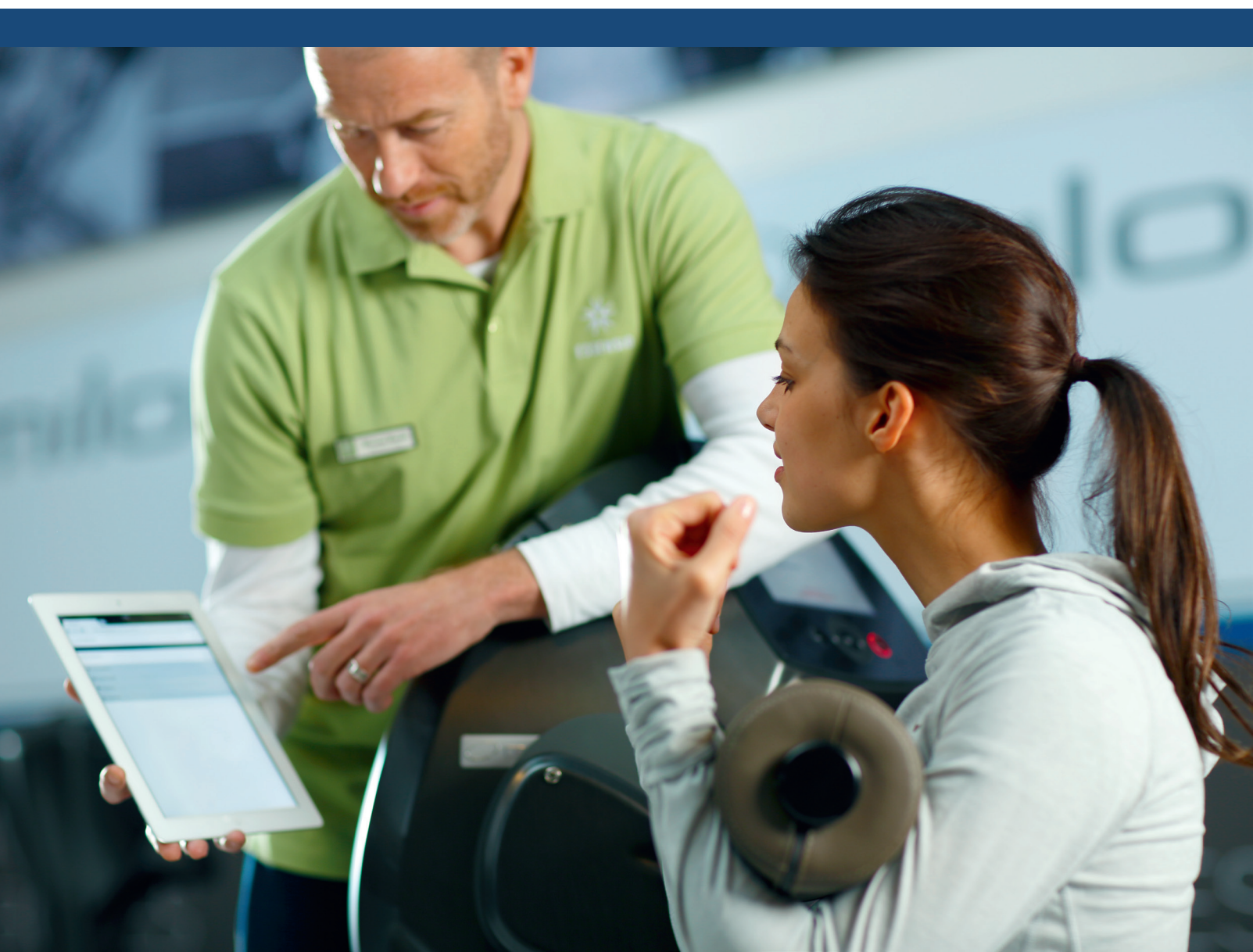


# WE CARE ABOUT YOU

The digital heart of training



# MILON CARE – Digital Training Management

Our aim is to provide people with the best support in order to help them achieve their goals. Be it users' individual fitness and health goals, trainers' challenging support goals or even operators' business goals; milon CARE provides training management technology that brings each and every person a quantum leap closer to achieving their goals. milon CARE uses the manifold possibilities of a networked world and helps to inspire people for training with its fascinating technology. So, as our brand promises:

We CARE about YOU.

## This is milon CARE

The whole is more than the sum of its parts. The same applies to milon CARE. milon CARE is a comprehensive solution which not only aids in training management, but also integrates all milon training systems into a "system of systems".

In the design, milon CARE is based on the foundation of device control. It records and evaluates workout data for different audiences – for users, for trainers and for operators. With its range of functions, its depth of detail and its user-friendliness, milon CARE sets new standards.

In terms of technology, milon CARE stands out from the rest thanks to a web-based, platform-independent cloud design which makes it absolutely future-proof. milon CARE cannot become obsolete; on the contrary, it is always becoming newer. Its unique interface philosophy also allows connection to well-known software products in the health and fitness industry.



## Foundation and pillars of milon CARE



For users:  
Training management



For trainers:  
Support management



For operators:  
Studio management

Technical basis:  
Equipment management



“milon CARE enables training that comes close to personal training in terms of efficiency, goal achievability and motivation promotion.”

Richard Hauser, CEO of milon

## Training management

- long-term training planning (periodisation)
- precise documentation
- regular monitoring of progress
- high motivation and a great deal of sustainability
- mobile accessibility
- optional interaction (comparisons, competitions, games) in preparation

### Individual planning

As a user, you can have complete control over your training plan with milon CARE. You work with your trainer to define your personal training plan, which is then stored for you in the system. There are also pre-defined plans with the essential elements of milon training theory for support. Your plan will include the frequency of the workout as well as increasing weights, adequate recovery periods and the principle of periodisation.

### Full control of your training

During training, milon CARE registers how well you are performing your exercises. The results are simultaneously visible on the device display, meaning that you can respond to them immediately. The system will continue to analyse your performance and progress in the background and summarise this in an individual training index.

### Towards your goal with increased effectiveness

Everyone has different training goals. milon CARE has an arsenal of options for reaching your highest effectiveness. In addition to the various forms of concentric and eccentric training, milon CARE also controls the management of particularly effective “Responding Training Modes” (isokinetic training, adaptive training, strength measurement).

### Set your motivation to turbo

Being able to verify training progress inspires ambition: it's much easier to be on the ball when you have all the facts. The support options improved by milon CARE provide a further impetus for motivation: your trainer can give you more feedback. What's more, those wishing to will soon also be able to take advantage of the digital possibilities of milon CARE, allowing them to share their training data with others via social media platforms, for instance.

In the next stage of development, milon CARE will allow new campaigns in the studio. Competitions in which groups can compete against each other, for example “young vs. old, who is fitter?” In order to determine the winners, milon CARE will compare the overall performance data collected in the groups. The possibilities are virtually endless!





# MILON CARE for trainers



“CARE is not a replacement system for a trainer, but a highly efficient tool for optimising the quality of support.”

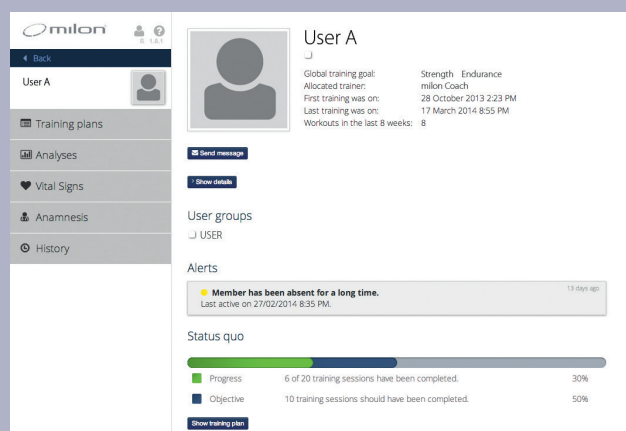
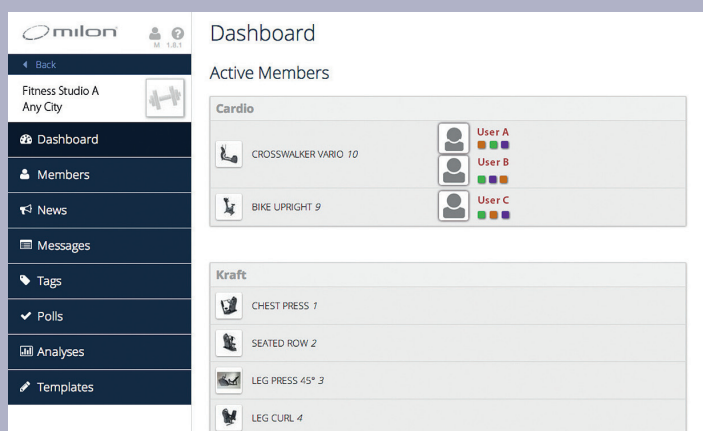
Konstantin Gessel, milon master coach

## Support management

- proactive registration system
- helpful process support
- useful information about users
- individual support/management
- precise documentation/monitoring of progress
- practical optimisation of workflow

## The Dashboard: your command central

milon CARE reinforces your role as a trainer by providing you with relevant information. Using this, you can design your workflow to be even more efficient and set new priorities. The Dashboard is your “command central”. It shows you who is currently training in the milon circuit. You can also see the individual characteristics of the users, such as their personal training goals or health restrictions. What’s more, an intuitive traffic light system shows you the users’ current support status.



## Thinks and informs

So-called triggers draw your attention to personal factors – whether it’s that a member has a birthday coming up, that their contract has expired or that an appointment for a check-up is pending. Future trigger generations will also take into account training behaviour and will report back conclusions such as “member trains incorrectly” or “trains too rarely”. milon CARE thus provides you with an important decision-support system and a guide for approaching customers.

## People-oriented support

All the information that you as a trainer require can be optimally viewed on a mobile end device. Equipped with just a tablet, you can be active on the training floor and access your trainer dashboard online at any time. For greater convenience: trainers and users can log in contactlessly to the device using the milon wristband or the RFID card.



## Documentation at professional level

Trainers are qualified experts. Professionals for whom we provide a professional tool with milon CARE. milon CARE provides for the documentation of performance and progress at a previously unknown level of detail. It offers insights into the heart of training such as were previously reserved only for sports physicians in scientific studies. In this way, milon CARE provides the basis for informed, fact-based and individual support and training guidance.





“Every milon customer is a successful customer – milon CARE supports our credo through intelligent analyses and benchmark comparisons.”

Marc Wisner, milon sales

## Studio management

- immediate usage information in real time
- simple management of processes
- improved quality assurance of support
- tower provides central advertising platform
- open interface to studio management programmes and diagnostic systems

## Knowledge creates success

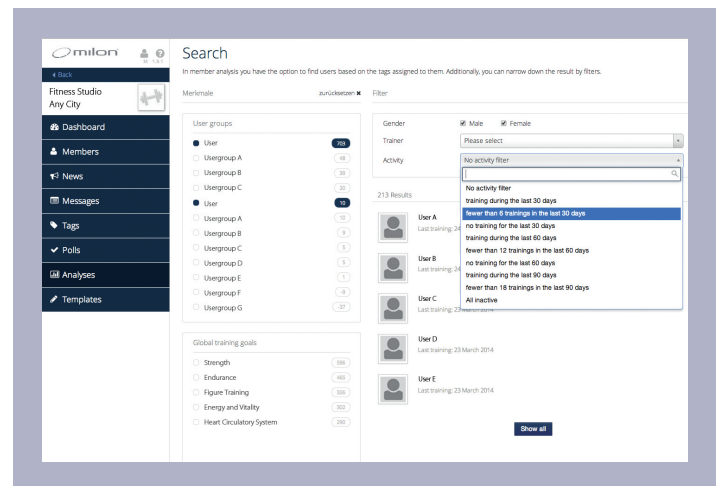
As the operator of a training facility, you know that it's not enough just to assume something – only an operator who always reliably knows what's going on in their studio can make good decisions. The quality of information is a key factor for success. milon CARE provides you with in-depth knowledge and secures your decisions with facts.

## Studio in constant check

Measure usage in real-time: descriptive statistics will show you when each circuit is used and to what degree – in yearly, daily, or even hourly comparison. This allows you to manage your system even more successfully: optimise infrastructure, adjust trainer use or guide members through flexible pricing during periods of lower usage. Furthermore, operators of several facilities have the option of multi-studio management and can opt for benchmark comparisons.

## Members at a glance

Looking at customer behaviour is just as important as usage rates: how many trials actually sign contracts? Or: who trains and how often? milon CARE knows the answers to these questions. The CARE system also provides you with valuable leading indicators and decision-making bases.



## Increase the quality of support

Use milon CARE to determine what kind of support your members will receive from their trainers. The system logs the interactions of trainers with users. The evaluations of members' progress allow you to draw conclusions about the quality of support – both on the basis of individual trainers and as studio-wide comparisons.

## More marketing opportunities

Alongside the continuous further development of milon CARE, marketing potential is also growing. The system makes it possible to design an infinite number of offers that appeal to people's playful instincts and/or arouse a healthy “fighting spirit” in them. “Men vs. women – who does more circuit rounds?” – with such creative campaign ideas, you can bring up your system in conversation in the future and increase motivation. Evaluation using anonymised training data is child's play thanks to milon CARE. If you also position the milon Tower in the centre of a circuit as an advertising space and motivation platform, campaign success will be guaranteed!

# MILON CARE – the technology



“milon CARE already offers endless possibilities. What also fascinates me is that this system continues to grow with the goal of becoming better and better.”

Nicolas Kustermann, milon development

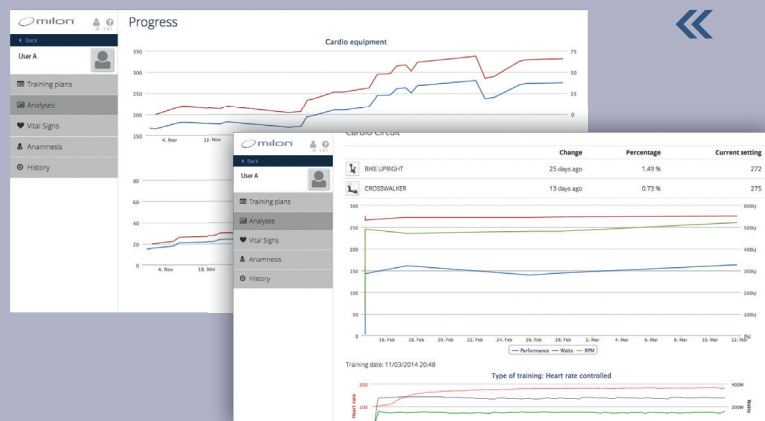
## Technical features

- networked Cloud solution
- contactless access via RFID technology
- platform-independent system
- clear and intuitive operation
- faster online support and simple equipment updates

What began with M1 device management, we have taken to a whole new level with milon CARE: The new system integrates the features of the previous management system and expands on this to include numerous additional functions for users, trainers and operators. It also networks all circuit devices (miltronic, milbration, milcanic CONNECT).

## Uninterrupted log

The milon CARE system registers all log in and log out events on milon devices. During training, current device data is requested every 250 milliseconds. Using this data, milon CARE analyses the training execution: the range of motion – i.e. the accuracy of the movement – and the speed of the movement. In addition, milon CARE also records the user's heart rate and registers who makes which changes to the device settings and when.



## Always available thanks to the Cloud

As a cloud solution, milon CARE guarantees optimum availability. All log data is transmitted over the internet and used in the cloud. This permits the simultaneous analysis of extremely large data volumes and allows for evaluation to a previously unknown level of detail. As a special solution, local installations are also available on request (e.g. for companies or hospitals with specific IT restrictions).

## Wireless access

With milon CARE, we have further developed the access technology for our equipment: both trainers and users can now log in contactlessly using an RFID card or wristband. The technology used for this is compatible with MIFARE transponder systems which are widespread on the market.

## High degree of user-friendliness

This means: worldwide access to your Dashboard from all web-enabled devices, no matter what operating system you use. No software installation necessary. All you need is an up-to-date internet browser. In this way you will always access the latest online version of milon CARE. The modern user interface is intuitive and logically laid out, facilitating operation as a result.

## Faster and simpler online support

The web-based configuration of milon CARE allows you to enjoy many support advantages, such as the possibility for quick remote diagnosis and maintenance. In addition, milon CARE simplifies and speeds up the process of technical equipment updates, such as in the case of function expansion on milon premium devices. This can all be done with a few clicks.

# MILON CARE – the connection



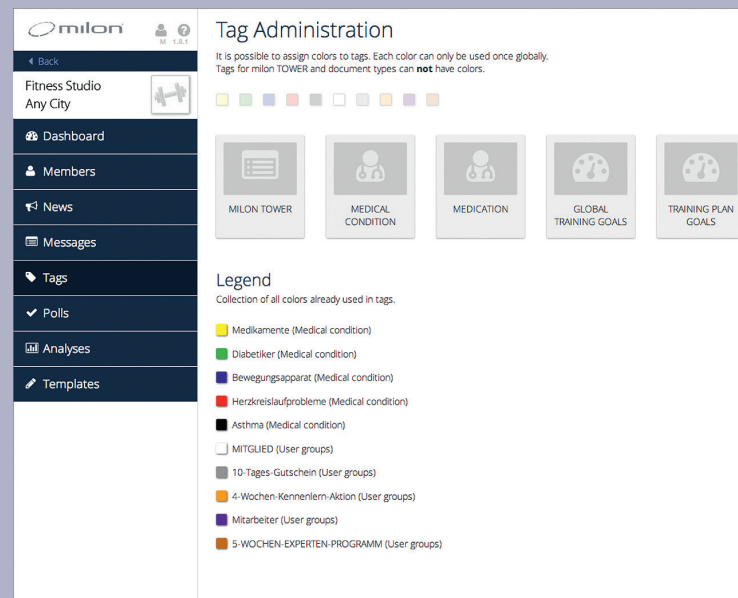
We have designed milon CARE as a universal solution. It is a system which is used for communication between people, but which can also communicate with other systems. With its open interface technology, milon CARE can be connected to any well-known software product from the health and fitness industry. This simplifies your data maintenance, prevents data islands and creates valuable synergies in everyday studio life.

## Studio management programme

Want to transfer customer data from your management software directly into milon CARE? No problem! In just a few clicks you can import all master data – from name, photo and contract start date through to other information such as, for example, first access and check-ins. There are also universal text boxes for notes, tags, and other features.

milon CARE has defined a standard interface that is open to and can be used with all other systems\*. These include:

- S3 by Systeam
- Centercom by MAC
- MagicLine
- ...



## Diagnostic tools

Something to look forward to: in the near future you will also be able to expand the capabilities of your existing diagnostic tools by linking to milon CARE. After your vital signs are automatically transmitted, they are stored and prepared graphically for trainers and users. This makes information on blood pressure, body weight, pulse recommendation, ranges and other body and vital values clearer and more useful to you.

In the development: Standard interface for diagnostic programs – including for the following systems\*:

- InBody
- Aerolution
- ...

\*Other systems can also use this standard interface.





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