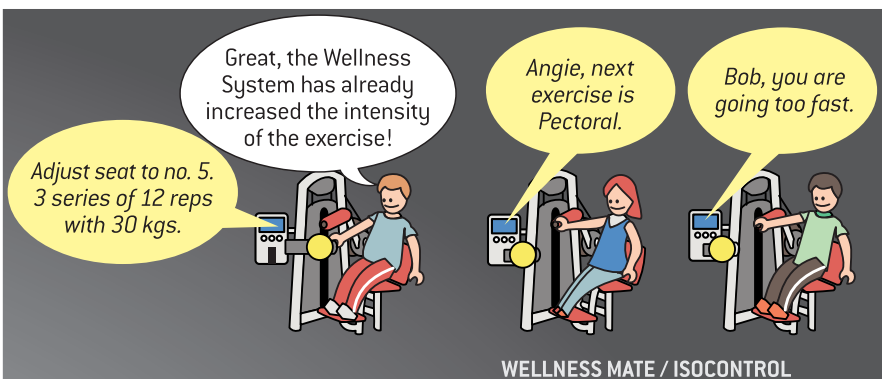
COMPATIBILITY





FEEDBACK POINT

**STRETCHING & FREE WEIGHTS**

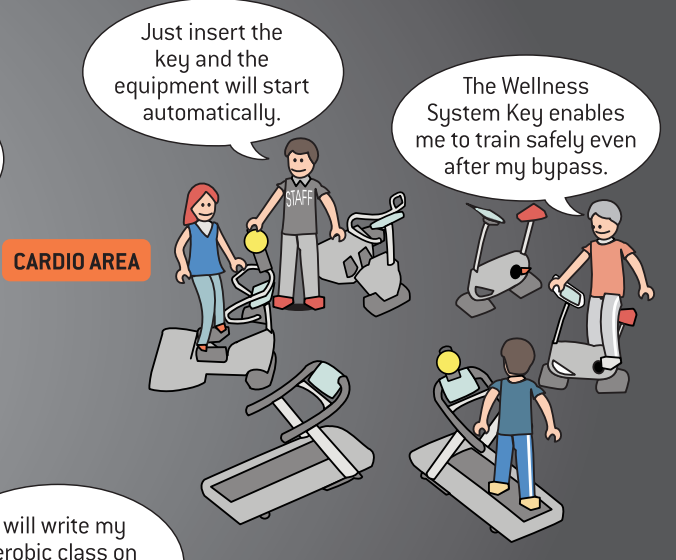


WELLNESS MATE / ISOCONTROL

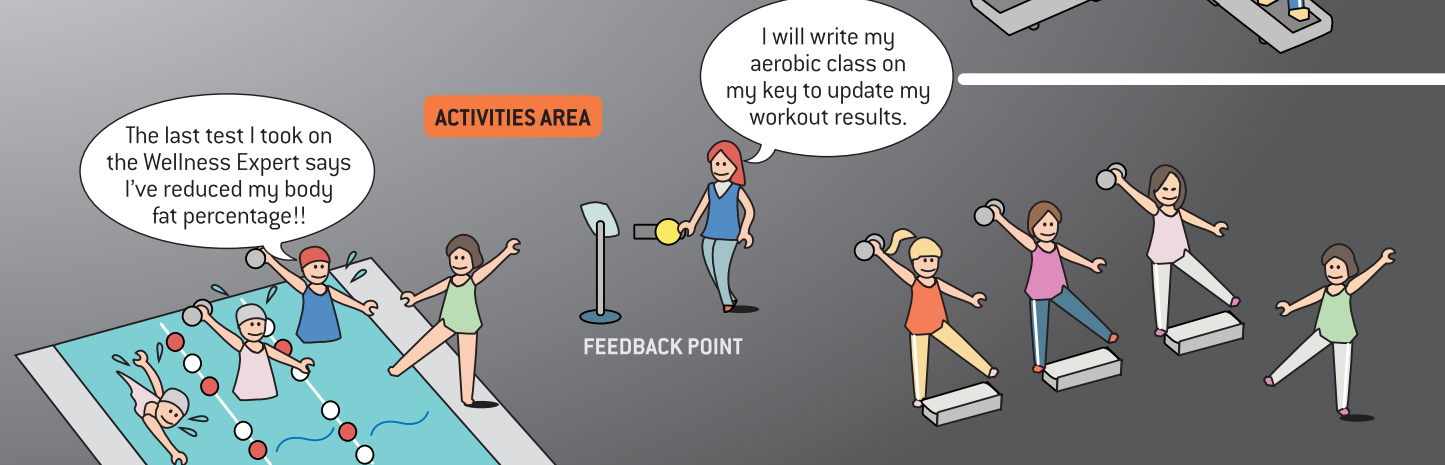
**STRENGTH AREA**



WELLNESS TRAINER



**CARDIO AREA**



**ACTIVITIES AREA**

FEEDBACK POINT



TRAINING ROOM



TRAINING ROOM



END USER

- Access to club facilities and sister clubs
- TGS key stores personal data and training programs
- Automatic start of guided workout for easy and efficient training
- Continuous feedback on results and program updates
- Communication with staff and members
- Access to system via internet Training Room



TRAINER

- Extensive client data archive
- Training customisation
- Client feedback and periodical reports
- Results downloading for training programs update
- Communication with clients
- Access to system via internet Training Room



OWNER/  
MANAGER

- Monitor client attendance and prevent drop-out
- Efficient management, internal communication and optimisation of resources
- Information for new business strategies
- 100% data capture
- Create loyalty both inside and outside the club







# Software modules



## WELLNESS TRAINER™

### THE INTERFACE BETWEEN SYSTEM AND TRAINER



#### PERSONAL DATA

- Demographics and customisable fields **T**\*
- Health data and medical history
- Goals and marketing preferences



#### FUNCTIONAL TESTS AND MEASUREMENTS

- Aerobic tests - maximal strength - body composition
- Management and archive of biometric parameters
- Automatic acquisition of measurements: weight, body fat, blood pressure, etc.
- Result benchmarking



#### TRAINING PROGRAM

- Easy to create tailored training programs **T**\*
- An intelligent workload setter based on functional test results
- Extensive program library for fast prescription of training programs **T**\*
- Auto progression which recalculates workloads (PATENTED) **T**\*
- Management of all equipment and training **T**\*



#### RESULTS AND REPORTS

- Detailed graphic view of results and performance data gathered during training **T**\*
- Reports to identify clients in need of special support and provision of activities
- Reports on the use of equipment and facilities
- Reports to monitor staff performance
- Exportable results and reports



#### MESSAGES AND SURVEYS

- Very effective tool to enable communication amongst clients and between clients and staff
- Email, SMS messages, System messages, printouts
- Via the Wellness Expert™ it is possible to submit surveys to clients and receive direct reply



## TRAINING ROOM

### THE WEB-BASED APPLICATION TO ACCESS THE CLUB FROM ANYWHERE



- Web-based application
- Allows clients to stay in touch with the facility at all times
- Allows clients to perform their personal training program in all facilities of the same chain
- Provides the ability to show training results to medical staff and family

\* The symbol **T** identifies the features contained in the TRAINING EDITION.  
The PROFESSIONAL EDITION contains all features described.





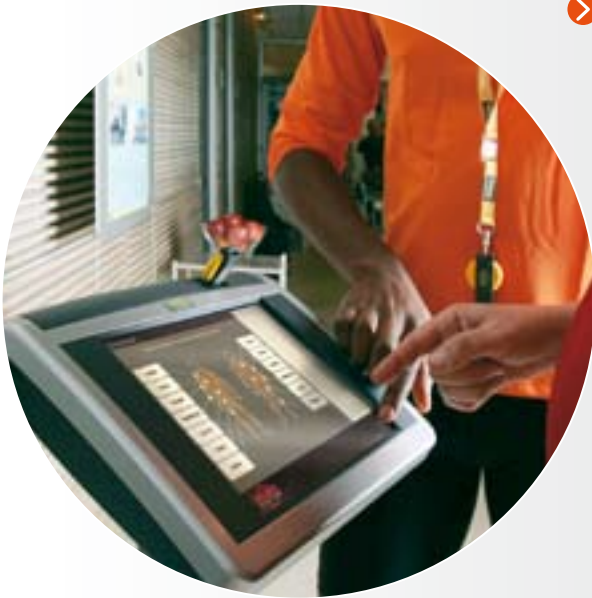
# Hardware: style and design



## WELLNESS EXPERT™

THE INTERACTIVE INTERFACE BETWEEN SYSTEM  
AND END USER

- Video clips of correct exercise techniques available for all equipment, classes and activities
- Easy-to-use interactive touch-screen
- Access to training program information, messages from instructors and other members
- Download results at the end of workout session: calories burned, distance covered, weight lifted and other information
- Graphics / images to view performance and compare with goals
- Measure personal data: weight, body fat, blood pressure, etc.



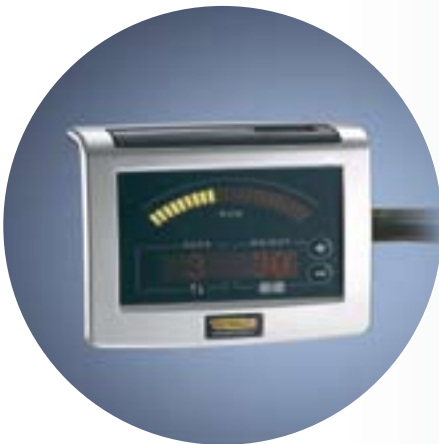
# Hardware: style and design



## WELLNESS MATE™

### THE ADVANCED LCD INTERFACE FOR STRENGTH TRAINING

- Remembers the loads to be set, series and repetitions to be done
- Records and remembers equipment settings
- Helps to guide the right ROM (range of motion), speed and resting time
- All activities carried out are recorded on the TGS Key and stored inside the Wellness System. The correct weight lifted is automatically recorded
- Shows users their next four activities
- Helps functionality and motivation
- Tests



## ISOCONTROL

### THE SIMPLE LED INTERFACE FOR STRENGTH TRAINING

- Remembers the loads to be set, series and repetitions to be done
- Remembers equipment settings
- Helps to guide the right ROM (range of motion), speed and resting time
- All activities carried out are recorded on the TGS Key and stored inside the Wellness System. The correct weight has to be set manually
- Shows next activity to the user
- Tests only with TGS key





## > **FEEDBACK POINT**

THE EASY-TO-USE TRAINING PROGRAM INFORMATION POINT

- Check, add or modify exercise
- Record any activity, class and free exercise



## > **TRAINER POINT**

ALLOWS THE READING AND WRITING OF THE TGS KEY



## > **CARDIO UPGRADE KIT**

THE TGS KEY INTERFACE FOR CARDIO TRAINING

- Enables automatic start, workout and test
- The TGS key automatically records calories, heart rate, distance and duration





A!BODYTECH ACADEMIAS - BRAZIL



AMIDA - U.K.



TOKOROZAWA - JAPAN



REINASSANCE BODY SCIENCE INST. - SOUTH AFRICA

# Case histories

## ➤ CLUB WELLNESS

### A!BODYTECH ACADEMIAS - Brazil

'I think that the Wellness System is an incredible tool for Personal Trainers and member integration. In Brazil more women than men are asking for it, but for us the Key is a great promotional item.'

*Paulão - Director*

### AMIDA CLUB - U.K.

'The System's biggest plus point is being able to access and interact with the workout program. Members can see their exercise results both in the Club, or anywhere else in the world, by accessing Technogym's Virtual Training Room. This enables members to keep track of their activities ranging from classes to golf. Moreover, instructors can define classes and add them to the workout program.'

*Miles Hill - Club General Manager*

### BALTHUS WELLNESS CLUB - Chile

'The first Balthus in 1999 had 800 members with Wellness System; when we built the new Balthus our growth, thanks to Wellness System, has been tremendous and in 5 years we got to maintain an average of 2,500 customers continuously.'

*Manuel Martinez - General Manager*

### THE FITNESS CENTER LTD - Trinidad

'I always loved the Wellness System but was doubtful at the same time of the psychological effect on my Trainers and on our unsophisticated customers. Then I started to think about it for our BP Corporate Club and went under major renovation and refurbishment. Obviously today it's the most requested service and I am implementing it in all my new clubs.'

*Brian Ibrahim - Owner*





KIRKLEES ACTIVE LEISURE - U.K.



RDV SPORTSPLEX ATHLETIC CLUB PALM COURT - USA



RAF LYNEHAM - U.K.



IBM NEDERLAND - THE NETHERLANDS

## COMMUNITY WELLNESS

### KIRKLEES ACTIVE LEISURE - U.K.

'The Wellness System allows us to closely monitor health outputs and therefore ensure that we achieve and realise our outcome of improving community health.'

*Jamie Lyne - Fitness Services Manager*

### FINDLAY YMCA - USA

'With the Technogym System TGS key, there is no carrying of cumbersome charts or hassling with hand entering. All workout data is saved in a personalised database via the Technogym TGS key and made available in a variety of easy-to-read reports.'

*Bob Deurk - Fitness Director of Findlay Family YMCA*

## EDUCATION WELLNESS

### UNIVERSITY OF HAMBURG - Germany

'We have the key to intelligent fitness.'

*Karin Nentwig - Hochschul sport*

## MEDICAL WELLNESS

### THE WELLNESS CENTRE - R.S.A.

'Using Technogym's Wellness System can be compared to having a virtual personal trainer every time you exercise – and the range even includes built-in televisions on the treadmills and bikes. The patient initially undergoes a complete medical, fitness and strength assessment, psychometric evaluation, and dietary analysis before beginning a personalised training program and this is stored on the TGS key, along with their name, weight, health history and wellness goals.'

*Dr. Richard Brink*

## MILITARY WELLNESS

### RAF BRIZE NORTON - U.K.

'From a PEd Ft perspective this system has proven to be excellent for improving our remedial personnel's fitness and being able to keep a close eye on their training which when you have over 300 personnel on specific training program at any one time is essential.'

*Flt Lt Tracey L. Affleck - OC PEd Ft*

## CORPORATE WELLNESS

### SVB NETWORK, IBM NEDERLAND - The Netherlands

'SVB Network manage corporate fitness for organizations like IBM, Verizon Business, the Ministry of OCW (Education, Culture and Science) and the Town Hall of The Hague. When the customer expects a high level of performance we choose Technogym's Wellness System. The Wellness System gives us a powerful tool and ensures a high level of attendance of the company employees. The reporting system and the flexibility of the training schedules are the most important reasons for choosing the Wellness System.'

*René Sielhorst*

# References

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**ABAMA HOTEL RESORT**, Adejé, Tenerife - Spain  
**ABU DHABI INVESTMENT AUTHORITY**, Abu Dhabi - UAE  
**AC MILAN**, Milanello - Italy  
**ACHMEA HEALTH CENTER**, Apeldoorn - The Netherlands  
**AKTIV KS**, Stuttgart - Germany  
**AMATRA SPA**, New Delhi - India  
**AMIDA**, Hampton - United Kingdom  
**ARMED FORCES OFFICERS CLUB**, Abu Dhabi - UAE  
**BALTHUS WELLNESS CLUB**, Santiago de Chile - Chile  
**BODY & SOUL OBERSENDLING**, München - Germany  
**BURJ AL ARAB HOTEL**, Dubai - UAE  
**CARRES GRAMMAR SCHOOL**, Sleaford - United Kingdom  
**CITY HOSPITAL WELLNESS CENTER**, West VA - USA  
**CITY OF SUNDERLAND** - United Kingdom  
**COVENANT RETIREMENT COMMUNITIES**, MI-MN - USA  
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**THE KING JOHN SCHOOL**, Benfleet - United Kingdom  
**TOKOROZAWA TAIKUKAN** - Japan  
**UNIVERSO**, Prato - Italy  
**VITA SPORTS HOLDING GMBH**, Duisburg - Germany  
**02 WELLNESS CENTER**, Madrid - Spain  
**02 WELLNESS CLUB**, Santiago de Chile - Chile

*BALTHUS WELLNESS CLUB, SANTIAGO DE CHILE - CHILE*



# A total service for supporting customers

**Technogym®** brings you over 10 years of experience in providing and implementing Wellness management solutions.

- **CONSULTING:** specialists integrate Wellness System into your business objectives to support your operation.
- **EDUCATION:** Wellness System trainers provide comprehensive and on-going training for staff and management.
- **INSTALLATION:** the Wellness System will be fully fitted into your club by a professional team.
- **AFTER SALES:** dedicated hotline support and the on-line extranet service facility, provides support 24 hours a day, 7 days a week.

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