



**Hillrom®**



# **BRAND IDENTITY GUIDELINES**

Version 2.0  
May 2019

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section  
01



INTRODUCTION

# OUR BRAND POSITIONING

BRAND PROMISE

ADVANCING  
CONNECTED  
CARE™

MISSION

Every day, around the world,  
we enhance outcomes for  
patients and their caregivers.

BRAND PRINCIPLES & REASONS TO BELIEVE

We deliver on  
our mission  
by being...

Always  
Advancing

In an ever-evolving healthcare landscape, we take great pride in constantly innovating to meet the modern needs of those we serve.

Vitality  
Connected

Our connected ecosystem of solutions provide vital information to care teams so they can deliver more effective, more human care when it matters most.

Insightfully  
Close

We work closely with our customers to help them get closer to their patients, providing the real-time insights and information they need most.

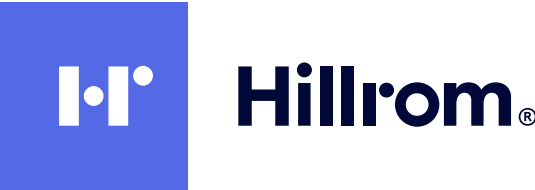
Uniquely  
Committed

For over 100 years, we've been indispensable allies to care teams everywhere they are, ensuring they have the support they need to perform with confidence.

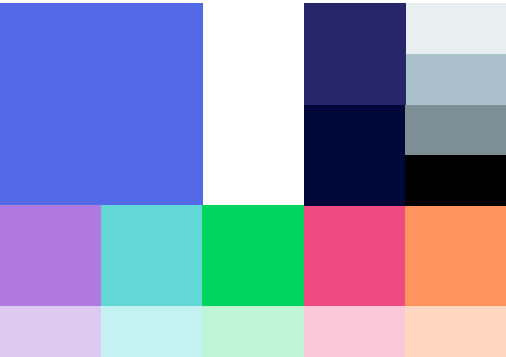


BRAND  
ELEMENTS  
OVERVIEW

LOGO



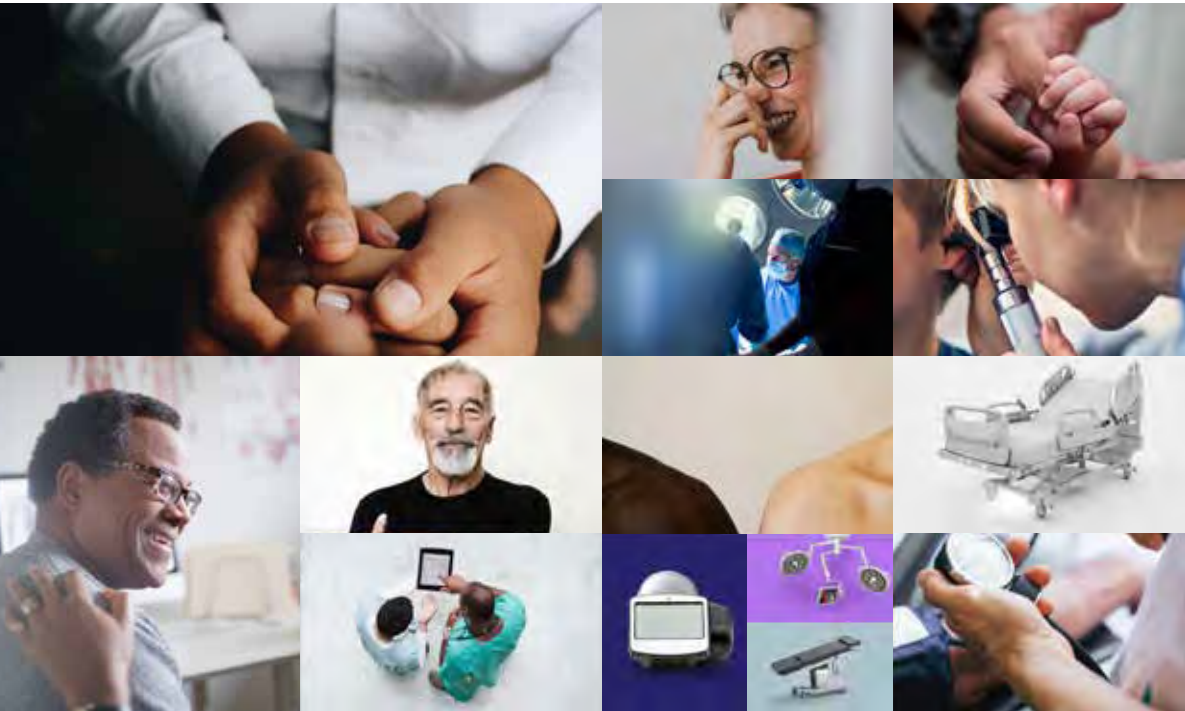
COLOR



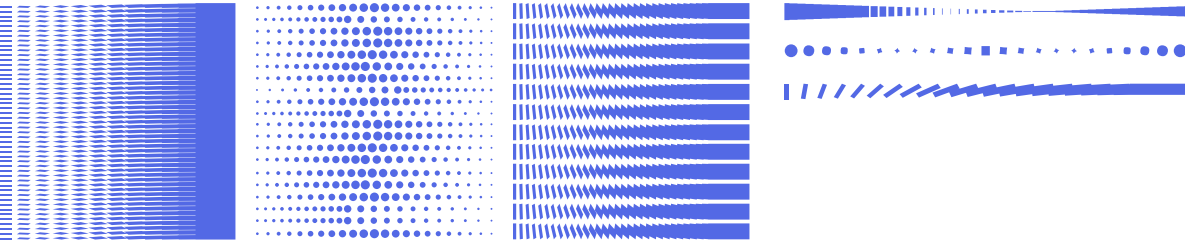
TYPOGRAPHY

AaBbCc

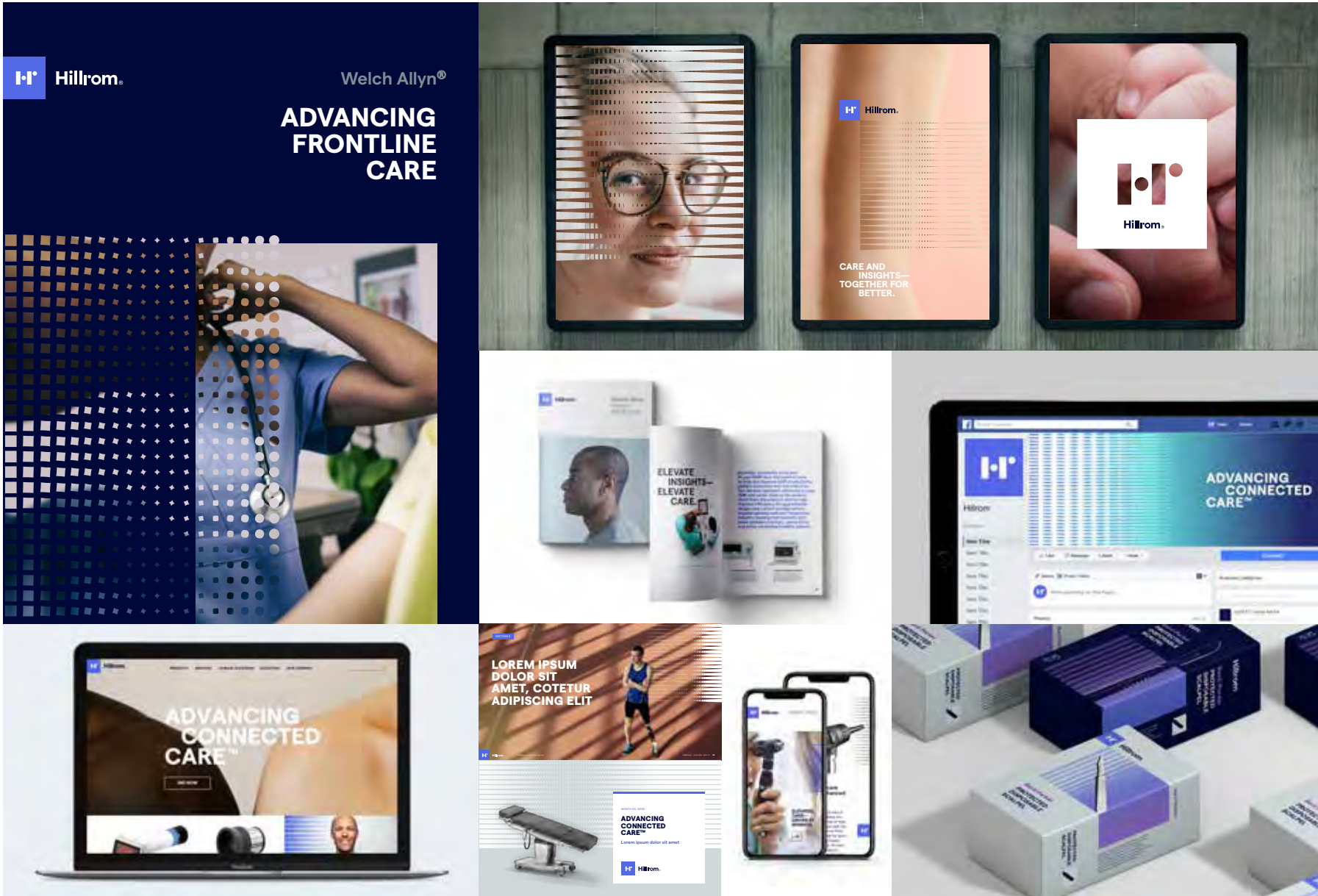
PHOTOGRAPHY



GRAPHIC ELEMENTS



VISUAL  
SYSTEM  
AT-A-  
GLANCE



section  
02



LOGO

# LOGO

## Say hello to the new Hillrom logo.

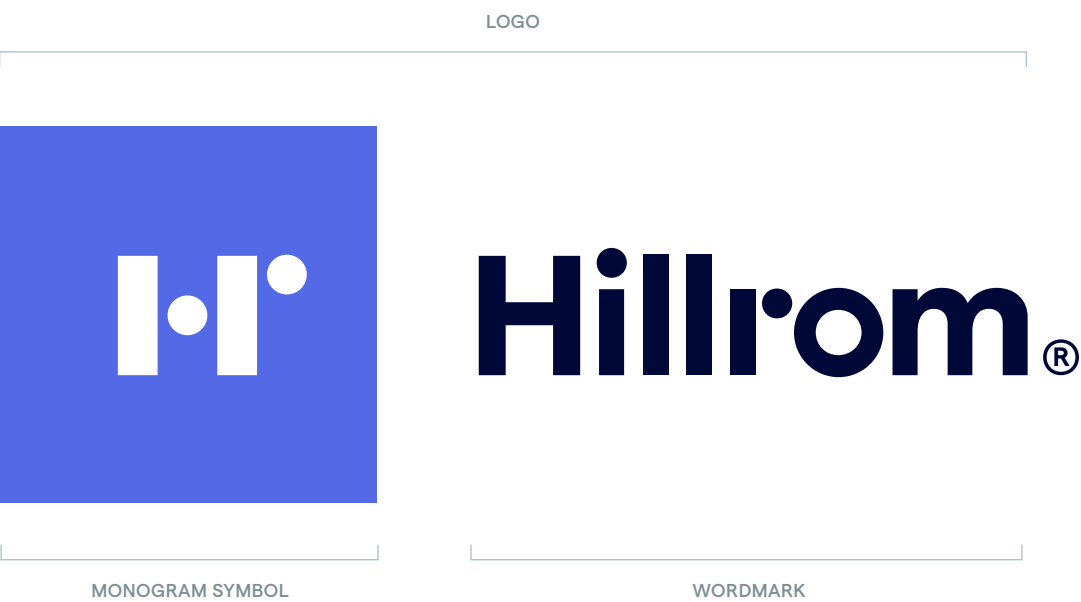
This is our primary logo version. It is made up of two elements.

The **monogram symbol**, which is an abstraction of the letters ‘H’ and ‘r’ in a perfect square. These simplified letterforms are inspired by the 1s and 0s that are the basis of digital code. They are distilled to their most essential forms: circles and rectangles.

The **wordmark** is our full name with a custom drawn letter ‘r’ that mirrors the ‘r’ in the monogram symbol. The wordmark is set in a geometric sans serif typeface that makes it look modern and approachable. You’ll notice there is no longer a dash (hyphen) or a capital R. That’s intentional. We’ve modernized our logo to show Hillrom is always advancing and innovating.

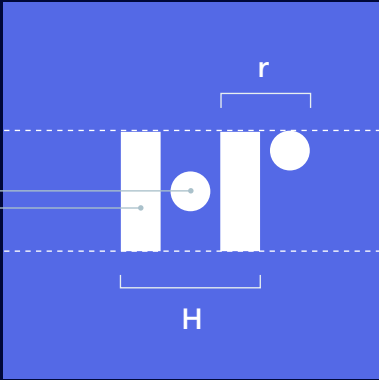
In most instances, you should use this horizontal logo version and always use the monogram symbol and wordmark together. This builds consistency and ensures that people know who we are.

- Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.

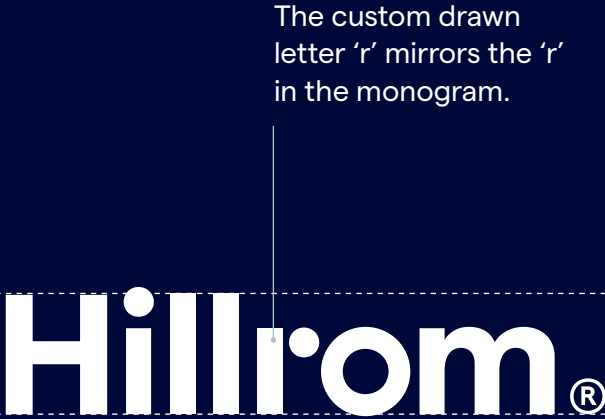


# LOGO STORY

HR monogram implies the digital language of 1s and 0s which all code is based on.



The monogram is drawn with rectangles and circles and contained in a square. Together these simple shapes form the foundation of our visual system.



The **wordmark** removes the hyphen and capital R to be more approachable and human.

# LOGO COLORS

## Please only use official logo artwork.

Below are all of the official versions of our logo supplied as vector artwork. These are the only allowable colors for the logo. Please do not recreate or modify the logo. To ensure correct scale and maintain consistency throughout the system, use only the files supplied with these guidelines.

COLOR POSITIVE

BLACK



COLOR REVERSED

WHITE



\*NOTE: In the case where the full logo has already been introduced before in the communication piece, we can have just the symbol only show up later.

# ALTERNATE VERTICAL LOGO

There’s also a vertical version of the Hillrom logo for places where the primary horizontal logo won’t fit.



We know there are times when a more stacked logo will work better, so we designed a vertical version of the Hillrom logo as well. Use this version in special circumstances where space is at a minimum. Refer to the Brand Governance team if you’re unsure about the usage or have any questions.



COLOR  
POSITIVE  
VERTICAL

BLACK  
VERTICAL

COLOR  
REVERSED  
VERTICAL

WHITE  
VERTICAL





\*NOTE: In the case where the full logo has already been introduced before in the communication piece, we can have just the symbol only show up later.



Hillrom®



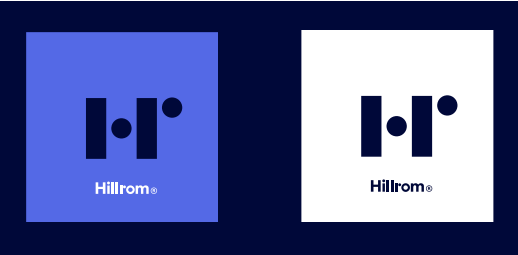
# COMPACT LOGO AS WINDOW

Lastly, there is a compact version for special circumstances.

Use this compact logo for display situations such as posters and tradeshow booths. This version of logo should be used sparingly and can be used as a window to photography underneath. Extra care should be taken when using this version of the logo, and it should not be overused (e.g., use it on one poster in a series of three, but not all three).

POSITIVE  
COMPACT

REVERSED  
COMPACT



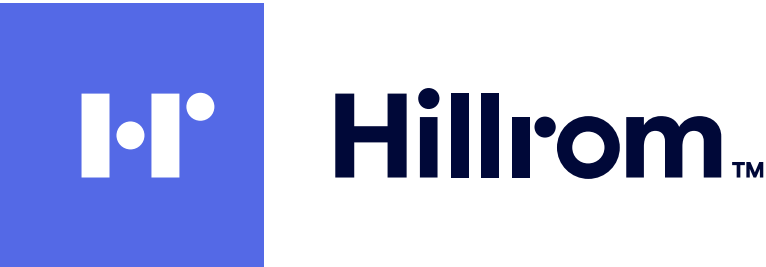


MARKED LOGO:  
LOGO WITH <sup>TM</sup>

As we begin to rebrand new and existing products over the next 6-12 months, we will use the <sup>TM</sup> mark.

These are versions of the logo with the <sup>TM</sup> embedded in the logo. This is what we will use in the interim until the ® is obtained. Please only use official logo artwork. Do not recreate or modify the logo. To ensure correct scale and maintain consistency throughout the system, use only the files supplied with these guidelines.

HORIZONTAL WITH <sup>TM</sup>



VERTICAL WITH <sup>TM</sup>



COMPACT WITH <sup>TM</sup>



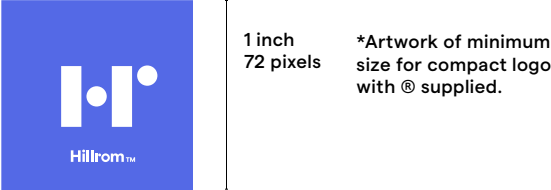
HORIZONTAL WITH <sup>TM</sup>  
MINIMUM SIZE



VERTICAL WITH <sup>TM</sup>  
MINIMUM SIZE



COMPACT WITH <sup>TM</sup>  
MINIMUM SIZE



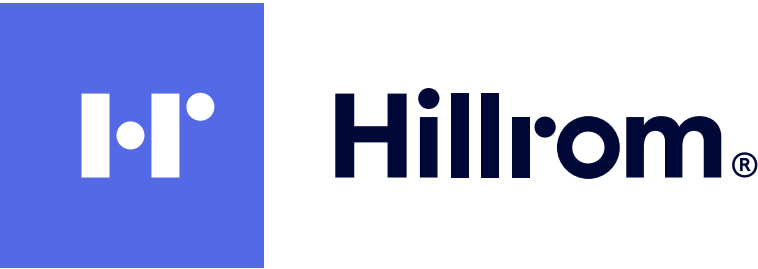
\*NOTE: For illustrative purposes of this guidelines, logo with ® has been shown in place of <sup>TM</sup>. The same rules apply for both <sup>TM</sup> and ®.

MARKED LOGO:  
LOGO WITH ®

Once ® is obtained, new and existing products will use the ®.

These are versions of the logo with the register mark embedded in the logo. This is what we will use once registration is obtained. Please only use official logo artwork. Do not recreate or modify the logo. To ensure correct scale and maintain consistency throughout the system, use only the files supplied with these guidelines.

HORIZONTAL WITH ®



VERTICAL WITH ®



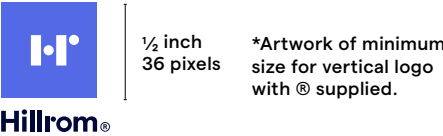
COMPACT WITH ®



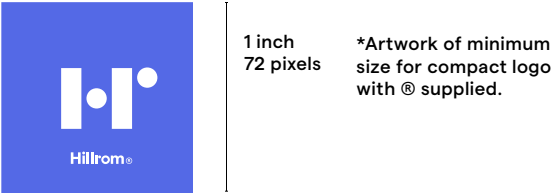
HORIZONTAL WITH ®  
MINIMUM SIZE



VERTICAL WITH ®  
MINIMUM SIZE



COMPACT WITH ®  
MINIMUM SIZE

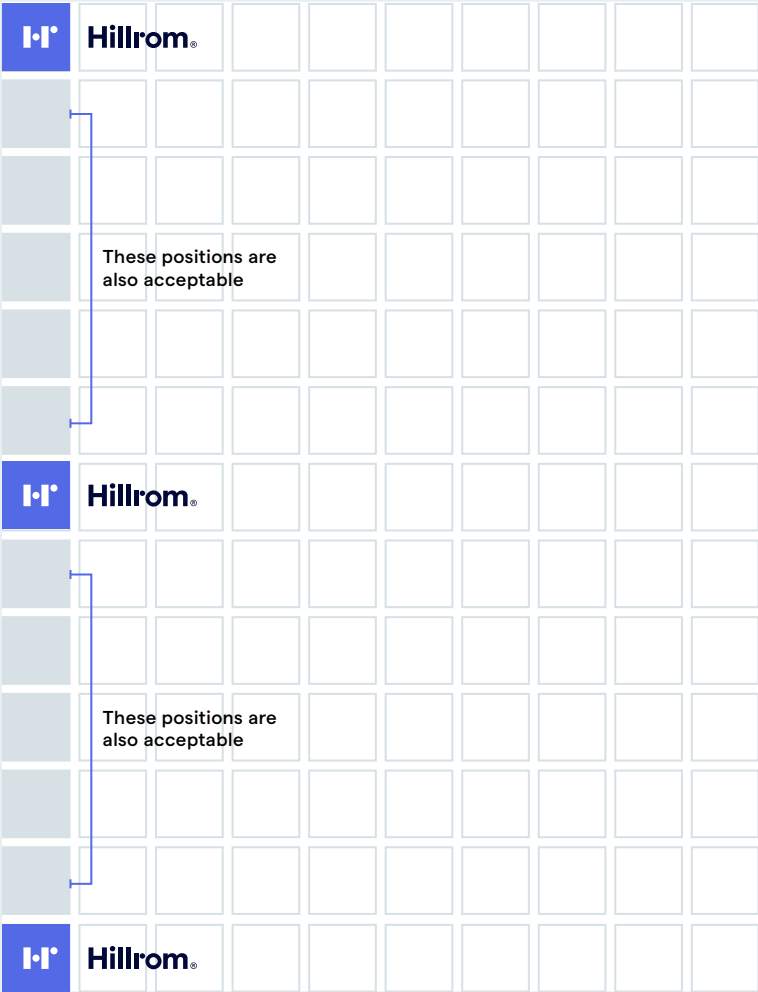


# LOGO PLACEMENT

The modular nature of our logo lends itself to unique yet flexible logo placements.

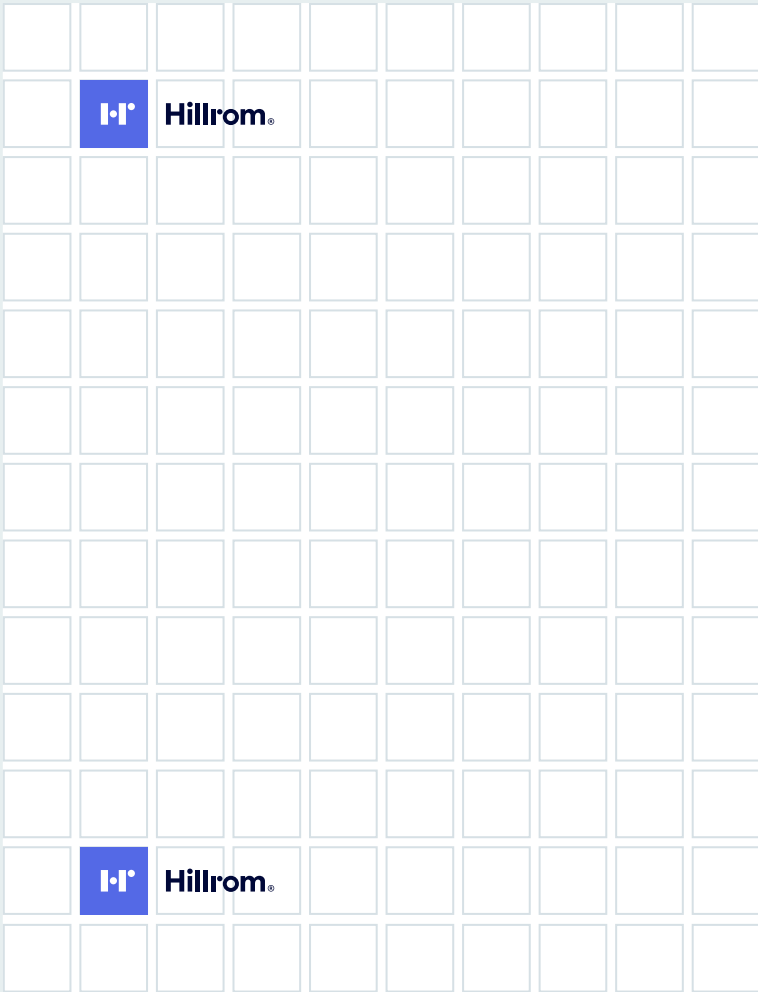
We are placing our logo in the location based on our Unigrid (p.69). This creates a “tab” treatment along the edges, in addition to standard logo locations. When using the tab treatment, make sure to provide enough space around the logo, at least on 2 sides. To the right are a few examples of logo placement.

TAB  
TREATMENT



Make sure there are enough clear space at least on 2 sides of the logo.

STANDARD  
TREATMENT



Refer to the standard clear space rule on the next page or have at least one square all around the logo.

# CLEAR SPACE + MINIMUM SIZE

## Maintain a clear space equal to the width of the 'H' in 'Hillrom.'

We want to make sure that our logo gets the attention it deserves. Please maintain proper clear space around the logo to ensure that it always has the breathing room it needs to look its best.

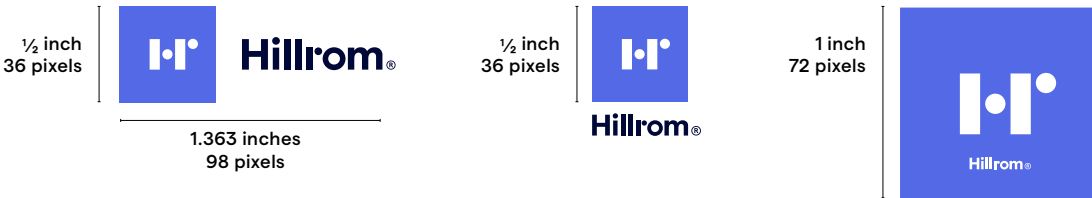
We also want to make sure that our logo is always legible. Please make sure that the monogram symbol is always a half inch or 36 pixels tall, if it gets any smaller it will be difficult to read.

Please only use the official logo artwork supplied.

CLEAR SPACE



MINIMUM  
SIZE

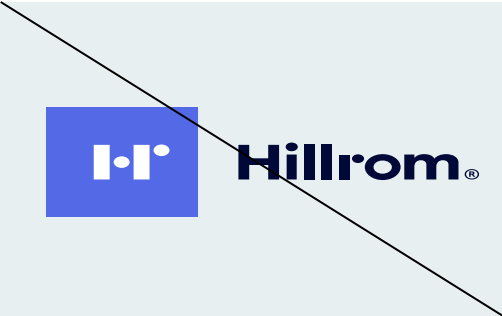


INCORRECT  
LOGO USAGE

**DO NOT** use or lock up the Hillrom logo with an internal logo.



**DO NOT** change the color of the symbol.



**DO NOT** scale the logo out of proportion.



**DO NOT** place the logo on a busy background.



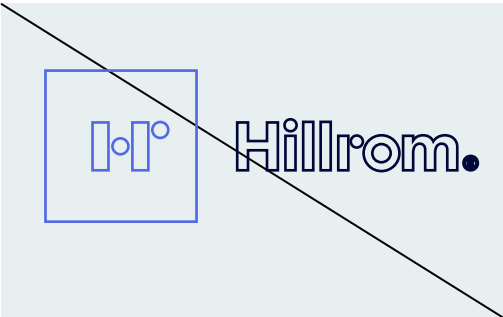
**DO NOT** change the color of the wordmark.



**DO NOT** add a drop shadow to the logo.



**DO NOT** take the monogram out of the square.



**DO NOT** outline the logo.



**DO NOT** add special effects to the logo.



**DO NOT** create new lock-ups of the logo.

section  
03



**BRAND PROMISE**

BRAND PROMISE

To tell our story to the world,  
we’ve created a new brand  
promise that articulates the role  
we play in our customers’ lives.

Our brand promise, Advancing Connected Care™, is the essence of our brand. It should be used to help build our brand recognition. Our brand promise is never meant to be locked up with the logo. It is intended to work the same way as headlines in our typographic style & treatment. Please see p.39-40 for more information on typography. To the right, you’ll see a couple of examples of our brand promise in application.

- The brand promise should always appear in upper case if it is in a stand-alone position.

ADVANCING CONNECTED CARE™

We are innovators who are forever seeking to stay at the leading edge.  
Sets an active, energetic tone that implies forward momentum.

Our increasingly interconnected solutions work better together to connect caregivers to patients.  
We provide insights and tools that help caregivers stay more connected across the care continuum.  
Implies the integration and unification across the portfolio.

Emphasizes that our business is ultimately in service of care.  
We aspire to give caregivers what they need to provide the highest-quality human care possible.



section  
04



ONE HILLROM



# ONE HILLROM STRATEGY

## We are one Hillrom.

Over the last century, Hillrom has grown through a series of high-profile acquisitions—we are now uniting all of these brands under one master brand. Simply put, this new strategy establishes Hillrom as the master brand for all our products and services.

In practice, this means there are no longer any logos except the new Hillrom logo. We will continue to use Welch Allyn as a product family name for frontline and ambulatory care. We will also maintain the names Allen, Liko, and Bard-Parker for key products. The names Aspen and Trumpf will be retired.

We are doing this to unite our business and modernize perceptions of Hillrom as a tech- and insights-driven provider of interconnected, value-adding solutions. This will help us expand Hillrom’s frame of reference from ‘bedtech to medtech’ while maintaining the positive perceptions of quality, leadership, and trustworthiness we have always been known for.

NOTE: Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.

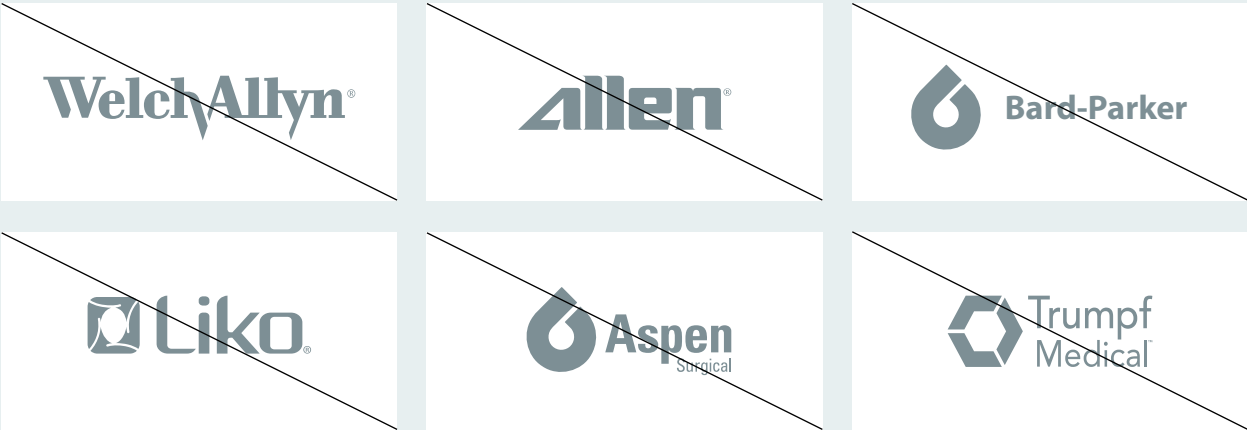
This is not a lock-up, but shows the hierarchy between the master brand, Hillrom, and the product families.

Other examples:

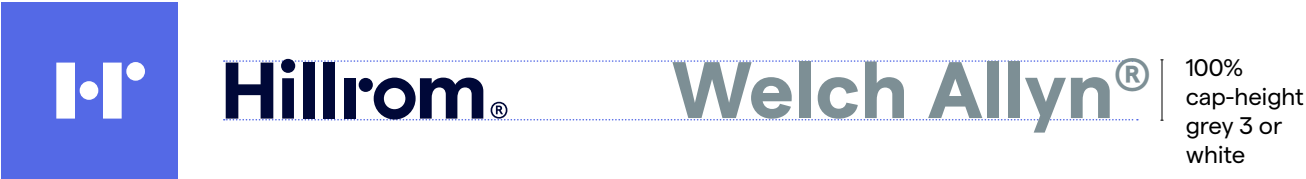
- BARD-PARKER
- CENTRELLA SMART BED
- PROGRESSA BED
- ALLEN
- LIKO



No other logos should be used.



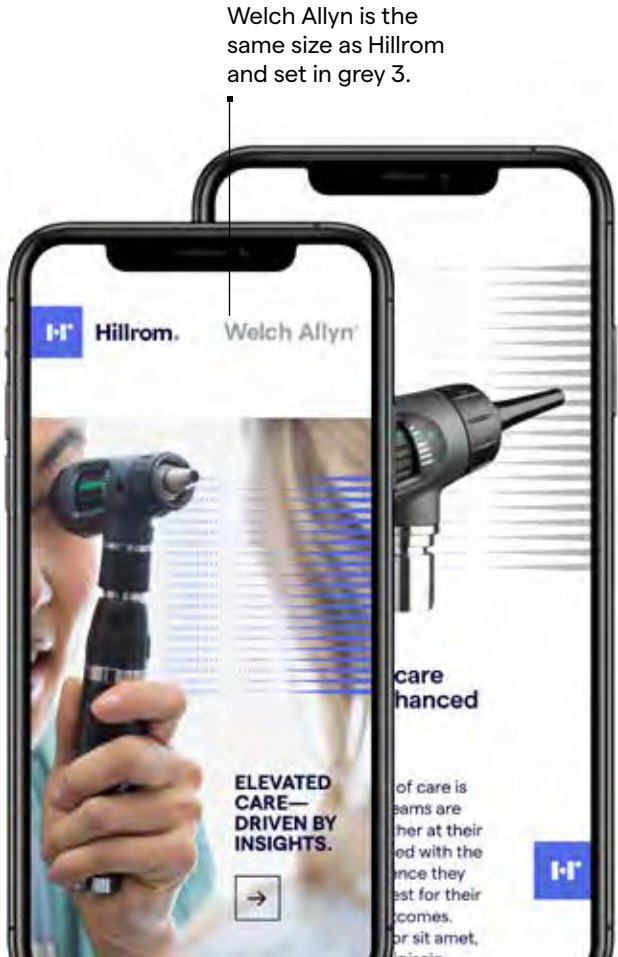
# HIERARCHY EXAMPLES



## Let the Hillrom logo be the star.

Product family names are treated as text only and should be visually subservient to the Hillrom logo. Whenever possible, the product family name should be the same cap-height as the Hillrom wordmark and set in grey 3 or white.

NOTE: Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.



# HIERARCHY EXAMPLES

NOTE: Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.



Welch Allyn®  
Connex® Spot Monitor

Welch Allyn is the same size as Hillrom and set in grey 3.



Welch Allyn®  
RetinaVue®

Welch Allyn is the same size as Hillrom and set in white.

HIERARCHY  
EXAMPLES



Welch Allyn is the same size as Hillrom and set in white.



Welch Allyn is the same size as Hillrom and set in white.

Welch Allyn  
PanOptic  
Ophthalmoscope

NOTE: Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.

# HIERARCHY EXAMPLES



Centrella is the same size as Hillrom and set in grey 3.

NOTE: Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.

INCORRECT  
USAGE



DO NOT use any other logos on a brochure.



DO NOT use the retired Welch Allyn logo on products.



DO NOT use a product family name such as Allen on a business card.



DO NOT use a product family name such as Welch Allyn on signage.



section  
05



COLOR

HILLROM BLUE

PMS: 2130\*  
CMYK: 78/51/0/0  
RGB: 83/105/229  
HEX: 5369E5

\*NOTE: PMS 2130 may not be available in the default Pantone swatches in Adobe products; if not, please define a new spot swatch with the CMYK values and clarify with your printer.

All CMYK colors are true PMS values. All RGB colors are custom/mixed.

WHITE

PMS: N/A  
CMYK: 0/0/0/0  
RGB: 255/255/255  
HEX: FFFFFFFF

PRIMARY  
COLORS

Our primary color palette is restrained and consists of Hillrom blue, midnight, navy, black, white and three greys. These colors provide Hillrom a level of distinction and recognizability while nodding to our heritage. The greys provide varying levels of contrast for subtlety or emphasis within compositions.

- Do not create additional blue tints.
- Do not use grey tints independently. Grey tints should only be used in support of our main blue palette.

MIDNIGHT

PMS: 2765  
CMYK: 100/100/9/57  
RGB: 0/8/57  
HEX: 000839

NAVY

PMS: 2745  
CMYK: 97/100/0/18  
RGB: 39/38/107  
HEX: 27266B

GREY 1

PMS: 649  
CMYK: 10/3/1/0  
RGB: 231/239/240  
HEX: E8EFF1

GREY 2

PMS: 5445  
CMYK: 21/5/4/8  
RGB: 170/193/203  
HEX: ABC2CC

GREY 3

PMS: 7543  
CMYK: 24/9/8/22  
RGB: 125/143/149  
HEX: 7D9096

BLACK

PMS: Black  
CMYK: 0/0/0/100  
RGB: 0/0/0  
HEX: 000000



# ACCENT COLORS

## Use an accent color to add vibrancy and variety to our communications.

We have five accent colors: purple, turquoise, green, pink, and orange. These supporting colors ensure that our communications have variety and flexibility. Please follow color specifications and their usages to the right when creating compositions.

Accent colors will align with Focus Areas as illustrated here. In the instances where a product applies to multiple Focus areas, use the color that makes the most sense based on the content. For example, if the content is about the use of a Connex Spot Monitor in an Acute Care setting, use the Turquoise accent color which aligns to the Focus Area: Accelerate Patient Recovery. If the content is about the use of a Connex Spot Monitor in a Primary Care setting, use the Green accent color which aligns to Enable Earlier Diagnosis and Treatment. For pieces covering multiple focus areas and where conflicts cannot easily be resolved, use Primary colors only.

- Do not mix two different color groups. Only one accent color should be used per application so that we do not create a rainbow effect.
- Do not use accent colors more prominently than the primary colors.
- Do not create any additional tints.
- Product logos will NOT be used on a go forward basis for any new product launches. Existing products with product logos will be managed on case by case basis. Consult the Brand Governance Team for guidance.

	FOCUS AREA Optimize Surgical Efficiency and Safety	FOCUS AREA Accelerate Patient Recovery	FOCUS AREA Enable Earlier Diagnosis and Treatment	FOCUS AREA Simplify Clinical Communication & Collaboration	FOCUS AREA Shift Care Closer to Home
For color backgrounds and patterns	<div>PURPLE</div> <div>PMS: 528 CMYK: 35/58/0/0 RGB: 175/121/223 HEX: B079E0</div>	<div>TURQUOISE</div> <div>PMS: 3242 CMYK: 44/0/20/0 RGB: 98/216/214 HEX: 62D9D7</div>	<div>GREEN</div> <div>PMS: 2270* CMYK: 61/0/73/0 RGB: 0/213/96 HEX: 00D660</div>	<div>PINK</div> <div>PMS: 1915 CMYK: 0/75/21/0 RGB: 239/74/129 HEX: EF4A81</div>	<div>ORANGE</div> <div>PMS: 163 CMYK: 0/44/52/0 RGB: 255/148/94 HEX: FF955E</div>
For patterns and info-graphics only	<div>40% TINT</div> <div>CMYK: 11/21/0/0 RGB: 222/201/242 HEX: DEC9F2</div>	<div>35% TINT</div> <div>CMYK: 20/0/7/0 RGB: 196/242/242 HEX: C4F2F2</div>	<div>25% TINT</div> <div>CMYK: 24/0/22/0 RGB: 189/245/214 HEX: BDF5D6</div>	<div>40% TINT</div> <div>CMYK: 0/27/2/0 RGB: 250/200/217 HEX: FAC8D9</div>	<div>40% TINT</div> <div>CMYK: 0/18/22/0 RGB: 255/214/191 HEX: FFD6BF</div>
	<div>PURPLE GROUP</div> <div></div>	<div>TURQUOISE GROUP</div> <div></div>	<div>GREEN GROUP</div> <div></div>	<div>PINK GROUP</div> <div></div>	<div>ORANGE GROUP</div> <div></div>

\*NOTE: PMS 2130 may not be available in the default Pantone swatches in Adobe products; if not, please define a new spot swatch with the above CMYK values and clarify with your printer. All CMYK colors are true PMS values. All RGB colors are custom/mixed.

# ACCESSIBLE COLOR COMBINATIONS

Here are approved type and color combinations. Please follow color specifications and their usages to the right when creating compositions.

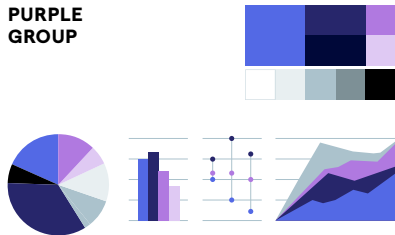
RECOMMENDED COLOR  
AND TYPE COMBINATIONS

<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>White type on Hillrom blue bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Midnight type on purple bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Midnight type on turquoise bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Midnight type on green bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Midnight type on pink bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Midnight type on orange bg</p>
<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>White type on midnight bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Purple type on midnight bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Turquoise type on midnight bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Green type on midnight bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Pink type on midnight bg</p>	<p>Every day, around the world, we enhance outcomes for patients and their caregivers.</p> <p>Orange type on midnight bg</p>

# GRADIENTS

Gradients add extra depth to our color palette, but are reserved for use with patterns only. Construct a gradient by pairing Hillrom blue with only one accent color. See page 57 for more information on how to construct a gradient.

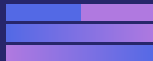
PURPLE  
GROUP



2-COLOR GRADIENTS  
LIGHT BG



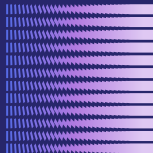
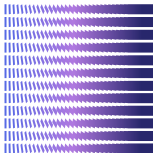
2-COLOR GRADIENTS  
DARK BG



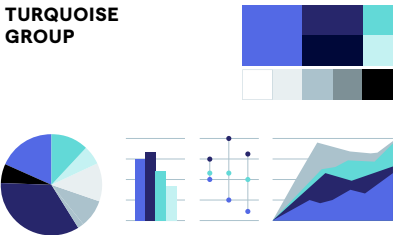
3-COLOR GRADIENTS  
LIGHT BG



3-COLOR GRADIENTS  
DARK BG



TURQUOISE  
GROUP



2-COLOR GRADIENTS  
LIGHT BG



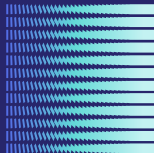
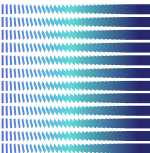
2-COLOR GRADIENTS  
DARK BG



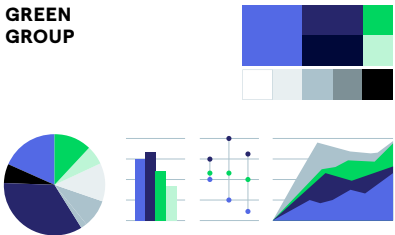
3-COLOR GRADIENTS  
LIGHT BG



3-COLOR GRADIENTS  
DARK BG



GREEN  
GROUP



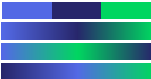
2-COLOR GRADIENTS  
LIGHT BG



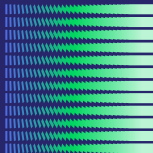
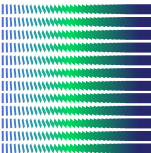
2-COLOR GRADIENTS  
DARK BG



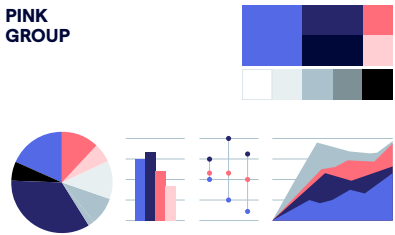
3-COLOR GRADIENTS  
LIGHT BG



3-COLOR GRADIENTS  
DARK BG



PINK  
GROUP



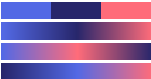
2-COLOR GRADIENTS  
LIGHT BG



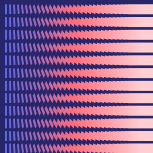
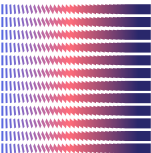
2-COLOR GRADIENTS  
DARK BG



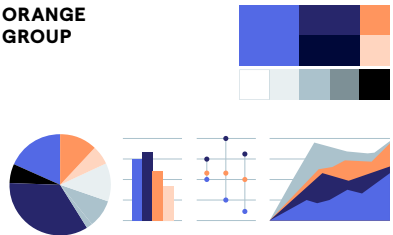
3-COLOR GRADIENTS  
LIGHT BG



3-COLOR GRADIENTS  
DARK BG



ORANGE  
GROUP



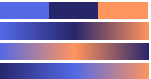
2-COLOR GRADIENTS  
LIGHT BG



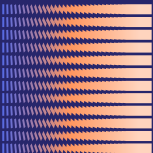
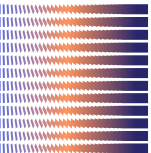
2-COLOR GRADIENTS  
DARK BG



3-COLOR GRADIENTS  
LIGHT BG



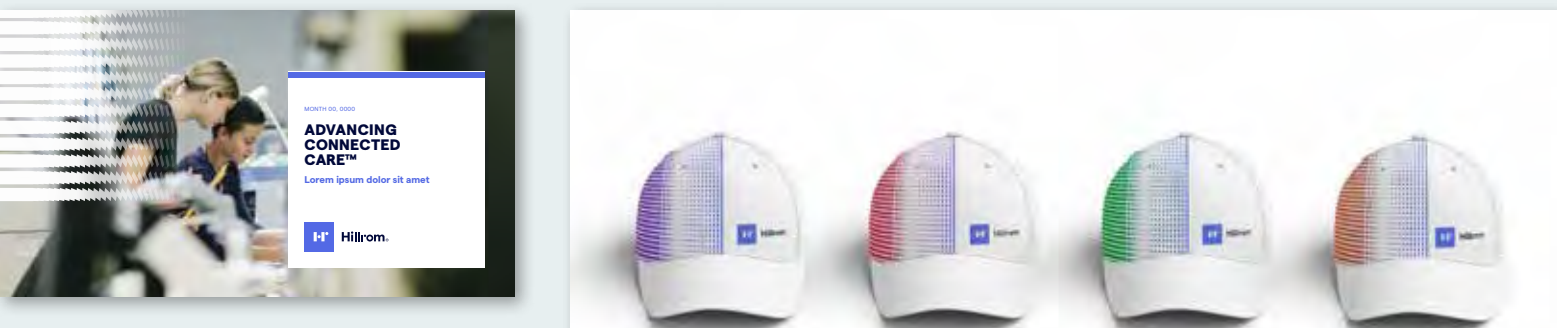
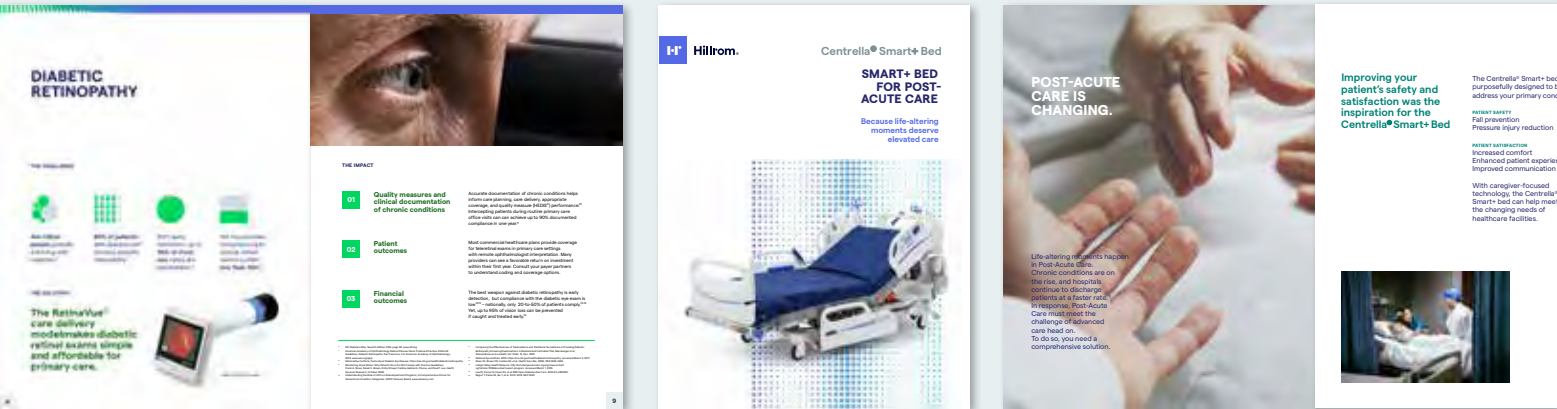
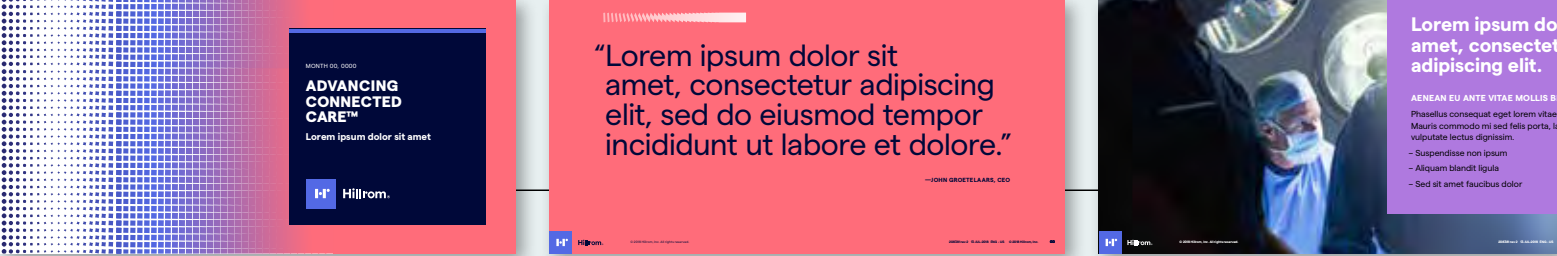
3-COLOR GRADIENTS  
DARK BG



# COLORS IN-USE

Use one accent color per application.

Here you can see various examples of how to utilize the Hillrom color palette. In each example, Hillrom blue and navy are used prominently with lots of white space. There is only one accent color per piece to bring energy and variety to our communications.



# ADDITIONAL COLORS FOR POWERPOINT®

For internal use only, where status indicators are needed.

We know that there will be times when you would need colors to convey standard meanings such as stop, go or warning. Please use these colors for shapes only, not as texts. Do not use these colors for external materials. See examples on the right.

PPT-ONLY COLORS

**PPT RED**

RGB: 212/41/64  
HEX: D42940

**PPT YELLOW**

RGB: 255/210/53  
HEX: FFD235

**PPT GREEN**

RGB: 0/133/73  
HEX: 008549

USAGE  
EXAMPLES

OPTIONAL SECTION TITLE

This is a placeholder for a slide with a chart

	COLUMN B	COLUMN C	COLUMN D
ROW 1	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 2	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 3	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 4	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.

Hillrom. © 2024 Hillrom Services, Inc. ALL RIGHTS RESERVED. Confidential

OPTIONAL SECTION TITLE

This is a placeholder for a slide with a chart

	COLUMN B	COLUMN C	COLUMN D
ROW 1	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 2	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 3	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.
ROW 4	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.	This is placeholder text. Lorem ipsum dolor sit amet.

Hillrom. © 2024 Hillrom Services, Inc. ALL RIGHTS RESERVED. Confidential



# INCORRECT COLOR USAGE

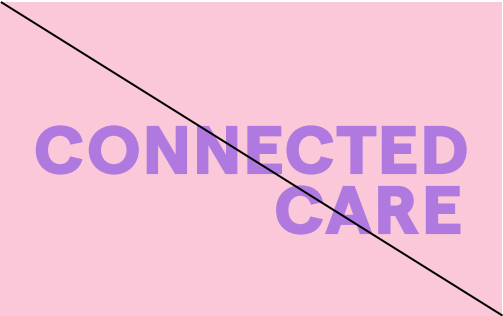
Like all elements of our visual identity, our color palette must be used consistently to ensure a clear connection to the rest of our system. These are examples of how not to use our color palette.



**DO NOT** use gradients as backgrounds alone.



**DO NOT** use multiple accent colors in one composition.



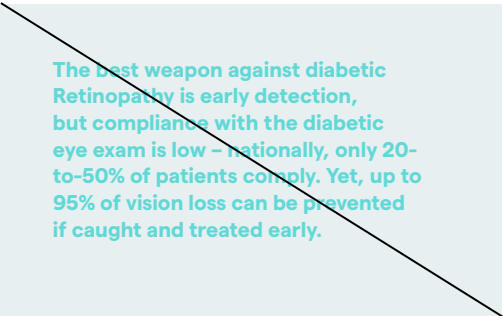
**DO NOT** mix tints with other accent colors.



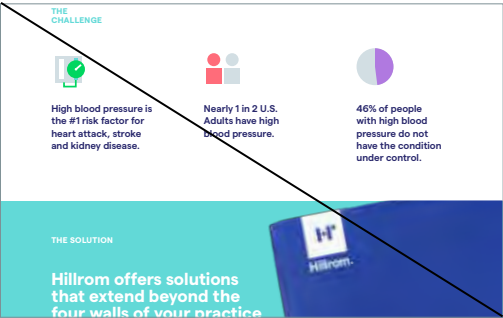
**DO NOT** use gradients in type.



**DO NOT** use colors that lack sufficient contrast for legibility.



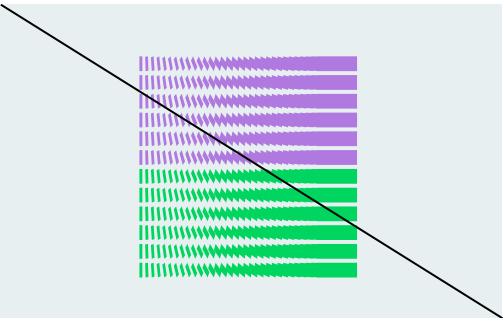
**DO NOT** use a tint in typography on a white or light grey background.



**DO NOT** mix accent colors in a single application.



**DO NOT** use random colors that are not part of the palette.



**DO NOT** use more than one solid accent color in a pattern.

section  
06



**TYPOGRAPHY**

# PRIMARY TYPEFACE

## Matter is our primary font.

Matter has a subtle warm touch that gives our typography a friendly approachable feel, while also looking professional. Its large x-height makes it easy to read on screen and in small sizes. Matter is a combination of a geometric sans serif and a grotesk that has lively forms and diagonal terminals. It was designed by Martin Vácha and released by Displaay Type Foundry in 2017.

We use five weights of Matter to add detail and contrast to our communications: Regular, Medium, Semibold, Bold, and Heavy.

Matter should be used for all professionally produced communications, whether digital or printed. Designers will have licenses for Matter and will use it for all professionally designed materials. Examples include: Printed Marketing Collateral, Product Logos, Signage, CECs, Trade Show assets. In the event that Matter is not practical for the application, use Century Gothic.

In the event that neither Matter nor Century Gothic are practical for the application (i.e., Digital and Technical Communications) then select a font that most closely resembles Matter. Consult with Brand Governance Team when using anything other than Matter or Century Gothic.

Per our license agreement, you are not allowed to copy the fonts or allow third parties to copy the fonts. You are not authorized to sublicense, sell, lend or lease the fonts. You can backup files of the fonts only for your own purposes. Contractors, vendors and third parties will need to purchase a font license at <https://displaay.net/typeface/matter/>.

## —Matter

AaBb  
123

STYLES

Regular  
*Regular Italic*  
Medium  
*Medium Italic*  
SemiBold  
*SemiBold Italic*  
Bold  
*Bold Italic*  
Heavy

EXAMPLES

**ELEVATE  
INSIGHTS—  
ELEVATE  
CARE.**

Your patients expect you to offer the portfolio of services they need to help address increasingly serious conditions. You can expect the same from us.

**hillrom.com**

**01.23**  
#onehillrom

BASIC CHARACTERS

AaBbCcDdEeFf  
GGggHhIiJjKkLlMm  
NnOoPpQqRrSsTt  
UuVvWwXxYyZz  
1234567890  
&@#\$!%\*?/



# ALTERNATE SYSTEM FONT

## Century Gothic is our fall-back font.

When you don't have the typeface Matter, please use Century Gothic as an alternate typeface. This will be most common when creating internal communications in PowerPoint® and Word. Century Gothic is a widely available font that conveys a similar personality to Matter—helping us look consistent.

For all professionally produced communications, digital or printed, please use Matter.

In the event that neither Matter nor Century Gothic are practical for the application (i.e., Digital and Technical Communications) then select a font that most closely resembles Matter. Consult with Brand Governance Team when using anything other than Matter or Century Gothic.

# —Century Gothic

STYLES

Regular  
*Italic*  
**Bold**  
***Bold Italic***

EXAMPLES

**ELEVATE  
INSIGHTS—  
ELEVATE  
CARE.**

**01.23**  
#onehillrom

Your patients expect you to offer the portfolio of services they need to help address increasingly serious conditions. You can expect the same from us.

hillrom.com

BASIC CHARACTERS

AaBbCcDdEeFf  
GgHhIiJjKkLlMm  
NnOoPpQqRrSsTt  
UuVvWwXxYyZz  
1234567890  
&@# \$!%\*?/

AaBb  
123

# FONTS FOR ADDITIONAL LANGUAGES

We communicate in a lot of languages  
around the globe.

Matter should be used for all Latin-based languages, but these additional fonts are recommended when creating communications in Cyrillic-based languages, Arabic, Hebrew, Thai, Chinese, Japanese, Korean, and Vietnamese. These typefaces all share visual qualities with Matter and will ensure that our brand looks consistent in all the languages in which we communicate.

PROXIMA NOVA



FOR CYRILLIC

GRAPHIK ARABIC



FOR ARABIC

ARIMO



FOR HEBREW

SUKHUMVIT



FOR THAI

NOTO SANS



FOR CHINESE, JAPANESE  
AND KOREAN

PROXIMA NOVA



FOR VIETNAMESE

# TYPOGRAPHIC STYLE & HIERARCHY

Clear and consistent use of typography unifies messaging and creates familiarity in the eyes of our audiences.

Creating hierarchy in our communications can be achieved by changing weights, size and capitalization. This example shows how to use our typeface for maximum legibility while reinforcing our brand voice and personality.

H3:  
MATTER BOLD  
ALL-CAPS

H1:  
MATTER HEAVY OR BOLD  
ALL-CAPS  
+10 PTS TRACKING  
SET SOLID,  
LINE SPACING = TYPE SIZE

H2:  
MATTER BOLD  
SENTENCE CASE  
IN HILLROM BLUE OR  
ACCENT COLOR

H3:  
MATTER BOLD  
ALL CAPS  
+25 PTS TRACKING

BODY COPY:  
MATTER REGULAR  
SENTENCE CASE

OUR COMPANY & CULTURE

WORKING  
TOGETHER FOR  
THE GREATER  
GOOD

From beds and vision screening devices to operating tables and airway clearance systems, our products and services are everywhere you need them, whenever and however you want to experience better care.

WHAT DRIVES US

At Hillrom, the issue of quality is bigger than a program and it's more than a process. It is the promise we make every day to our customers. For many years, we've kept that promise by providing our customers with high quality and innovative products. Our legacy of quality and our commitment to building long-term customer relationships is more than just history — it is our future as well.

Today, we are aggressively investing to ensure that we are well positioned to continue serving you and remain a leader in the hospital equipment supply industry. It is just

one indication of our commitment to the future and will drive even higher quality standards across our company.

Keeping our promise also means we take responsibility for being the company people count on to make things right. And that means zero tolerance for products and services that don't meet our standards. And 100 percent participation from the people of Hill-Rom, from the factory floor to the executive suite.

# DYNAMIC HEADLINES

This typographic technique can be utilized when you want to add extra emphasis to a display headline. Identify a vertical to align from line to line. This will create the effect of the left margin moving back and forth, making the headline look more alive and dynamic.

ALIGN VERTICAL  
STROKES

CARE AND  
INSIGHTS—  
TOGETHER FOR  
BETTER.

We advance the capabilities of frontline care providers with smarter tools to help you identify, diagnose and manage many of the most prevalent health issues your practice sees every day.

Together, we can do more to advance frontline care.

# TYPOGRAPHY IN-USE

Here are several examples of the typeface Matter being used to achieve clear and consistent hierarchy through contrast of size, color, and weight. Strive for whitespace in printed and digital layouts. A simple rule of thumb for leading or linespacing is to add three points to your type size. For example, if you set your type at 10 point, make the line height 13 points. For all caps headlines, you should make the line height equal to the size of the type. A 48 point headline should be set with 48 point line height.



Findings from published peer-reviewed articles to advocate a case for use

**MOLOREMPORE  
VERO TE SANDIS  
DION PELECABO.  
LAM, TEM QUSCI  
RES ETURIS ET  
OFFICIENTO ES**

Lorem ipsum dolor  
amet sit consectetur  
adipiscing elit




men

women

**INTRODUCTION**

Is quid qui nihilate mus et dolorro blam hitasit ommo m doluptaquas nim con corem quas sunt atio. Omnis maximus etur? Da deruptatitia quo odiant dem latus, tor ad ut maio totae nobitissim re poresti tatecab ipsae sinvele scipic toritaspicit endelen iandis dollaborest que quassitiaepipien exceperios et ex eatur asperci volum dolupta tempor simust vellitiis paruntium facimus abo. Idipsap ercimax imperis minvelis ut hiti nobis doluptas molupta tempori


WHO: World Health Statistics 2017: Monitoring health for the SDGs health statistics for countries, WHO region and globally for 2016 and 2019  
<https://www.who.int/whosis/whosis/>




MONTH 00, 0000

**ADVANCING  
CONNECTED  
CARE™**


Lorem ipsum dolor sit amet





Welch Allyn®

**ADVANCING  
FRONTLINE  
CARE**



**YOUR  
LINQ—  
TO WHAT  
MATTERS  
MOST**



**Curabitur vitae: Lectus  
vel diam vestibulum  
dictum fringilla luctus  
nunc set amit.**

The Cantrella® Smart+ bed vitae lectus vel diam vestibulum dictum fringilla luctus nunc.

In mattis diam feugiat, male suada diam sed, gravida mi ut lectus vitae neque efficit:

**55%**<sup>1</sup>

**REDUCTION IN TOTAL FALLS**

**27%**<sup>1</sup>

**REDUCTION IN INJURY RATE**

Donesc haugiet enim sit amet ante consectetur mattis justo ac arto lacinia tempus?

In mattis diam feugiat, male suada diam sed, gravida mi ut lectus vitae neque efficit:

**23%**<sup>1</sup>

**REDUCTION IN TOTAL FALLS**

**58%**<sup>1</sup>


**REDUCTION IN FALLS WITH MODERATE/MAJOR INJURY**

Donesc haugiet enim sit amet ante consectetur mattis justo ac arto lacinia tempus?



“Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore.”


—JOHN GROTELAAR, CEO



**HYPER—  
TENSION**

**THE CHALLENGE**

 High blood pressure is the #1 risk factor for heart attack, stroke and kidney disease.

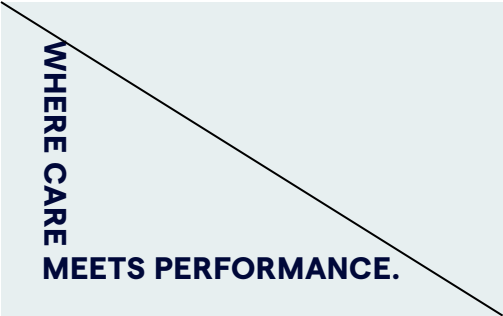
 Nearly 1 in 2 U.S. Adults have high blood pressure.

**THE SOLUTION**

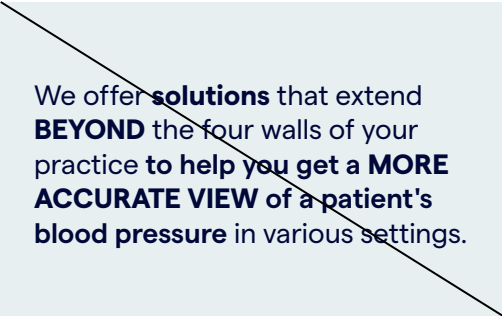
Hillrom offers solutions that extend beyond the four walls of your practice to help you get a more accurate view of a patient's blood pressure in various settings.



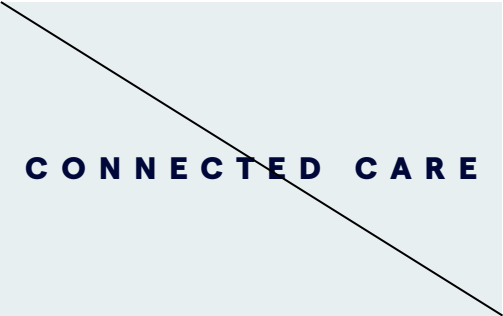
# INCORRECT TYPOGRAPHY USAGE



**DO NOT** mix orientation in dynamic headlines.



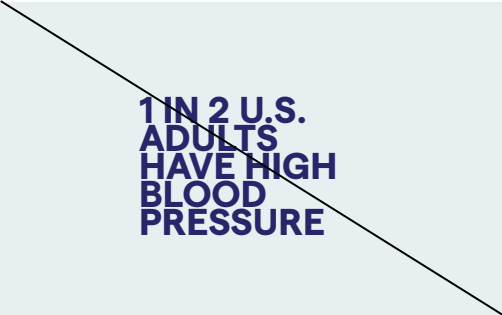
**DO NOT** mix multiple weights, styles, or size in a single paragraph.



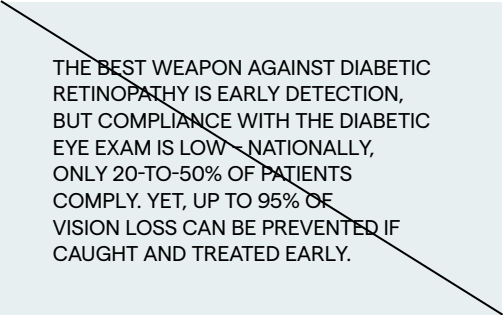
**DO NOT** use loose tracking.



**DO NOT** use gradients in type.



**DO NOT** use tight or overlapping leading.



**DO NOT** use all-caps for body copy.



**DO NOT** create typography in outline form.



**DO NOT** create a composition with insufficient contrast.



**DO NOT** add or use unapproved fonts.

section  
07



PHOTOGRAPHY

# PHOTOGRAPHY OVERVIEW

Photography is a powerful tool in our visual system. It allows us to tell a variety of stories in a meaningful way. Our photography should live seamlessly along with other design elements, continuing to tell the stories in the most relevant and effective manner.

We have four categories of photography that help us achieve a cohesive yet flexible visual system: moments of connection, details, people and product. Choose a category that best fit for your content when creating communications.

Whether working with original photography or stock imagery, we follow these key principles below:

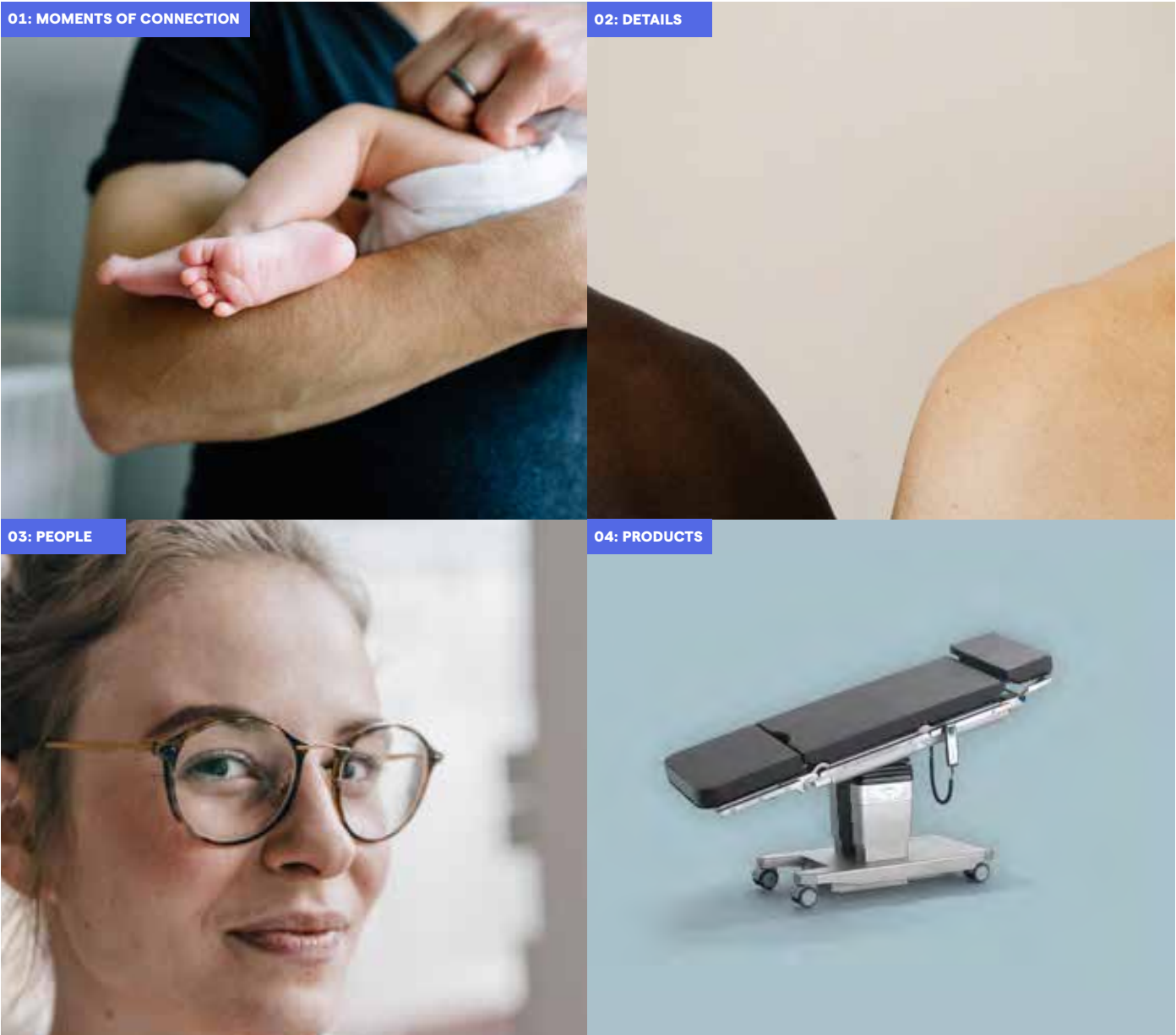
**Compositions:** To intensify a moment or make it more intimate, we might crop in a way that feels natural or candid.

**Focus:** Focal depth should always be considered with clear intent.

**Settings:** Settings should be simple and realistic, without clutter that distracts from the main subject.

**Lighting:** Lighting should feel natural, with crisp exposure and ample contrast.

**Style:** Our shots are never staged looking or overly processed. They should look like snippets of real life, with the quality of warmth and relatability coming through.









# MOMENTS OF CONNECTION

Moments of connection show caregivers and patients together or care takers collaborating. They are candid and sincere, like we’ve captured a brief moment in time. Strive for natural lighting and facial expressions. Look for interesting angles and utilize soft focus. Always try and show diversity of age, race, and gender.

- 01 Father holding newborn in natural lighting
- 02 Care team and patient in conversation with arm on shoulder
- 03 Overhead shot of two caregivers collaborating
- 04 Surgeon and staff in surgery, soft focus in foreground
- 05 Surgeons working together, soft focus in foreground
- 06 Doctor and patient holding hands







# DETAILS

Details show close-ups of the human body and add an unexpected element to our visual system. These detail shots should focus on things like hands, legs, and eyes. Ideally they are photographed as macro close-ups. As always, strive to show diversity of age, race, and gender.

- 01 Macro shot of parent and child holding hands.
- 02 Close-up of the small of the back.
- 03 Macro shot of eye with blurred background.
- 04 Patient holding phone and prescription bottle.
- 05 Patient opening prescription bottle.
- 06 Close-up of two people shoulder to shoulder.







# PEOPLE

We have two types of people photographs. These are individuals either photographed as portrait or a candid of a caregiver at work, or about to go to work. Lighting and facial expressions should be natural. Always strive for diversity in age, race, and gender.

- 01 Portrait of woman in context with blurred background.
- 02 Portrait of male nurse in context with blurred background.
- 03 Portrait of man in studio with natural-looking lighting.
- 04 Surgeon about to go into surgery.
- 05 Surgeon in surgery, with foreground blurred.
- 06 Surgeon in surgery, from interesting angle.





# PRODUCTS

Product photography highlights the things we make. Products can be shown straight on or at an angle. They should always have natural soft shadows. Products can be placed on a white, grey, or accent color background. Try details or crops to add extra interest.

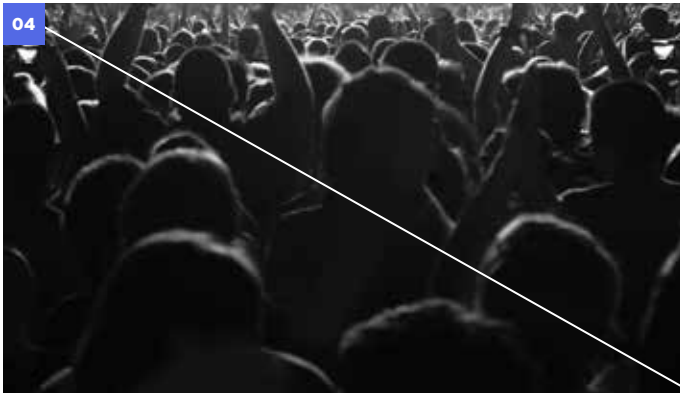
- 01 Product close-up on white, natural shadow in background.
- 02 Centrella Smart Bed on grey 1 background, cropped to add interest.
- 03 Surgical lift on grey 3, with natural shadow.
- 04 Product on navy background.
- 05 RetinaVue on orange background.
- 06 Scalpel on turquoise background.





# INCORRECT PHOTOGRAPHY STYLE

- 01 **DO NOT** use overly staged photographs of people.
- 02 **DO NOT** use clichéd imagery.
- 03 **DO NOT** re-color imagery in any way.
- 04 **DO NOT** use dark or poorly lit images.
- 05 **DO NOT** use photography from the patient's point of view.
- 06 **DO NOT** create metaphorical imagery from photography.



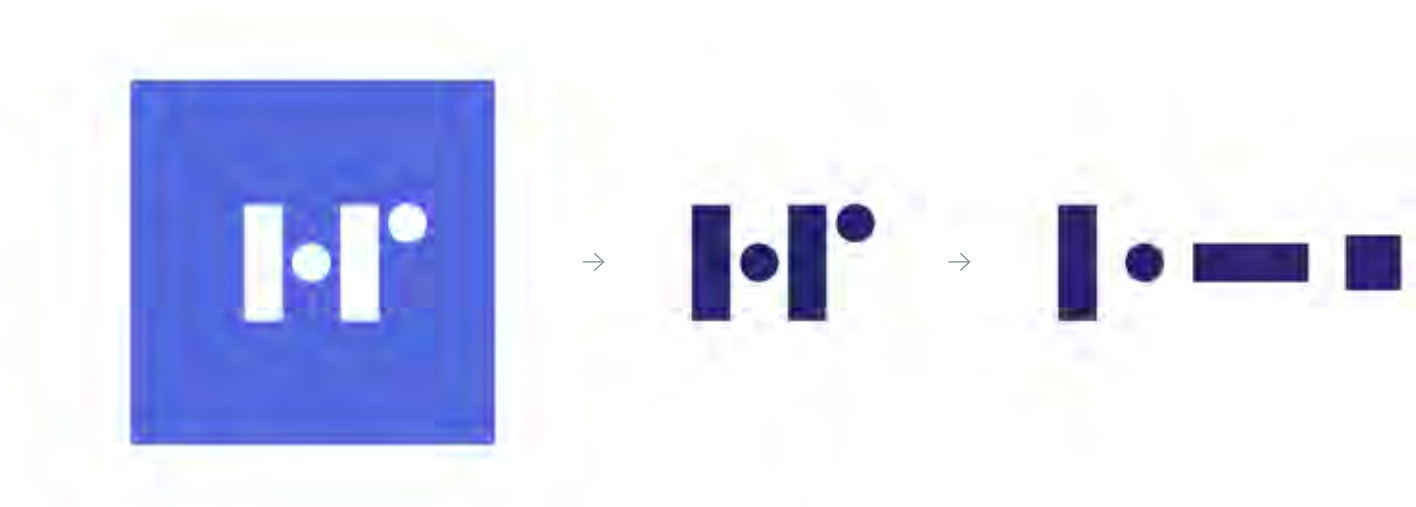
section  
08



**GRAPHIC ELEMENTS**

# PATTERN OVERVIEW: PIXEL

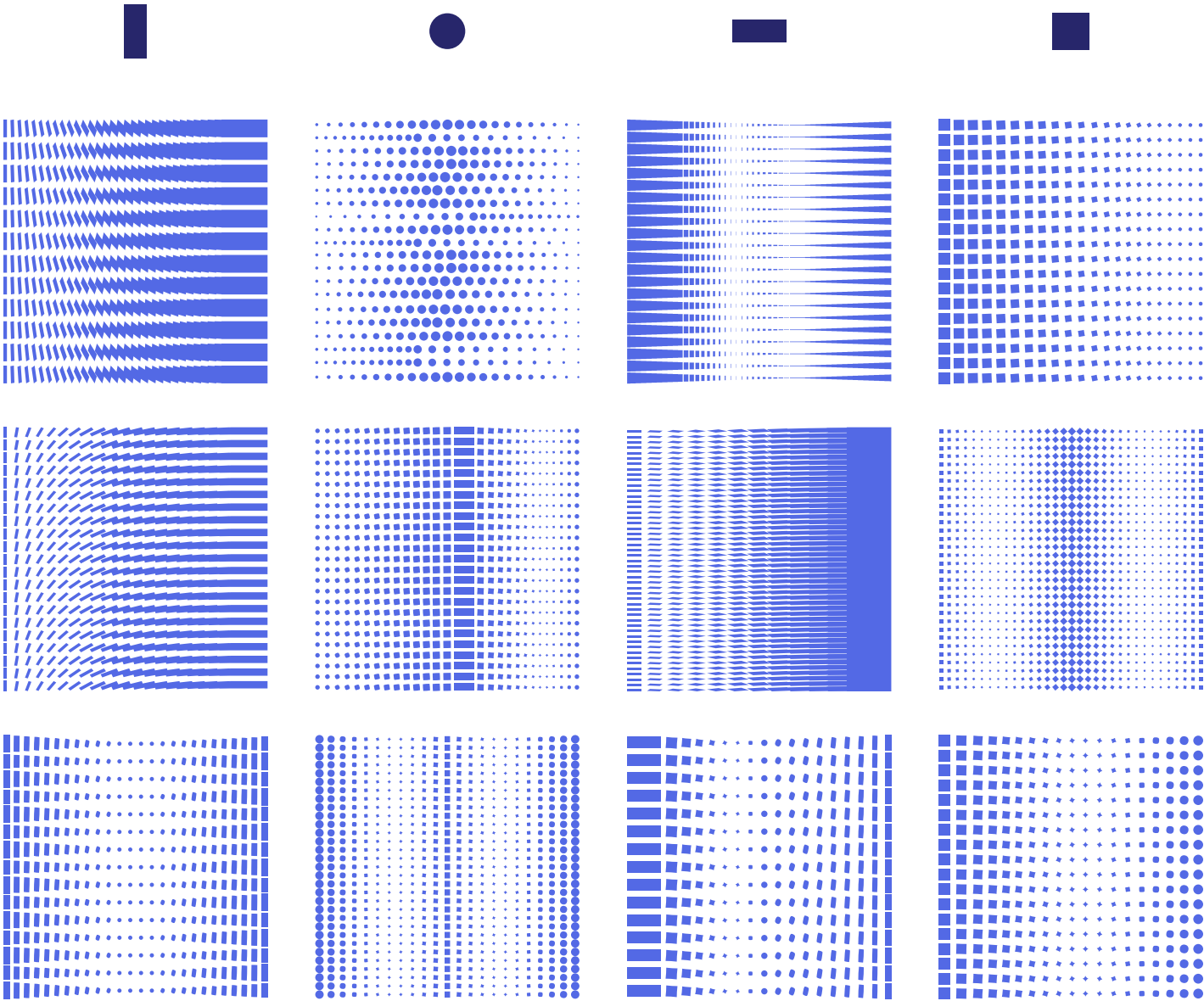
The vertical rectangle, circle, horizontal rectangle, and square are the basis for our graphic elements. These four individual pixels were used to design a series of patterns, found on the next page.



# PATTERN LIBRARY

This series of twelve patterns was designed to communicate the dynamism of the digital age and the connected care that Hillrom helps caregivers achieve. They show the transformation of one shape over a distance. Use these as an accent on communications to establish consistency.

\*NOTE: Do not create any additional patterns.

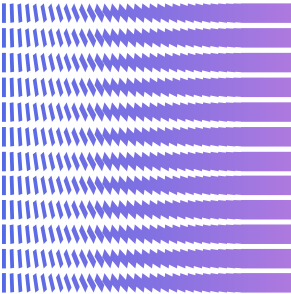


# PATTERN COLORS

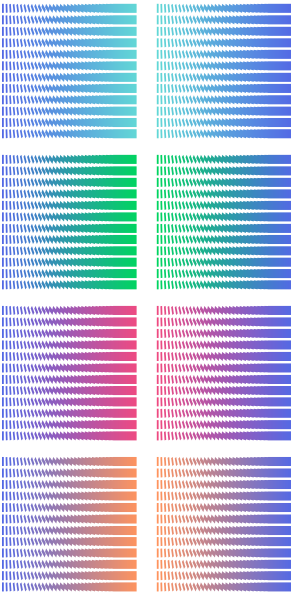
To add extra depth to these patterns, apply a gradient from Hillrom blue to one of our accent colors. On regular-sized applications like brochures or websites, use a 2-color gradient. On larger applications such as a tradeshow booth, poster, or vehicle side a 3-color gradient may be used. Patterns can also be used in white or a single accent color.

2-COLOR GRADIENTS/  
REGULAR-SIZED CANVAS

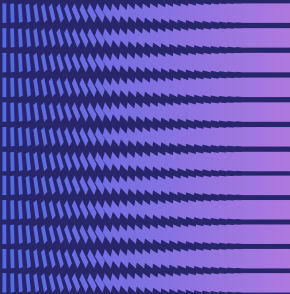
LIGHT BACKGROUND



EXAMPLES

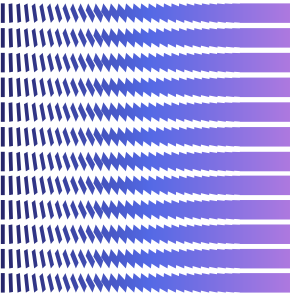


DARK BACKGROUND

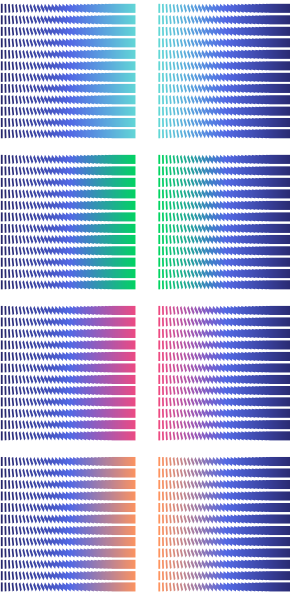


3-COLOR GRADIENTS/  
OVERSIZED CANVAS

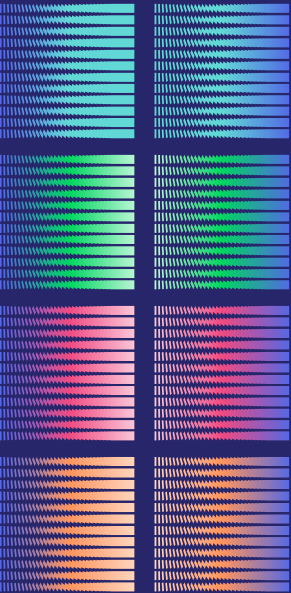
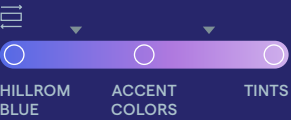
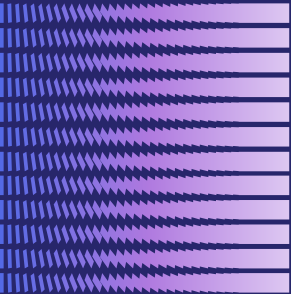
LIGHT BACKGROUND



EXAMPLES



DARK BACKGROUND



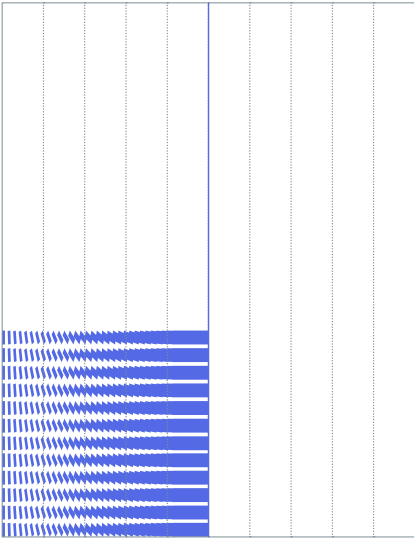


# PATTERN SIZE & SCALE

Patterns should be used to cover an area of 50%, 75% or 90% of an application’s width. A single pattern unit should only be scaled up to 75% of the width of a particular application. To cover larger areas, you should repeat the individual pattern unit and extend the right side.

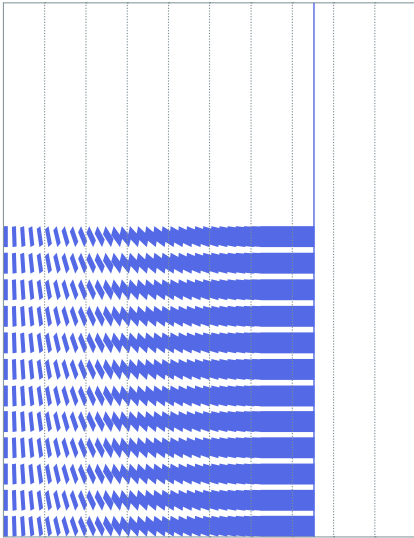
SINGLE PATTERN

MINIMUM SCALE/ RATIO  
FOR A SINGLE PATTERN



50% WIDTH

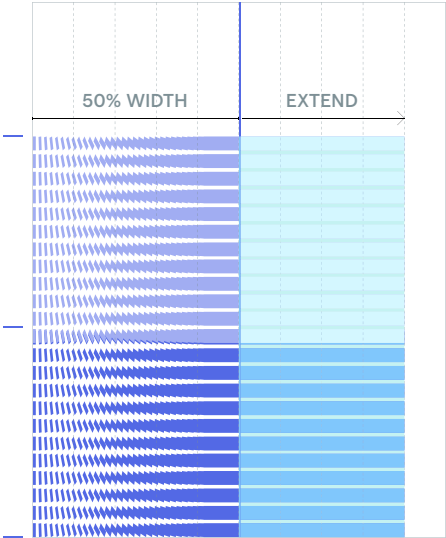
MAXIMUM SCALE/ RATIO  
FOR A SINGLE PATTERN



75% WIDTH

MULTIPLE PATTERNS

MAXIMUM SCALE/ RATIO  
FOR MULTIPLE PATTERNS



90% WIDTH TOTAL

# PATTERNS IN-USE

Here you can see the patterns used in a variety of applications. The goal here is to create a flexible and diverse system. Note how the pattern can also be used to mask a photograph as is show in the upper left example. It can also be applied over a solid color in white or a gradient. If there is sufficient contrast, you can also apply a pattern over a photograph.

Be mindful when using patterns. Do not overdo it—use patterns where the messages or spaces allow for, it is ok to have pieces without patterns. Also note that only one pattern should be used at a time.

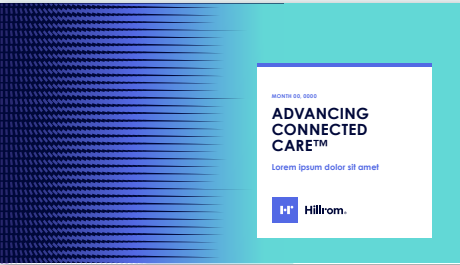
INTEGRATE WITH IMAGERY TO  
HIGHLIGHT KEY MOMENTS



USE WITH SILHOUETTED IMAGES  
AS A BACKDROP FOR PRODUCTS



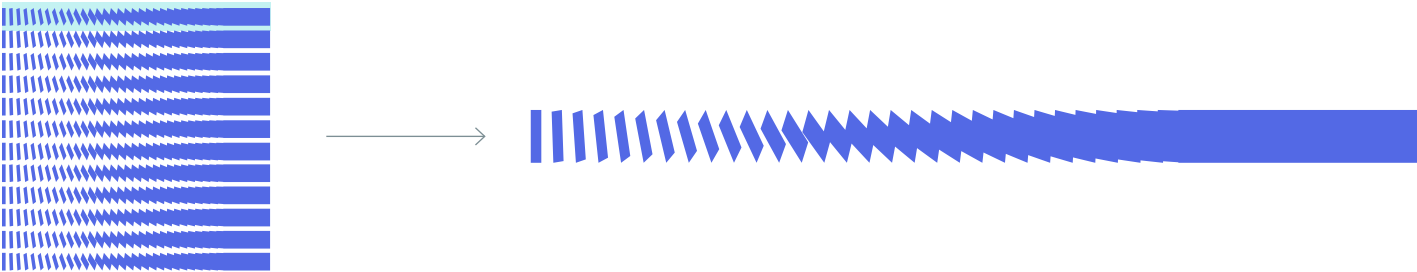
USE AS TEXTURES/ BACKGROUNDS  
WITHOUT IMAGERY



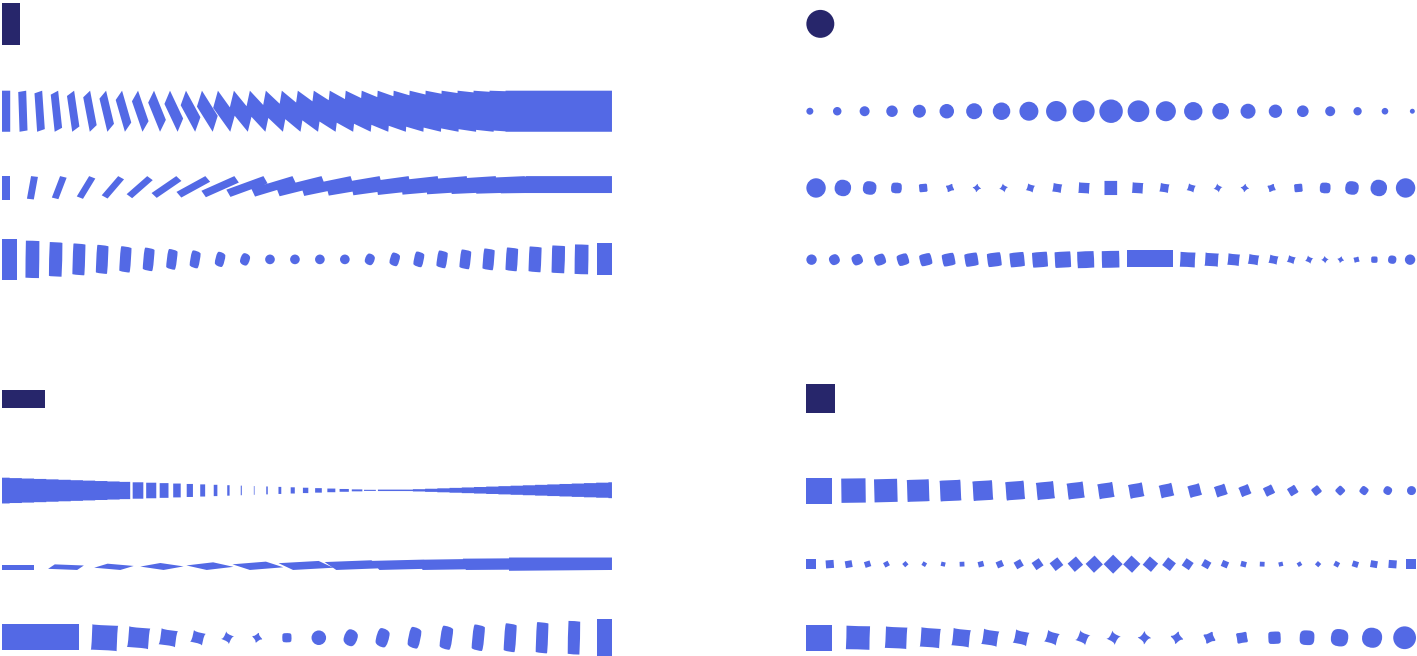
# DATA STRIPS

An individual row of each of the 12 patterns can also be used in isolation. These individual data strips add another visual element to use in our visual system.

DERIVED FROM  
PATTERN



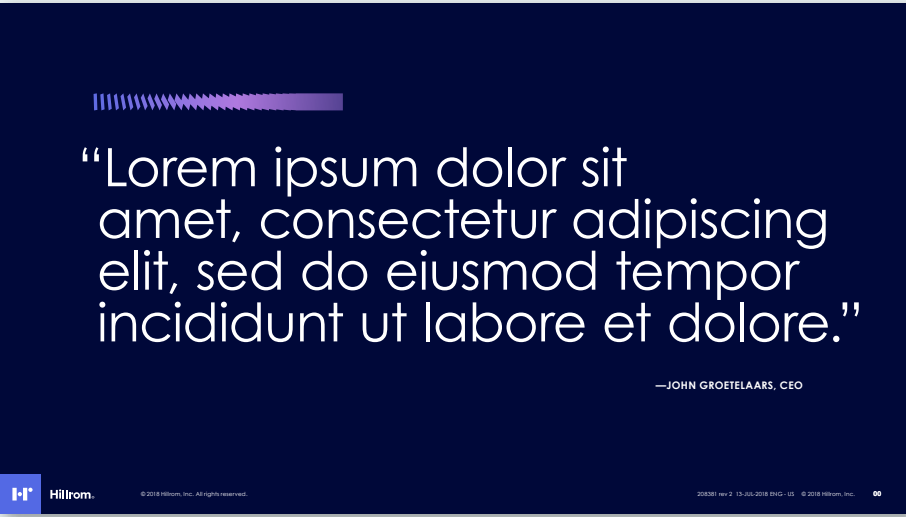
DATA STRIP LIBRARY



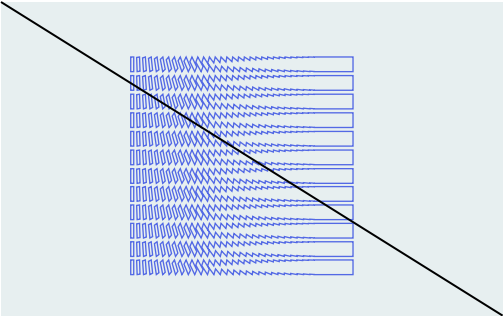


# DATA STRIPS IN-USE

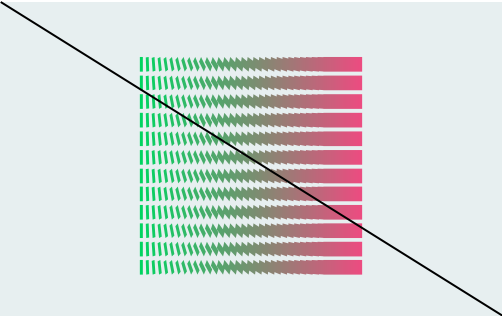
Here you can see the data strip in-use in a variety of applications.



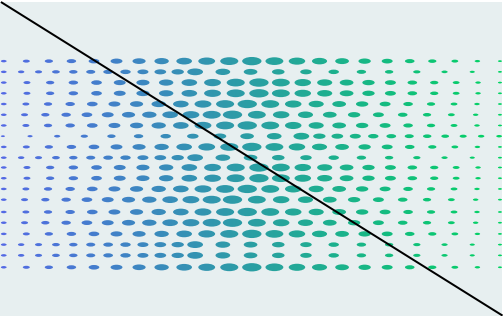
INCORRECT  
USAGE



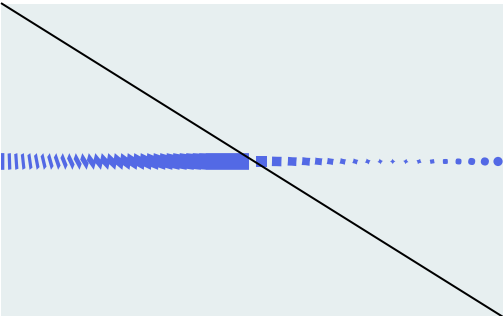
**DO NOT** outline patterns/ Data Strips.



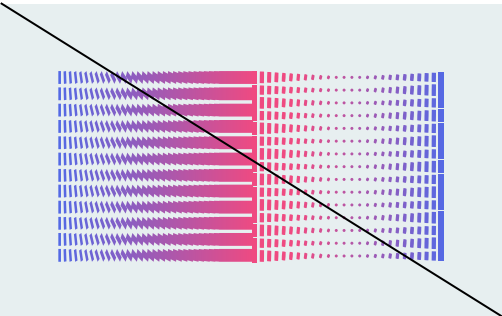
**DO NOT** use gradients from different color groups or more than one accent color.



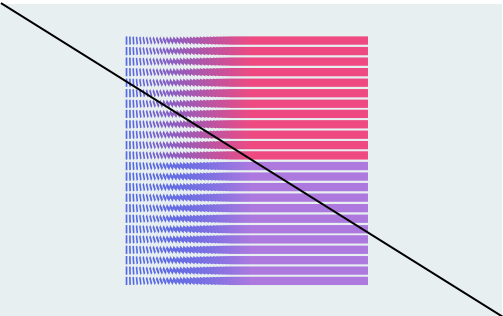
**DO NOT** stretch, scale or transform patterns/ data strips unproportionally.



**DO NOT** mix 2 Data Strips together.



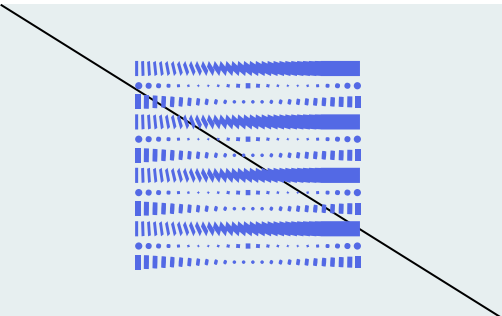
**DO NOT** intersect or use more than one pattern at a time.



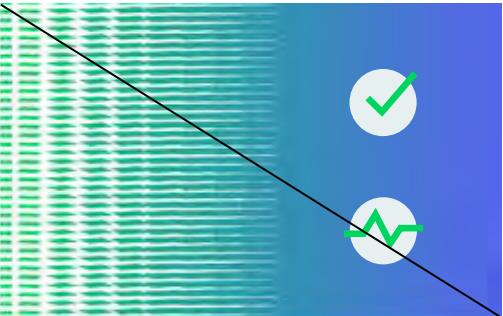
**DO NOT** apply different colors to each pattern block.



**DO NOT** place patterns/ Data Strips where they awkwardly interfere with subject.



**DO NOT** create new pattern by mixing multiple Data Strips together.

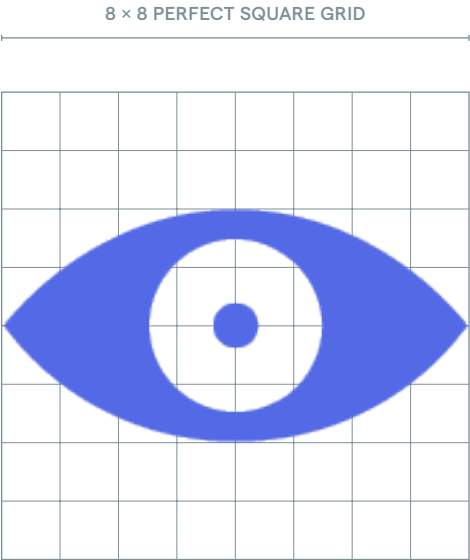


**DO NOT** use patterns in conjunction with icons.

# ICONOGRAPHY STYLE

Hillrom iconography is designed to be simple, clear, and direct. They are drawn on an 8 × 8 grid. We use our Hillrom Blue as the base color to create a recognition for our brand.

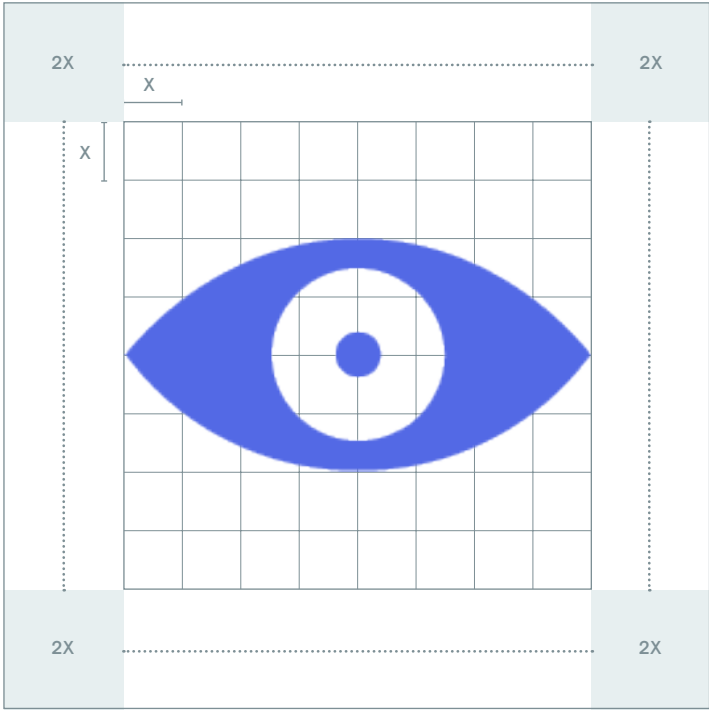
ENGINEERING GRID



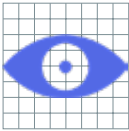
**COLOR COMBINATION:**  
GREY 1 (50%) + WHITE + HILLROM BLUE  
(OR ACCENT COLORS)

**FORM:**  
CREATED USING SIMPLE GEOMETRIC SHAPES  
THAT DERIVE FROM OUR PIXELS

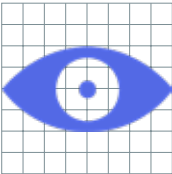
CLEAR SPACE



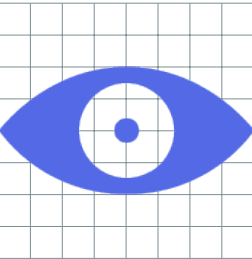
SIZING



48 × 48 PX



64 × 64 PX



96 × 96 PX

# CARE CATEGORY ICONS

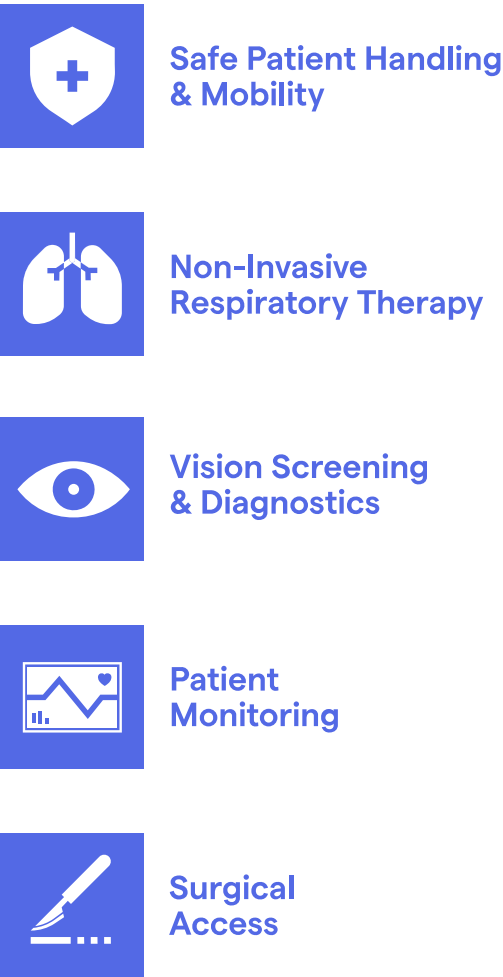
To help clearly communicate the many categories of care in which we offer products, we have designed a set of icons that represent them. These are primarily in Hillrom blue. They can be used with or without holding shape. The labels can be used to help define what they are, if needed. These should be obvious concepts but drawn with distinction.

Please use icons in square only. Do not change the holding shape.

STAND-ALONE  
ICONS



ICONS WITH  
LABELS



ICONS IN  
HOLDING SHAPE



# CARE CATEGORY ICONS: STAND-ALONE

STAND-ALONE  
ICONS

Here are care category icons in stand-alone format. Please only use approved artwork. Do not modify icons or change colors.



# CARE CATEGORY ICONS: IN HOLDING SHAPES

ICONS IN  
HOLDING SHAPES

Here are care category icons in holding shapes. Please only use approved artwork. Do not modify icons or change colors.



# CARE CATEGORY ICONS: WITH LABELS

Here are care category icons with labels.  
Please only use approved artwork. Do not modify  
icons or change colors.

ICONS WITH  
LABELS



Safe Patient Handling  
& Mobility



Surgical  
Access



Diagnostic  
Cardiology



Non-Invasive  
Respiratory Therapy



Surgical Workflow &  
Precision Positioning



Physical Exam  
& Diagnostics



Vision Screening  
& Diagnostics



Smart Beds  
& Surfaces



SmartCare™  
Services



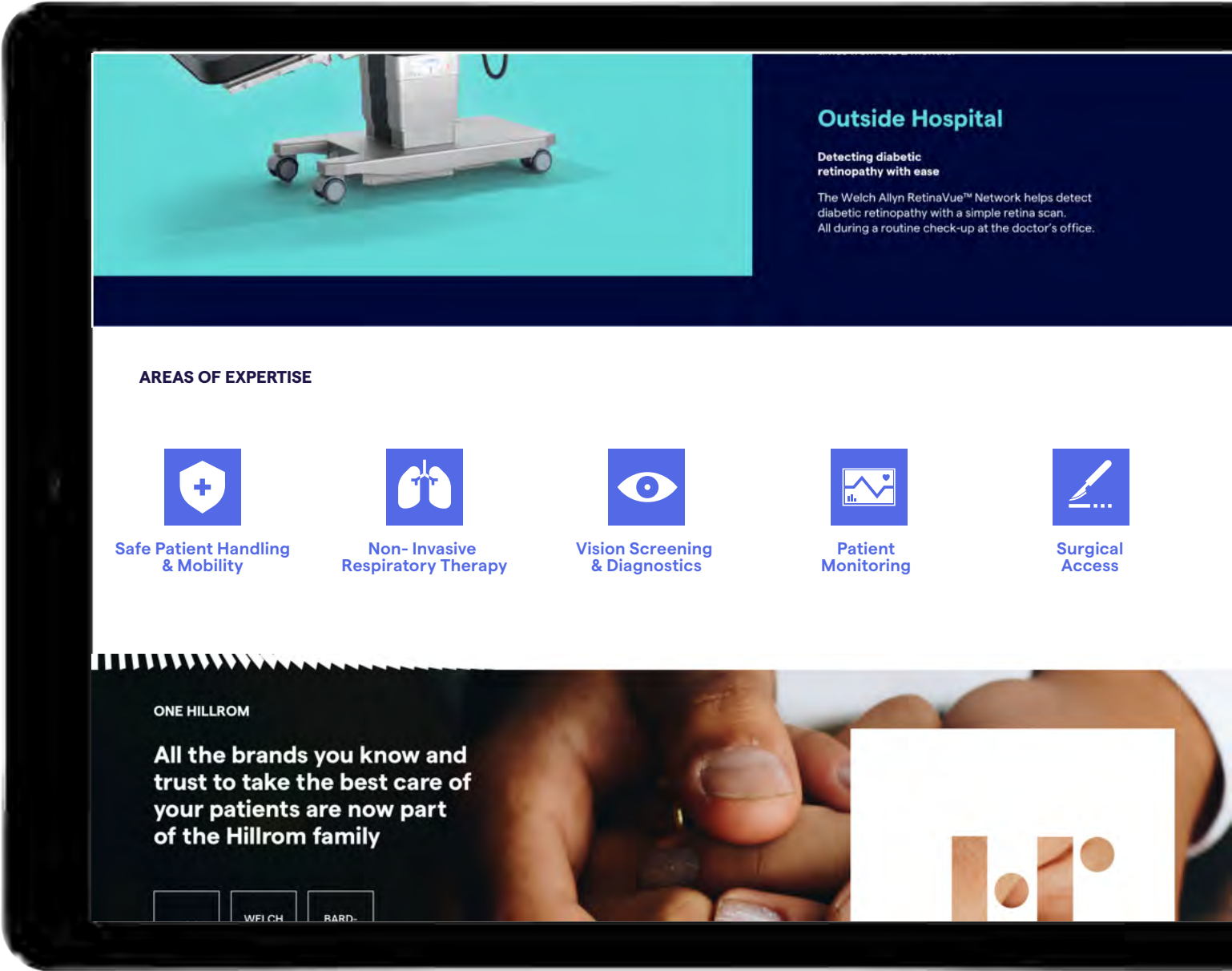
Patient  
Monitoring



Care  
Communications

# ICONOGRAPHY IN-USE

Here you can see the care category icons on a website, rotating through the accent colors.

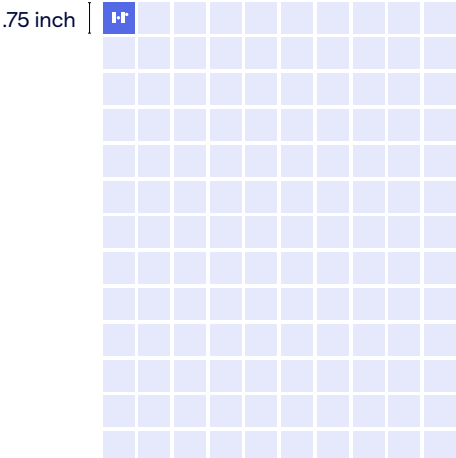




# UNIGRID

Use a unigrid based on the size of the logo to establish a grid for any application.

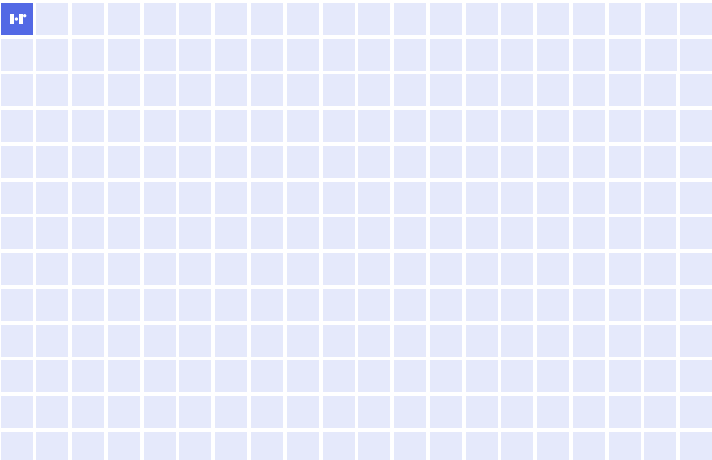
The following examples show the unigrid based on standard document sizes and the logo height of 0.75 inches or 54 pixels using a gutter of 0.15 inches or 20 pixels create a grid of squares the same size as the monogram symbol. The height of one row may be shorter to accommodate the size of the logo.



10 COLUMNS  
LETTER SIZE: 8.5 × 11 IN

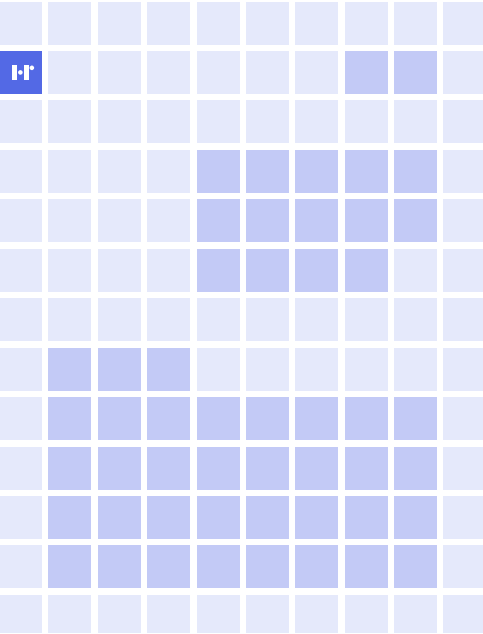


16 COLUMNS  
LEGAL SIZE: 8.5 x 14 IN

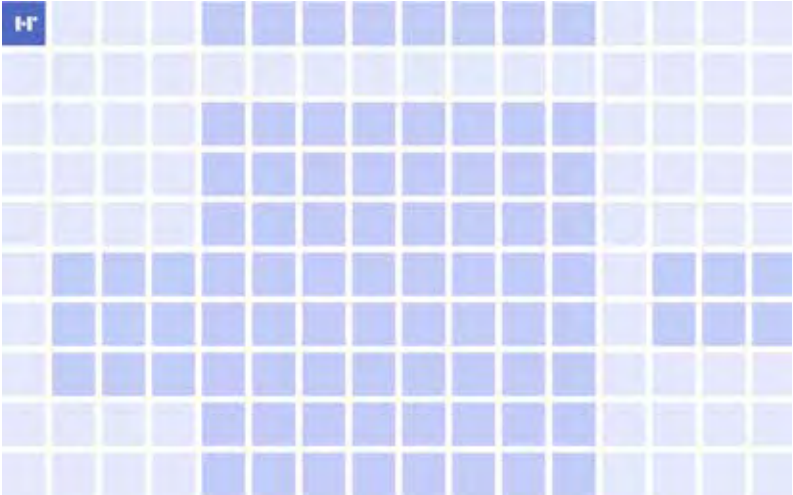


20 COLUMNS  
TABLOID SIZE: 11 x 17 IN

# UNIGRID IN-USE



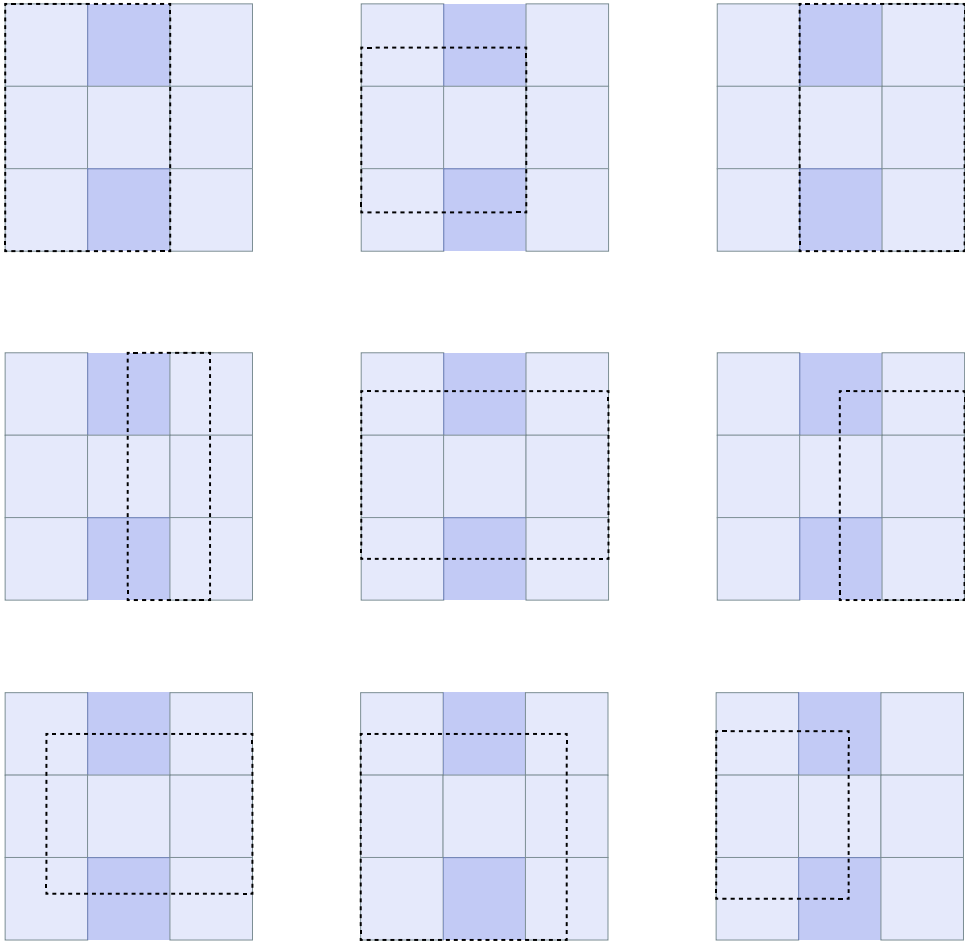
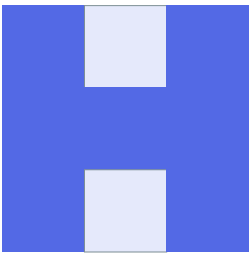
Here you can see how the unigrid was used to create both a print and digital applications.



# H GRID

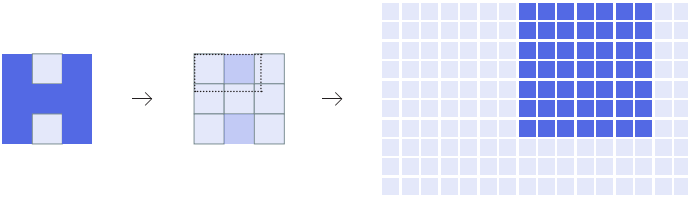
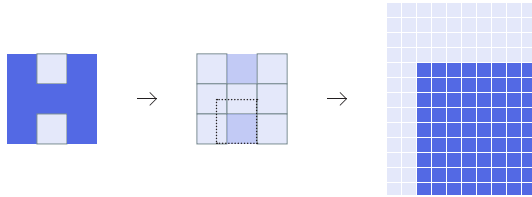
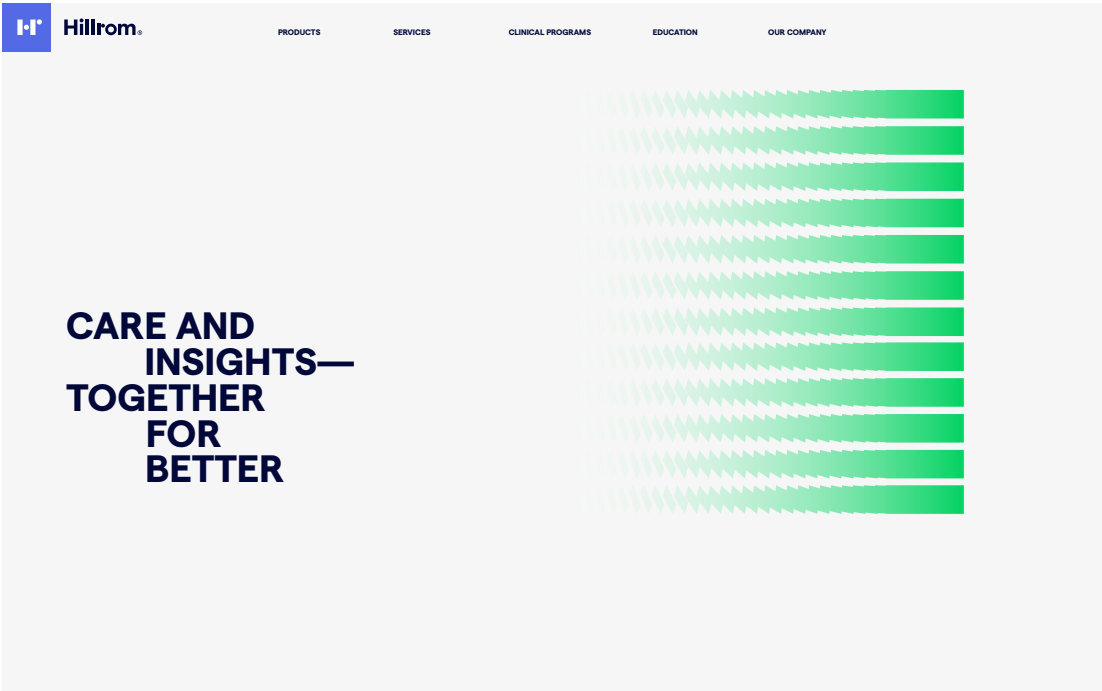
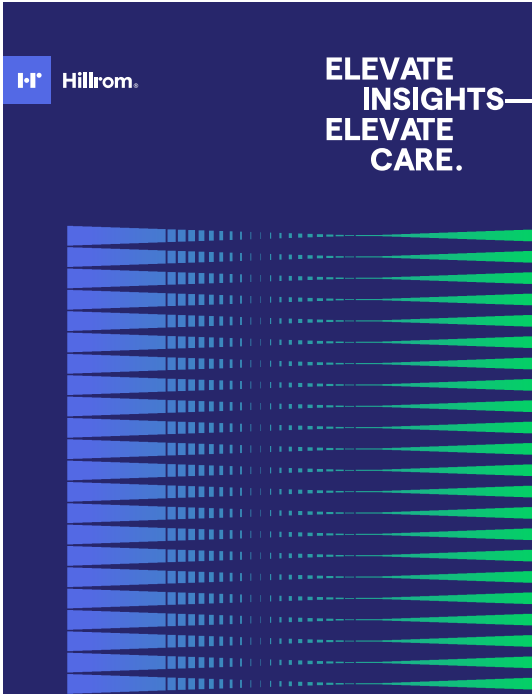
## Use the H grid for display applications.

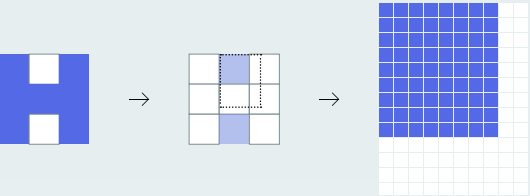
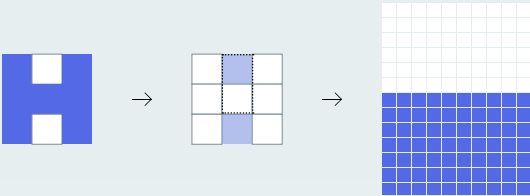
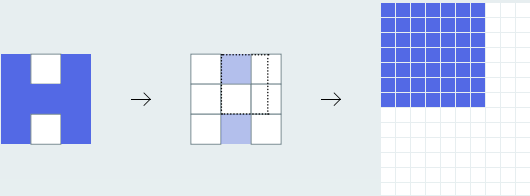
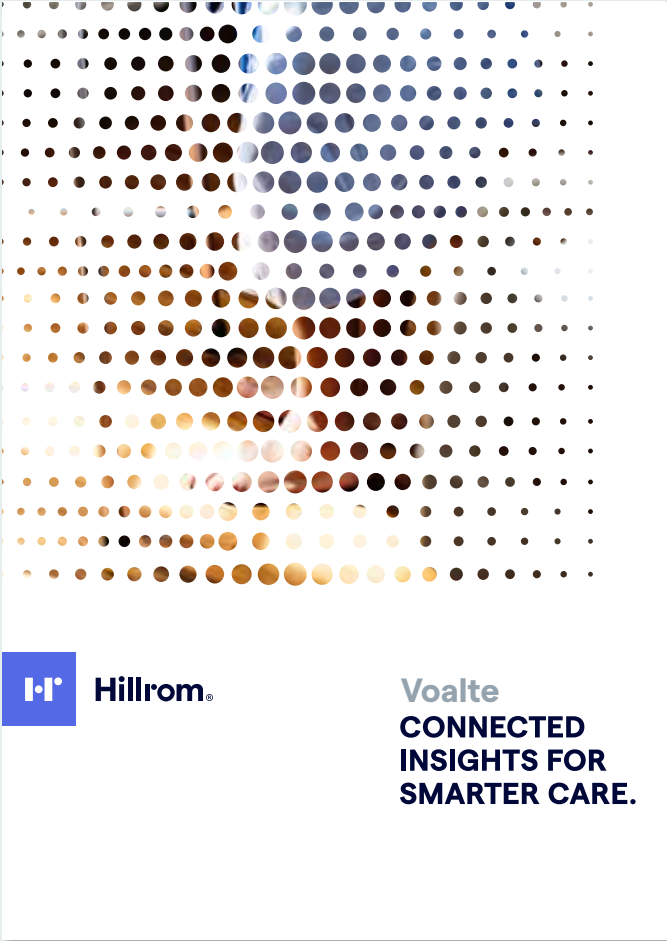
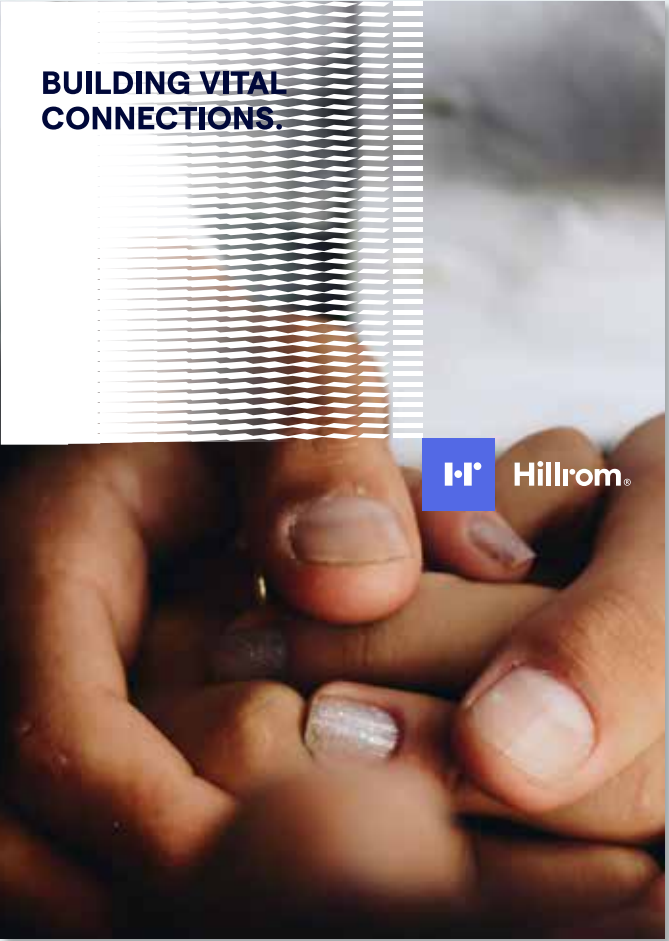
For covers, posters, and other display situations use a crop of the letter H to form more interesting compositions. You can use the positive or negative space as a guide of where to place, text, graphics, and other content.



# H GRID IN USE

Here we see the H grid used as the basis for both a brochure cover and webpage hero image.





section  
09



**BRAND VOICE**

# INTRODUCTION

Voice is **how** we say what we say.

Just like you get a sense for a brand through the way it looks, you can also **understand a brand through the way it sounds.**

A brand voice isn't just a set of attributes — it's a **strategic tool** that guides the way in which we write and say things.

When used **correctly and consistently**, our brand voice allows us to create a familiar connection to our audiences.

## Where to use our brand voice

Our voice should be applied across everything we write — from marketing and advertising communications, to business development initiatives and internal communications. This helps us sound **uniquely and consistently Hillrom** everywhere we show up — and these guidelines make it easier to do so.

OUR BRAND VOICE CONSISTS OF  
OUR PERSONALITY (WHO WE ARE), AND  
THREE SUPPORTING PRINCIPLES TO  
HELP WRITERS ACTIVATE IT EFFECTIVELY

Who we are  
when we speak

Our Personality

How we activate our  
personality in writing

Principle 1

Principle 2

Principle 3



## OUR PERSONALITY

Our personality is who we are  
when we speak and write.  
When we speak, we should  
sound like:

# The Perceptive Connector

# OUR PERSONALITY

Breaking down our personality

## The Perceptive Connector

---

- We lead with insight and perspective to create empathy with our customers and show them we understand their needs.
- We believe simple is smart. We know our customers crave clarity in an industry full of complexity, so we show our expertise in a way that's straightforward and pragmatic.
- We're committed to our customers' success. We build meaningful connections with them to evoke a sense of approachability, so they feel supported at every point along the care journey.
- We have our eye on the future, and we take our customers with us by connecting their dots so they can see the innovative possibilities ahead.

# OUR PERSONALITY

We deliver on our personality in writing through three voice principles. These principles give us specific writing tactics.

## The Perceptive Connector

1

### Lead with a point of view

Our customers want a partner who understands their needs and can support them effectively. We always lead with insight and perspective to surface actionable benefits that are relevant and straightforward.

2

### Keep it human

Our industry is full of jargon and information overload. We don't speak like that. We take an approachable, human tone so we can support our customers in the unique moment they're in.

3

### Inspire what's next

Our industry is ever evolving, and as a leading technology company, we're energized by what the future holds. Where appropriate, we spark our customers' imaginations by inspiring possibilities that help them see the potential in innovation.

# VOICE TACTICS

1

## Lead with a point of view

Our customers want a partner who understands their needs and can support them effectively. We always lead with insight and perspective to surface actionable benefits that are relevant and straightforward.

### Do:

- ✔ **Lead with a perspective** to show your audience you understand who they are, and what they may need from us. (e.g., “We know your patient’s success is your success.”)
- ✔ **Anticipate your audience’s questions** or gaps in knowledge by providing answers before they have to ask (e.g., starting a headline with a point of view or insight that’s relevant to what you’re communicating).
- ✔ **Use real stories and proof points** to bring ideas to life in way that sparks your audiences’ imagination (e.g., provide an anecdote with data about how our products improved patient outcomes for a customer).
- ✔ **Be straightforward.** You can achieve this by giving audiences what they need quickly (e.g., try using bullets, bolding, Q&A, etc.) and being economical with copy overall .

### Don’t:

- ✘ Overwhelm your audience with information they won’t need at that moment.
- ✘ Overcomplicate with long-winded stories or examples.
- ✘ Be steadfast or too matter-of-fact (e.g., phrasing like “you must” or “you need to”); just because we have a point of view doesn’t mean we aren’t open to other ideas.
- ✘ Bury important benefits and details.

# VOICE TACTICS

Our industry is full of jargon and information overload. We don't speak like that. We take an approachable, human tone so we can support our customers in the moment they're in.

2

## Keep it human

### Do:

- ✔ **Feel accessible** by using inviting language that is conversational, yet professional. This helps us get on our audiences' level. (e.g., "We'd love to show you how Linq can smooth out your workday.")
- ✔ **Break down complex terminology and industry jargon** in simple, straightforward language that anyone can understand (e.g., ask yourself "if I wasn't in the healthcare industry, would I understand this?").
- ✔ **Speak in first and second person** where appropriate to draw your audience in (e.g., use words like we, you, together, etc.).
- ✔ **Find the heart in medical technology** by reminding our audiences that we're serving them so they can ultimately better serve their patients and improve outcomes. (e.g., "Our goal is to keep your patients more comfortable.")

### Don't:

- ✘ Overuse warm language to the point of coming across as too soft.
- ✘ Speak in third person — it makes us feel unapproachable and distant.
- ✘ Use slang or shorthand. It makes us sound unprofessional.
- ✘ Dumb things down too much — we don't ever want to discount our audiences' intelligence.
- ✘ Be too brief. We want to be succinct and to the point without sacrificing clarity.

# VOICE TACTICS

Our industry is ever evolving, and as a leading technology company, we’re energized by what the future holds. Where appropriate, we spark our customers’ imaginations by inspiring possibilities that help them see the potential in innovation.

3

## Inspire what’s next

### Do:

- ✔ **Use an upbeat tempo** to create an energy and rhythm that makes our writing feel engaging (e.g., try em-dashes and short sentence structures).
- ✔ **Use active, forward-looking language** that keeps audiences wanting more. (e.g., “Imagine a tomorrow where remote care means more connected care.”)
- ✔ **Where appropriate, ask bold questions** that make your audience think about tomorrow in a new way. (e.g., “Are you ready for care that predicts?”)
- ✔ **Help your audience see the future** of care by connecting where they are today with the possibilities of tomorrow. (e.g., “More connected care today for a more insightful tomorrow.”)

### Don’t:

- ✘ Sound flippant or disingenuous; modulate energy to sound authentic (e.g., don’t overuse exclamation points).
- ✘ Be overly energetic or excited, especially when writing about topics that are more serious.
- ✘ Overpromise how Hillrom can meet their needs and challenges — keep it realistic.

# Bringing the voice to life

Disclaimer: We appreciate and understand that all copy will need to be written in a way to gain regulatory approval. The intent of the following pages is to show how to use our voice, but regulatory requirements will ultimately determine what specific words can and can't be said.

# CENTRELLA® SMART BED BROCHURE

Before

## Post-Acute Care is Changing

Life-altering moments happen in post-acute care. Chronic conditions are on the rise, and hospitals continue to discharge patients at a faster rate.

In response, post-acute care must meet the challenge of advanced care head on.

To do so, you need a comprehensive solution.

After

**A WE UNDERSTAND THE  
POST-ACUTE CARE  
DEMANDS YOU’RE FACING.**

**B** These days, anything can happen in post-acute care. With chronic conditions on the rise and hospitals discharging patients faster than ever before, post-acute care comes with its own unique challenges that must be met head on.

**C** In those challenges, we saw an opportunity to create a modern, more comprehensive solution.



# MONARCH® INSTRUCTIONAL GUIDE

Before

## Welcome to the Monarch® Airway Clearance System

The Monarch® Airway Clearance System from Hill-Rom Respiratory Care is part of our gold standard airway clearance therapy family. We want to Clear the Way for better days with our products, world-class people to support your care, and an innovative pipeline of new products to enhance your respiratory health.

We created the Monarch® System to provide patients with the ability to open new doors of mobility, to get their crucial therapy on-the-go. We invite you to enjoy the freedom of effective, mobile therapy.

If you have any questions, please do not hesitate to call our customer service team at 1.800.426.4224

See The Monarch Airway Clearance System User Manual (195292) for the Intended Use, Indication for use, Contraindications, Warnings and Cautions.

After

## A THE AIRWAY CLEARANCE THERAPY YOU NEED. THE FREEDOM YOU DESERVE.

The Monarch® Airway Clearance System from Hillrom is part of our gold standard airway clearance therapy family. Since we believe patients should be able to get the care they need whenever and wherever they need it, we created the Monarch® System to empower them to get therapy while on the go.

C You always inspire us, and we're eager for you to enjoy a better tomorrow with the freedom of mobile therapy.

B If you have any questions, we're here for you. You can reach our customer service team at 1.800.426.4224.

A – LEAD WITH A POINT OF VIEW

B – KEEP IT HUMAN

C – INSPIRE WHAT'S NEXT

# INTERNAL COMMUNICATIONS

Before

## Total Rewards News

### Open Enrollment 2019

Dear Colleagues,

2019 Benefits Open Enrollment has begun. Please complete Open Enrollment online at the [Hill-Rom Benefits Center](#) by Friday, November 16.

If you’ve not done so already, please take the time to determine which enrollment options make the most sense for you and your family. Resources to inform your decision making can be accessed on the Open Enrollment page of Connect, and through the links in this email.

All benefit elections will roll over into 2019 if you do not make a change. Enrollment is required for pretax HSA contributions and the flexible spending account (FSA).

Whether it’s during one of the remaining Open Enrollment meetings, [by email](#), or by calling the Hill-Rom Benefits Center at 1-866-296-5033, the Hill-Rom Benefits team is here to help you. Please contact us with your questions.

After

## TOTAL REWARDS NEWS

**A** Open Enrollment 2019 is underway now

**B** Team,

The 2019 Benefits Open Enrollment has officially begun. **A** Please make or change your elections [here](#) by Friday, November 16.

**A** If you haven’t yet, please take a moment to determine which enrollment options make the most sense for you and your family. If you need help making a decision, you can find helpful resources [here](#). **B**

**A** Please remember, enrollment is required for pretax HSA contributions and the flexible spending account (FSA). And all benefit elections will roll over into 2019 if you do not make a change.

**A** Have questions? We want to help you. **B** If you can’t make one of the remaining open enrollment meetings, you can reach us by email or give us a call at 1-866-296-5033.

# SOCIAL MEDIA POST

Before

It can be hard to fit your therapy into your life, even though you know how important it is. The Monarch<sup>®</sup> System changes all that. Its revolutionary new technology helps to clear your airways while allowing you to move about freely. That lets you fit more in your day, do more of the things you love, and take more control of your life. Watch this video to see how the Monarch<sup>®</sup> System mobile therapy works.  
#mymonarch

After

**A** You need airway clearance therapy, but you also need to live your life. The Monarch<sup>®</sup> System lets you do both. **B** Revolutionary mobile technology helps to clear your airways while you're going about your day—so you can keep doing the things you love. **C** Watch this quick video to see how you can take more control of your health and live your life. #mymonarch

A – LEAD WITH A POINT OF VIEW

B – KEEP IT HUMAN

C – INSPIRE WHAT'S NEXT

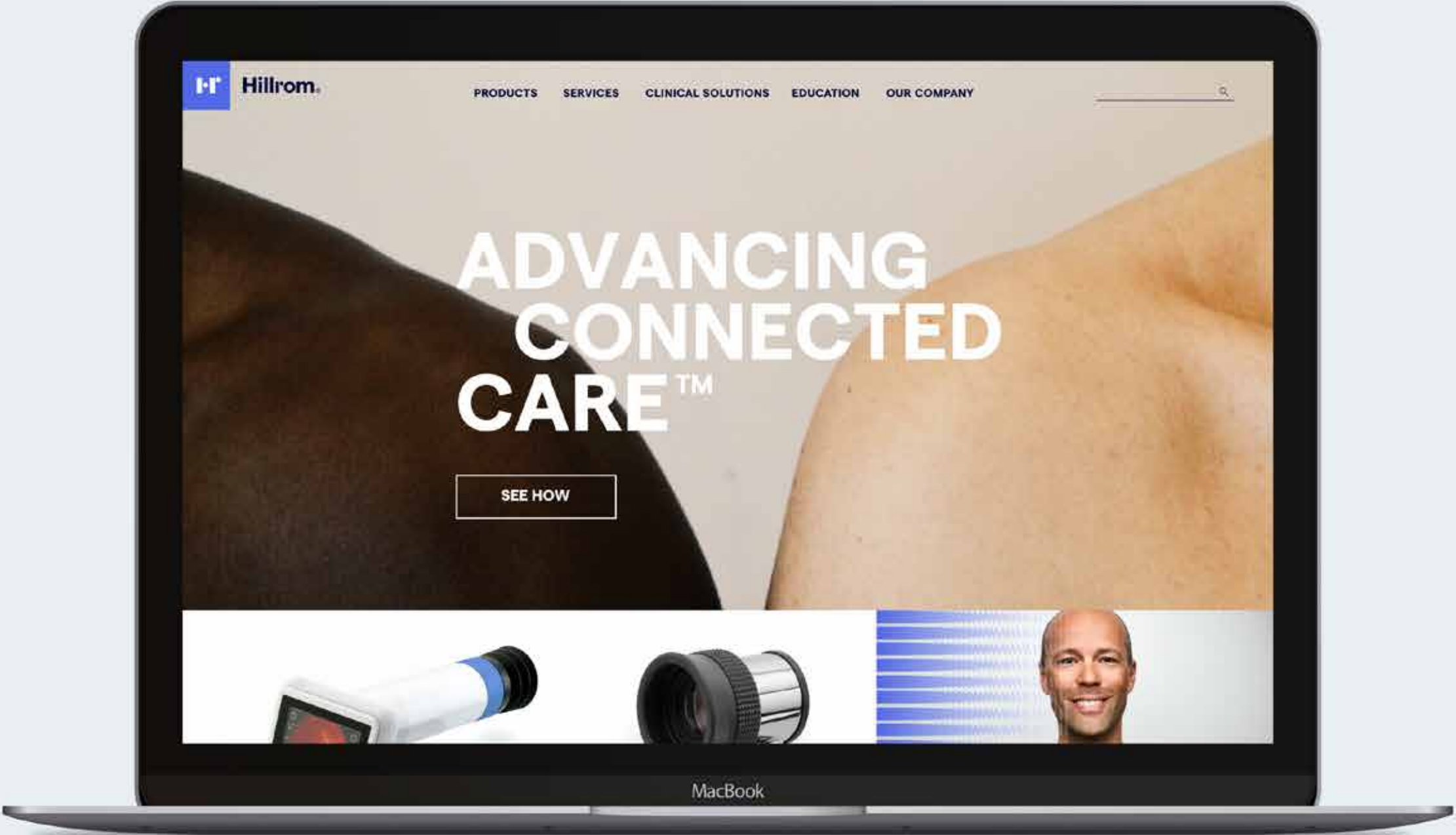
section  
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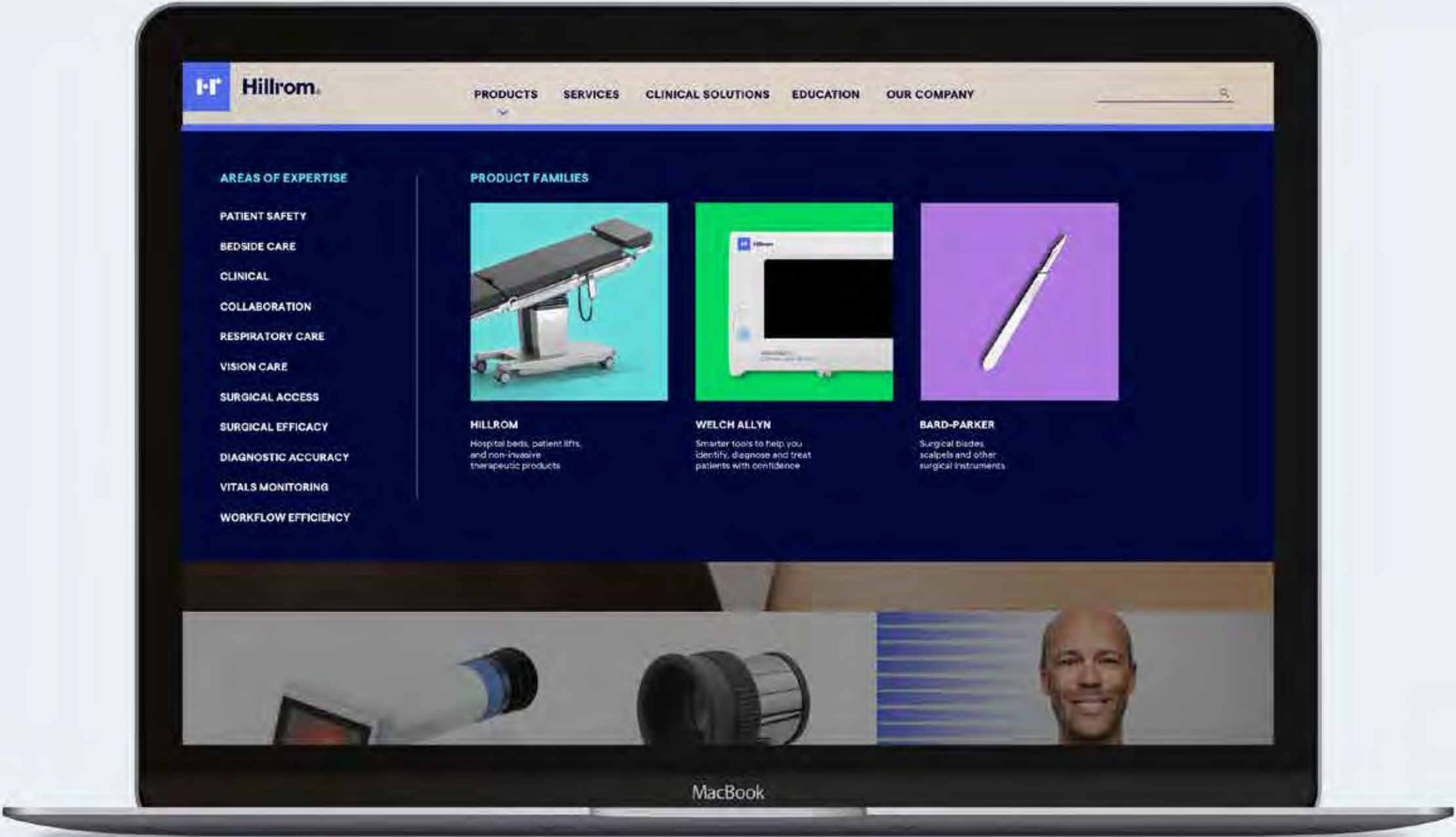


**DIGITAL**

**UI STYLE GUIDE**

**WORK  
IN  
PROGRESS**







# ADVANCING CONNECTED CARE™

[SEE HOW](#)

## Med tech innovation for better outcomes

We provide doctors, nurses and caregivers around the world with solutions that help diagnose, treat and protect their patients. Our products and services help speed up recoveries and manage condition — and they're available everywhere you need them.

[LEARN MORE](#)

### WHERE YOU'LL FIND US

#### Inside Hospital

Integrated solutions for better outcomes

Our solution can streamline communications, reduce patient falls by 56% and reduce response times from 1 to 2 months.

#### Outside Hospital

Detecting diabetic retinopathy with ease

The Welch Allyn RetinaVue™ Network helps detect diabetic retinopathy with a single retina scan. All during a routine check-up at the doctor's office.

### ONE HILLROM

All the brands you know and trust to take the best care of your patients are now part of the Hillrom family

HILLROM

WELCH  
ALLYNSARD-  
PARKER

### OUR COMPANY & CULTURE

#### WORKING TOGETHER FOR THE GREATER GOOD

[Learn more >](#)

#### A GLOBAL COMPANY SERVING OVER 100 COUNTRIES

[See how >](#)

#### DIVERSITY, INCLUSION & BELONGING

[Explore more >](#)

#### A REWARDING PLACE TO WORK

[Visit our Careers Site >](#)

#### REAL PEOPLE, REAL STORIES

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### WHAT WE'RE UP TO

## NEWS & PRESS RELEASES

May 16, 2019

#### WELCH ALLYN EXPANSION

Hillrom inaugurates 100,000 sq. ft. Welch Allyn campus expansion.

[Read more >](#)

May 17, 2019

#### COMPREHENSIVE DIABETES CARE

Siemens Healthcare and Hillrom to provide comprehensive diabetes care.

[Read more >](#)





## WHERE YOU'LL FIND US

### Inside Hospital

Our solution can streamline communications reduce patient falls by 58% and reduce response times from 1 to 2 months.

### Outside Hospital

The Welch Allyn RetinaVue™ Network helps detect diabetic retinopathy with a simple retina scan. All during a routine check-up at the doctor's office.



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## OUR COMPANY & CULTURE

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TOGETHER FOR THE  
GREATER GOOD

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DIVERSITY  
INCLUSION  
& BELONGING

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## WHAT WE'RE UP TO

May 11, 2019

### WELCH ALLYN EXPANSION

Hillrom inaugurates 100,000 sq.ft. Welch Allyn campus expansion.

[Read all news >](#)

May 17, 2019

### COMPREHENSIVE DIABETES CARE

Siemens Healthcare and Hillrom to provide comprehensive diabetes care...

[Read all news >](#)

Hillrom.

HOME

PRODUCTS

SERVICES

CLINICAL PROGRAMS

EDUCATION

OUR COMPANY

Careers

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Company Overview

Social Responsibility

Ethics & Compliance

Supplier Requirements

Ideas Submission Center

Board of Directors

SALES & SUPPORT

800-455-3730

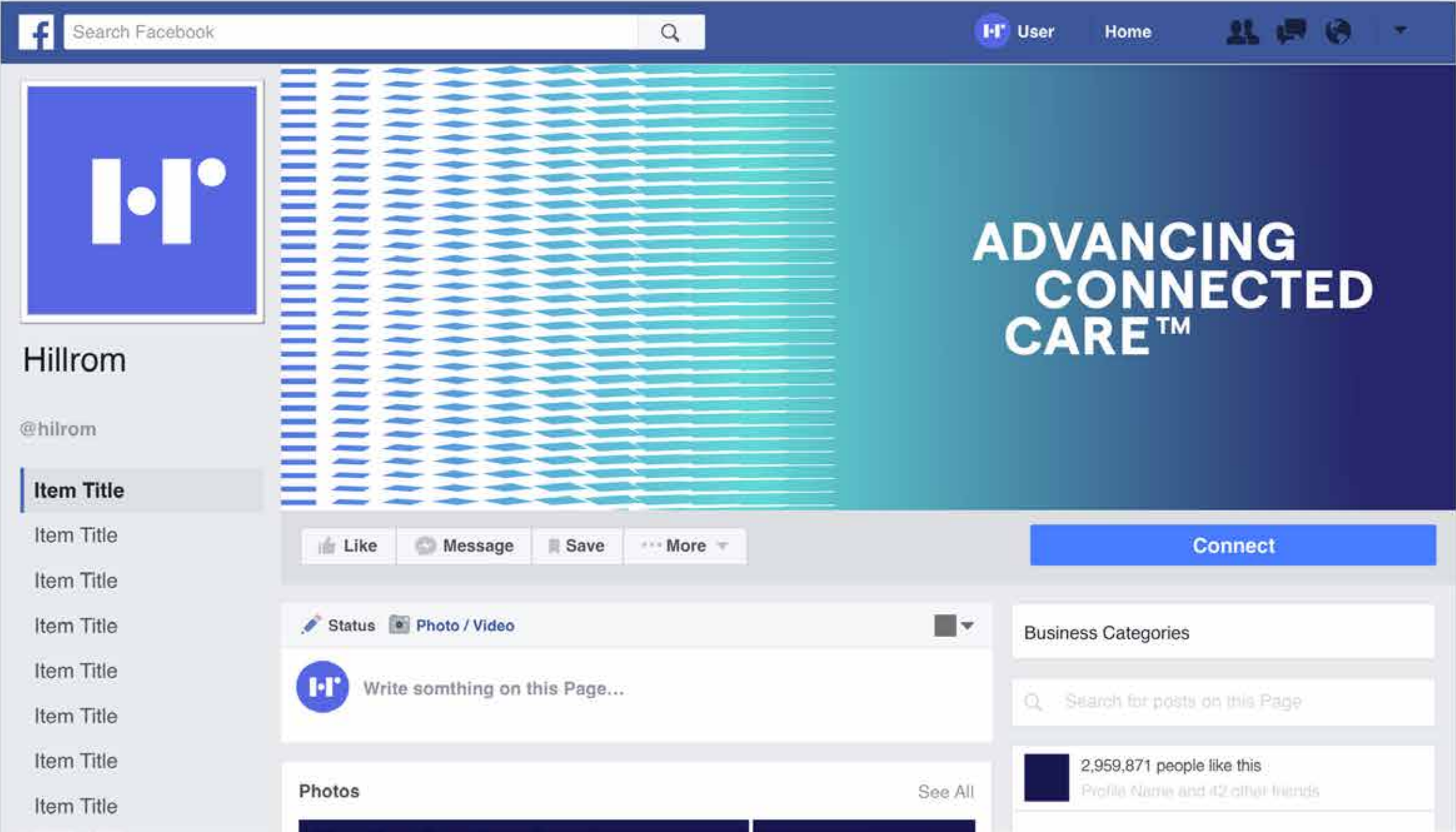
Email

SERVICE & PARTS

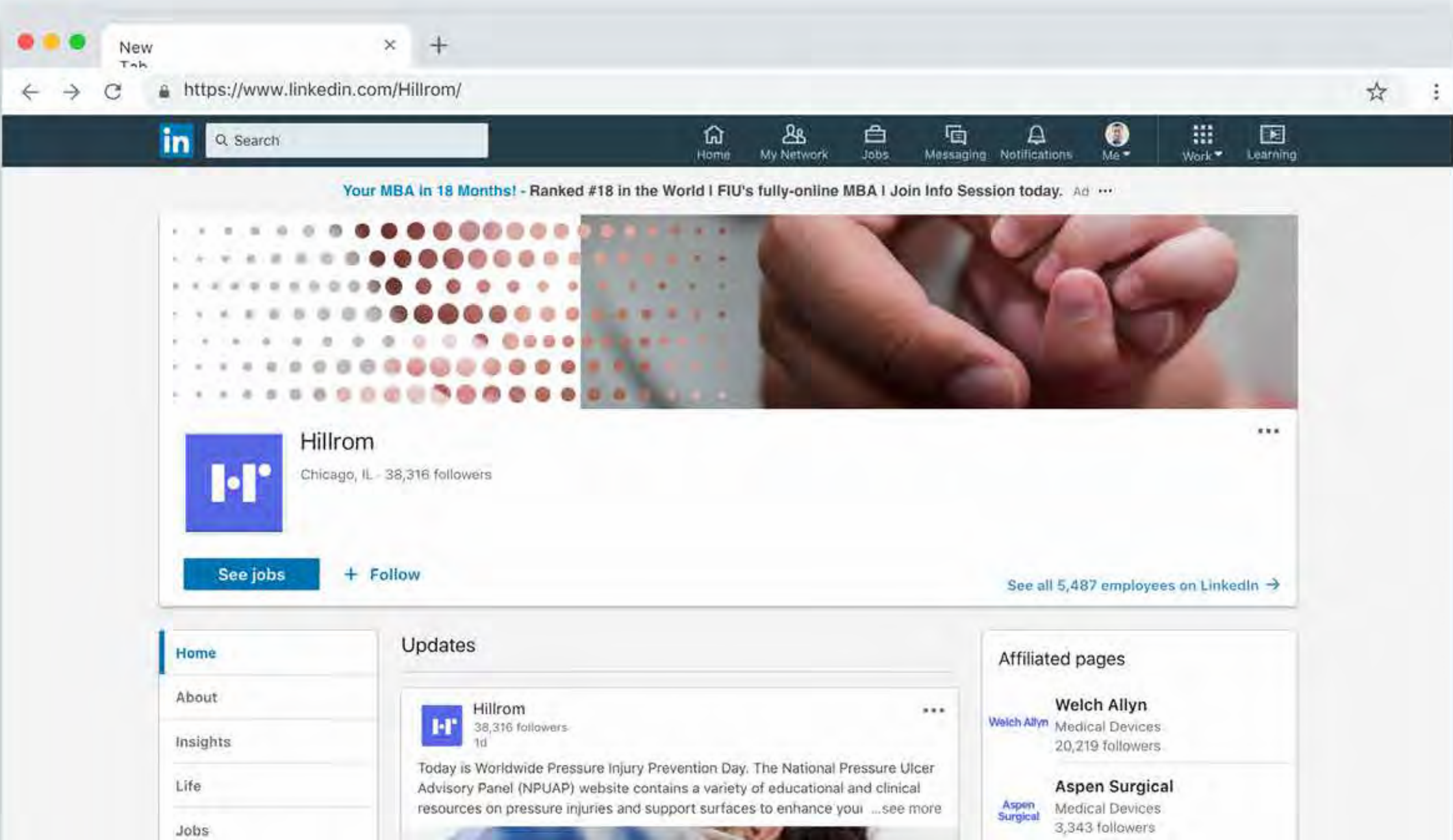
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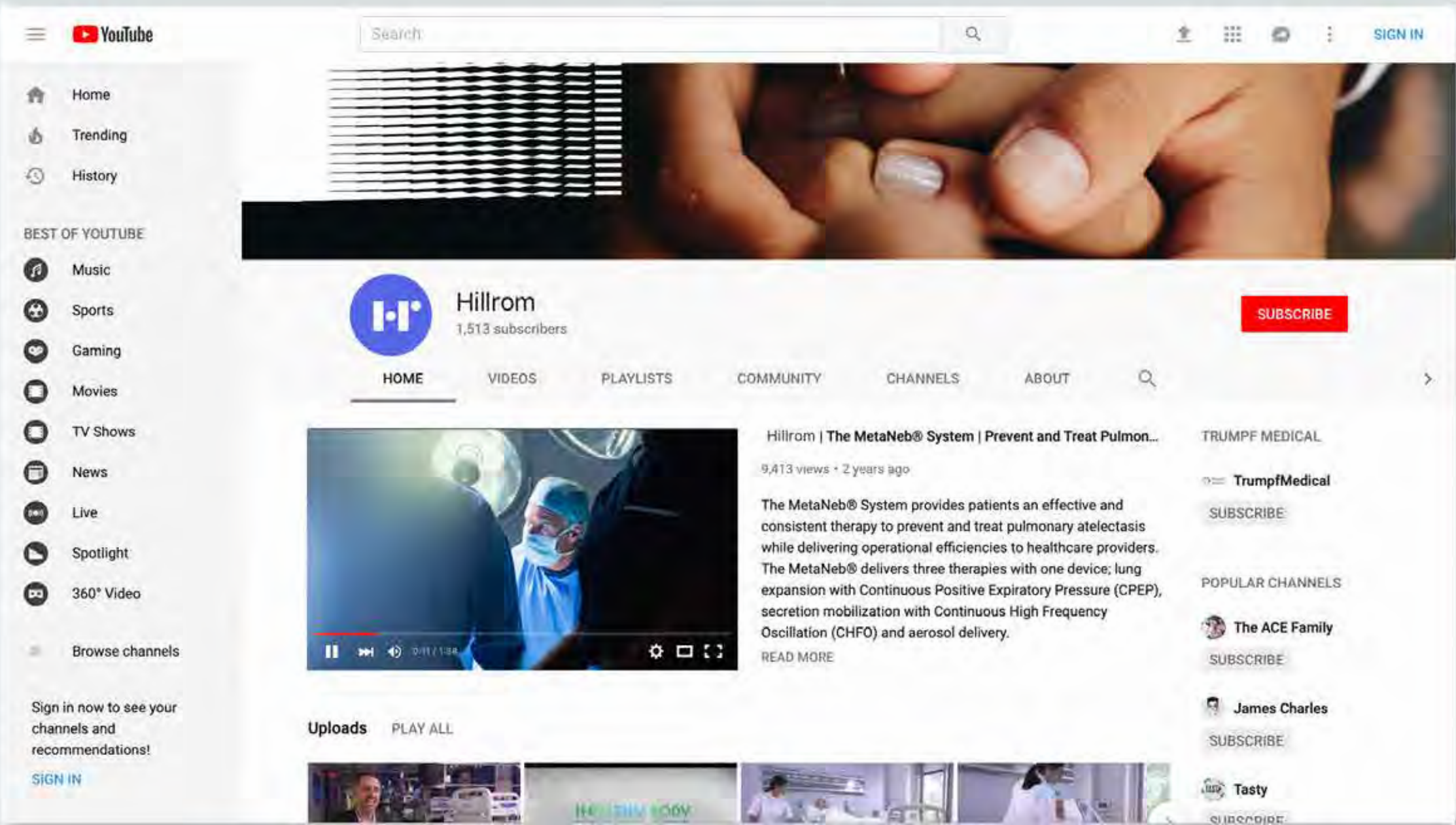
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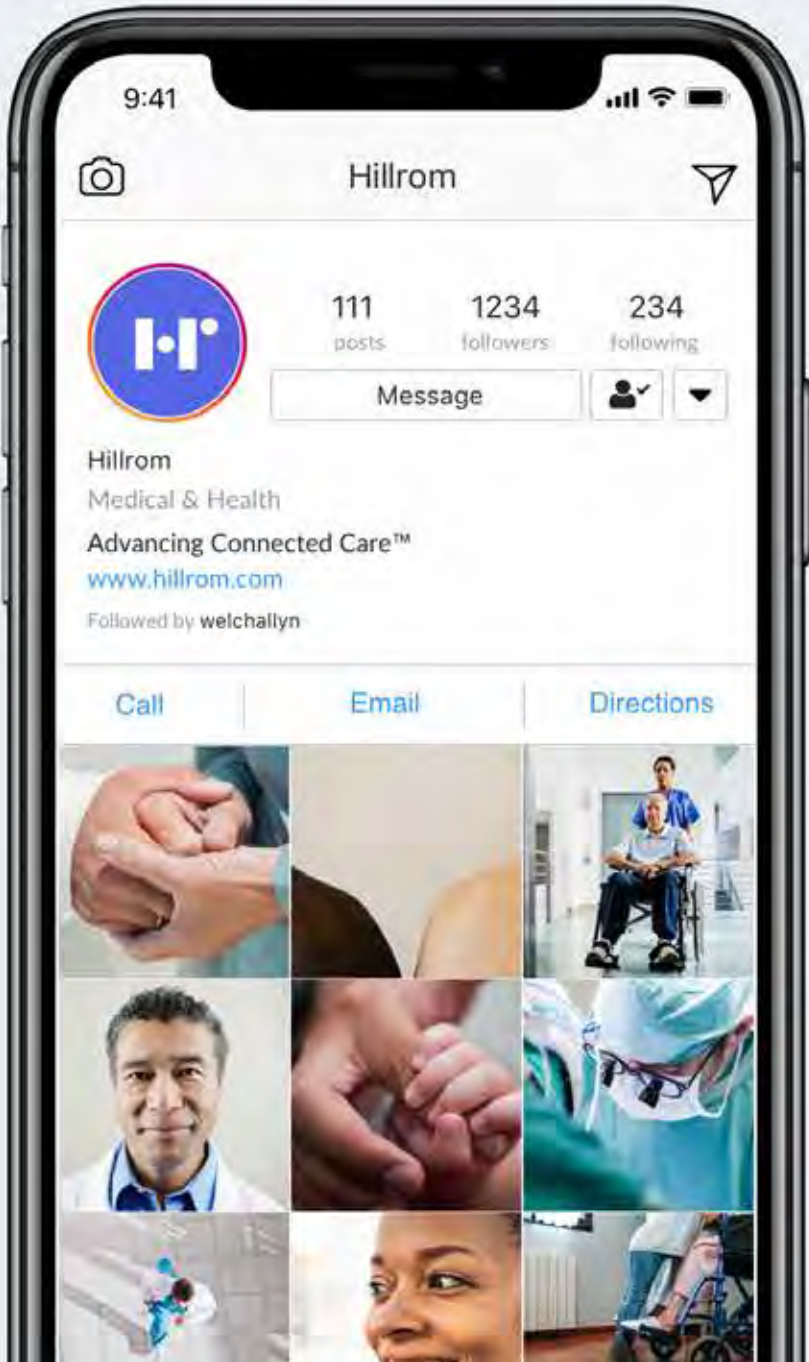










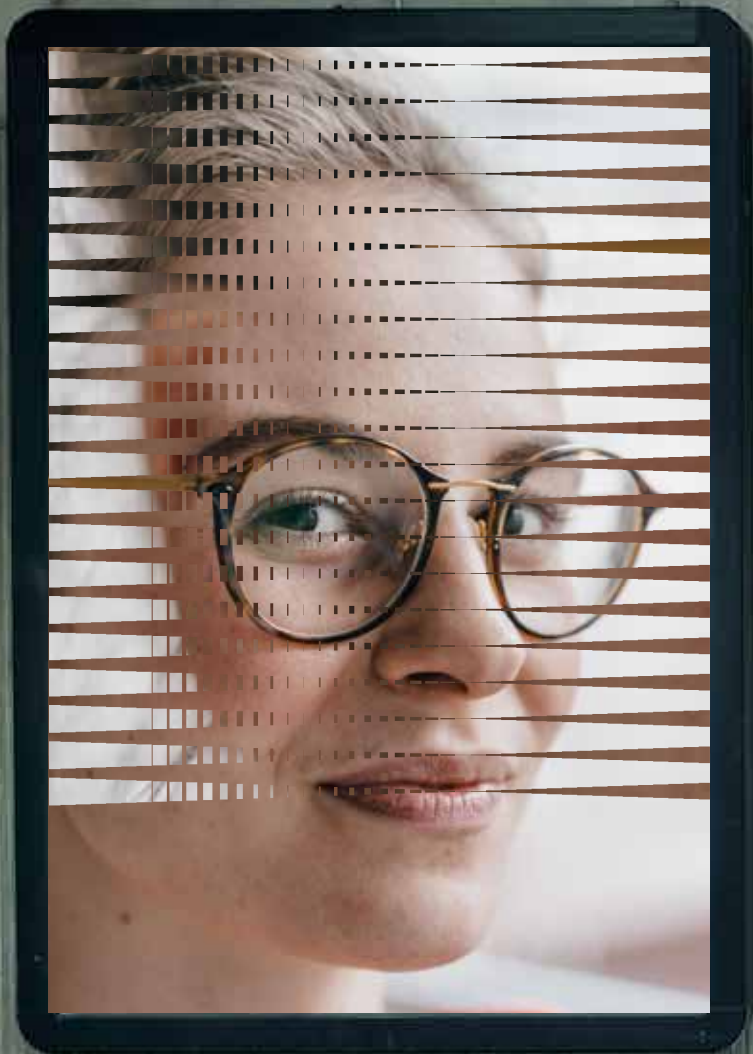


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APPLICATIONS



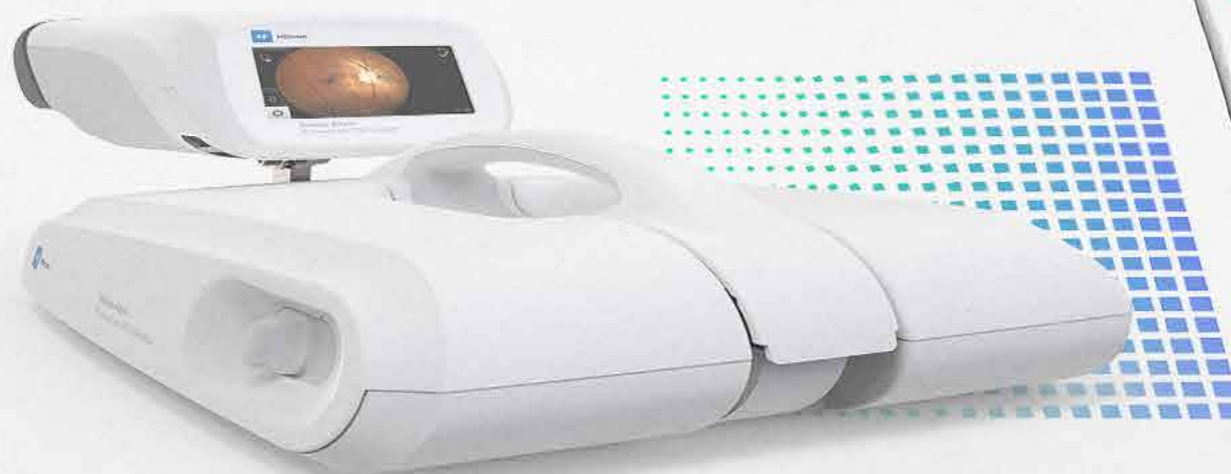


A vertical rectangular panel with a solid peach-colored background. In the upper left, there is a blue square containing a white stylized 'H' logo, followed by the word 'Hillrom' in a dark blue sans-serif font. In the lower left, the tagline 'CARE AND INSIGHTS— TOGETHER FOR BETTER.' is written in a white, all-caps, sans-serif font. A series of thin, horizontal, light-colored lines are positioned to the right of the logo, creating a subtle graphic element.

A vertical rectangular panel with a background image of a hand. Overlaid on the right side is a white square. Inside the white square is the Hillrom logo, which consists of a stylized 'H' made of two vertical bars and a central dot, followed by the word 'Hillrom' in a dark blue sans-serif font.



Welch Allyn®  
RetinaVue® 700 Pedestal



## VISION FOR ALL

The RetinaVue care delivery model is helping to eradicate the leading cause of preventable blindness with the power of innovative hardware, software and professional medical services.

TO LEARN MORE, VISIT [WWW.RETINAVUE.COM](http://WWW.RETINAVUE.COM).



# BROCHURE COVERS



# BROCHURE COVERS





BROCHURE



BROCHURE





WHITE PAPER





SELL SHEET





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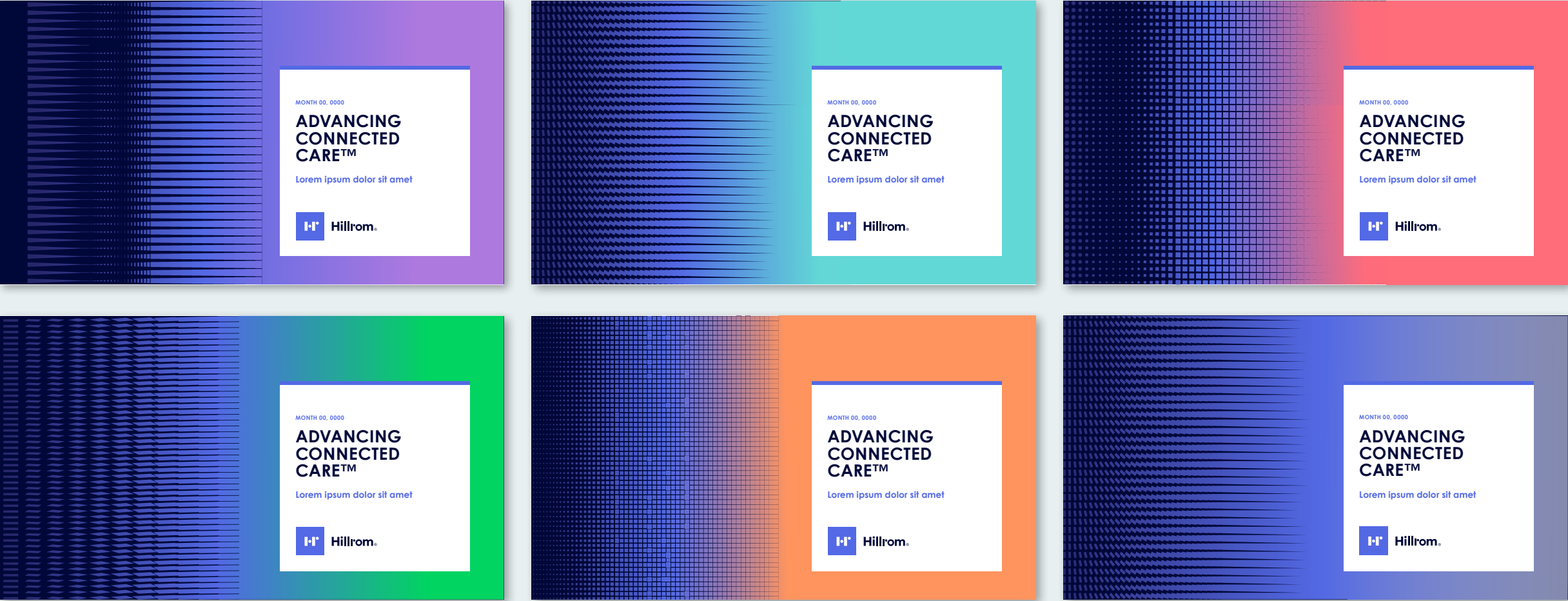
# ADVANCING CONNECTED CARE™

Lorem ipsum dolor sit amet



**Hillrom®**

# POWERPOINT



\*NOTE: To avoid rainbow effect, primary colors and one secondary color should be used for a PowerPoint deck, although in cases where there are multiple sections/chapters in one deck, we allow for different color group per chapter/ section.

# POWERPOINT

LOREM IPSUM DOLOR SIT AMET CONSECTETUR

## This is a one column slide

SUBHEADLINE

One-column slides have one column, which can be used for text, tables, charts, graphics, or images.

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LOREM IPSUM DOLOR SIT AMET CONSECTETUR

## This is a two column slide

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LOREM IPSUM DOLOR SIT AMET CONSECTETUR

## This is a three column slide

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Three-column slides have three equal-width columns, each of which can be used for text, tables, charts, graphics, or images.

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LOREM IPSUM DOLOR SIT AMET CONSECTETUR

## Ut semper elit et justo dignissim sollicitudin

CHART TITLE

Additional chart information

SERIES 1

SERIES 2

SERIES 3

SERIES 4

SERIES 5

SERIES 6

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Additional chart information

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SERIES 2

SERIES 3

SERIES 4

SERIES 5

SERIES 6

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SECTION 1

SECTION 2

SECTION 3

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US MAP

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— Vivamus fringilla tincidunt fermentum

— Duis ornare, nunc eget vestibulum rhoncus, ante mauris condimentum

— Nullam aliquam laboris massa, ut viverra

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HILLROM TODAY

## How can we help you?

INSIDE HOSPITAL

OUTSIDE HOSPITAL

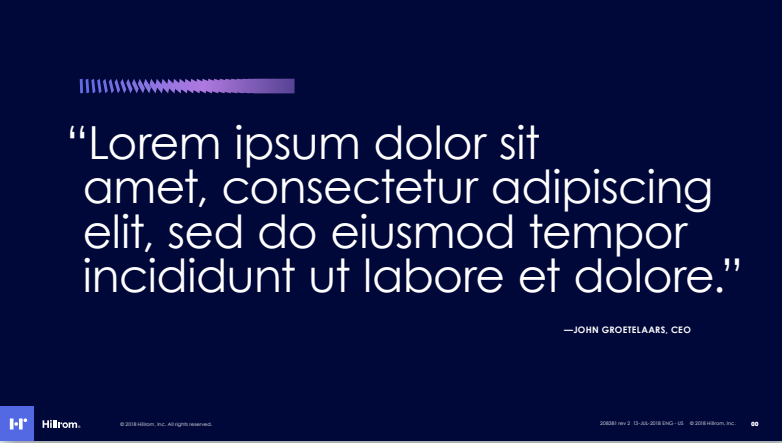
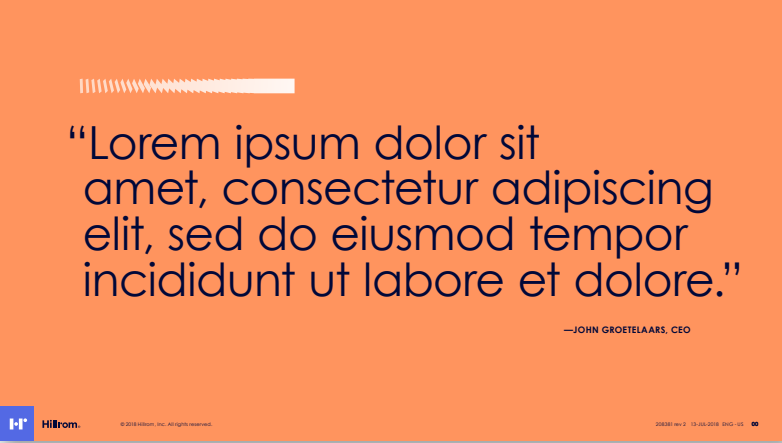
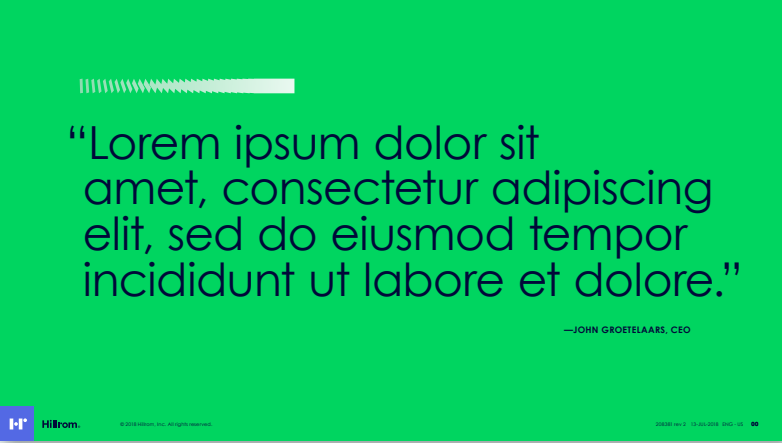
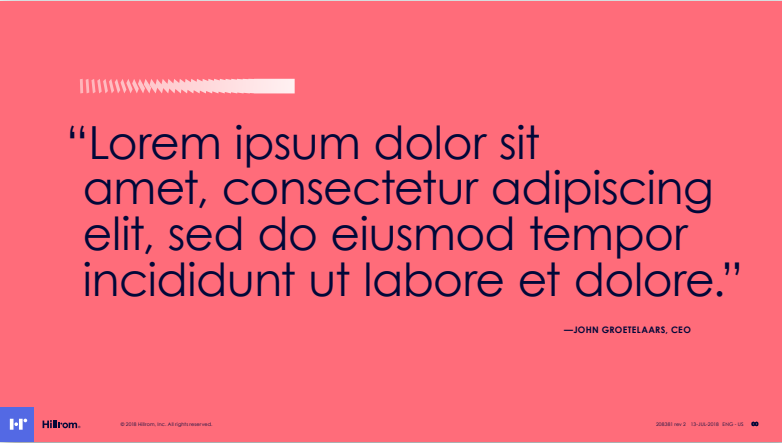
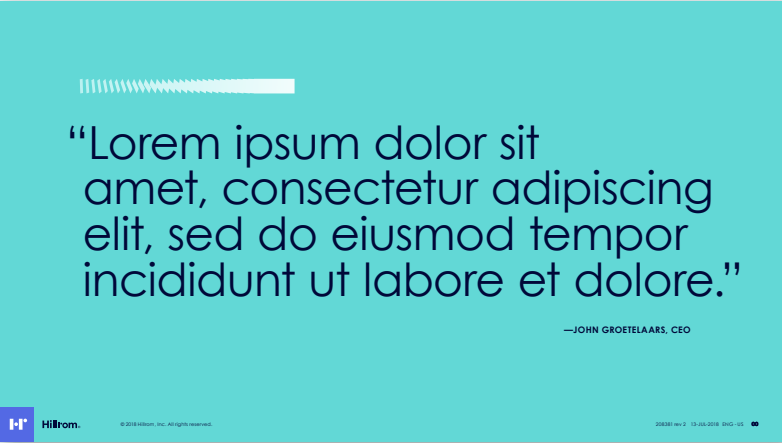
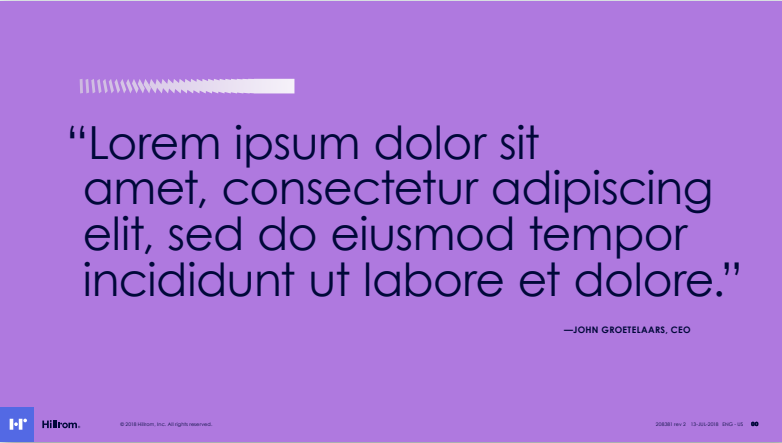
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\*NOTE: To avoid rainbow effect, only primary colors and one secondary color should be used per chapter/ section as illustrated here.

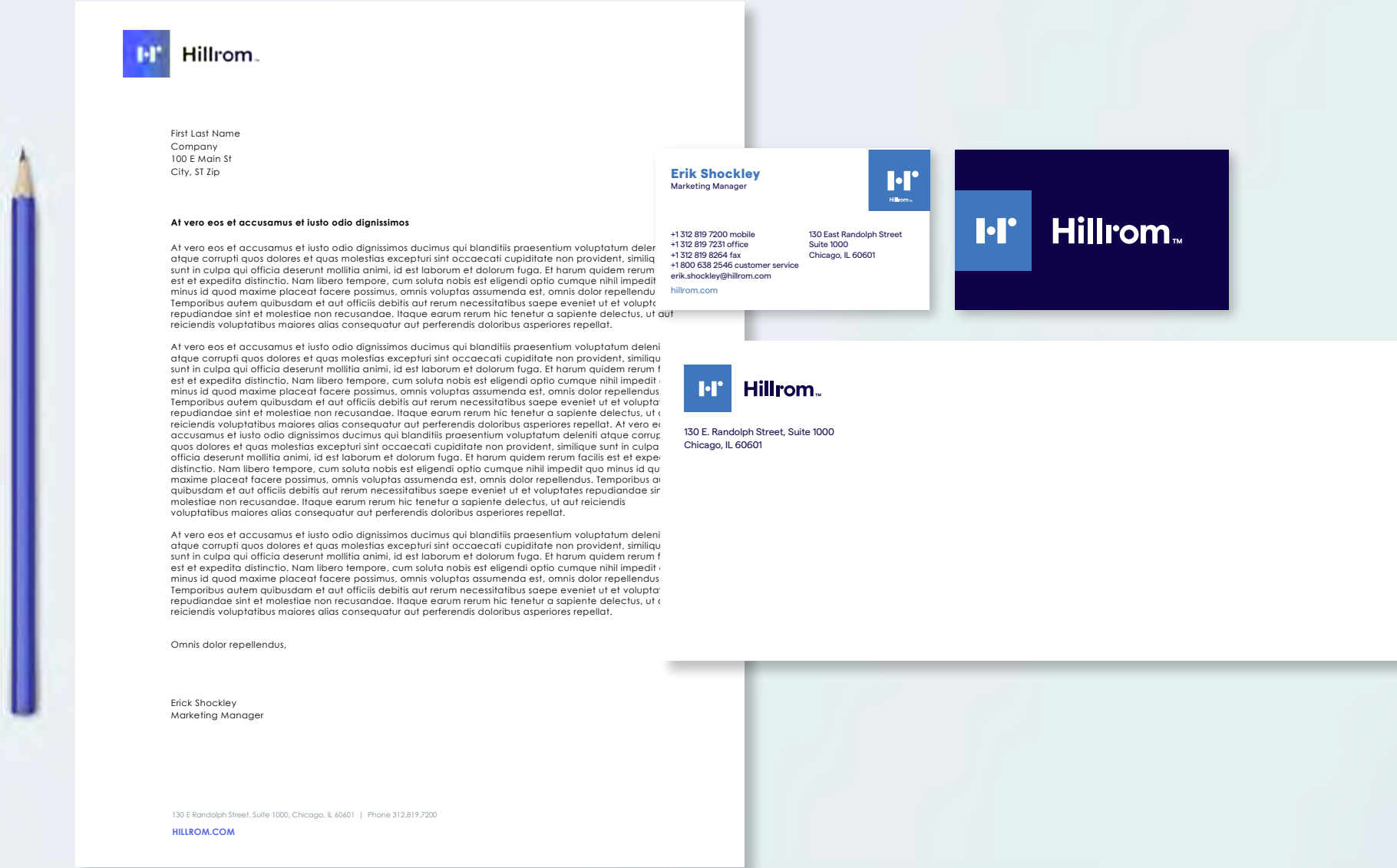
POWERPOINT



\*NOTE: To avoid rainbow effect, primary colors and one secondary color should be used for a PowerPoint deck, although in cases where there are multiple sections/chapters in one deck, we allow for different color group per chapter/ section.



STATIONERY



# EMAIL SIGNATURE

The Signature Line Generator contains configuration options to add other data elements. Hillrom Brand Governance team to oversee.

**ERIK SHOCKLEY**  
**MARKETING MANAGER**

130 E. Randolph St. Suite 1000  
Chicago, IL 60601

+1 312 319 7231 office  
+1 312 319 3030 mobile  
[hillrom.com](http://hillrom.com)



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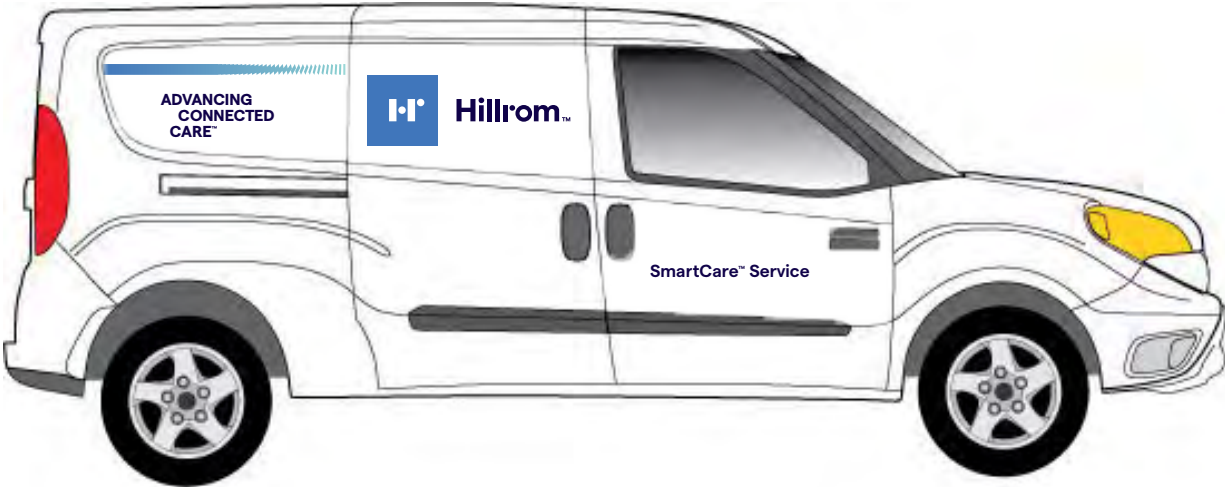
**Century Gothic**



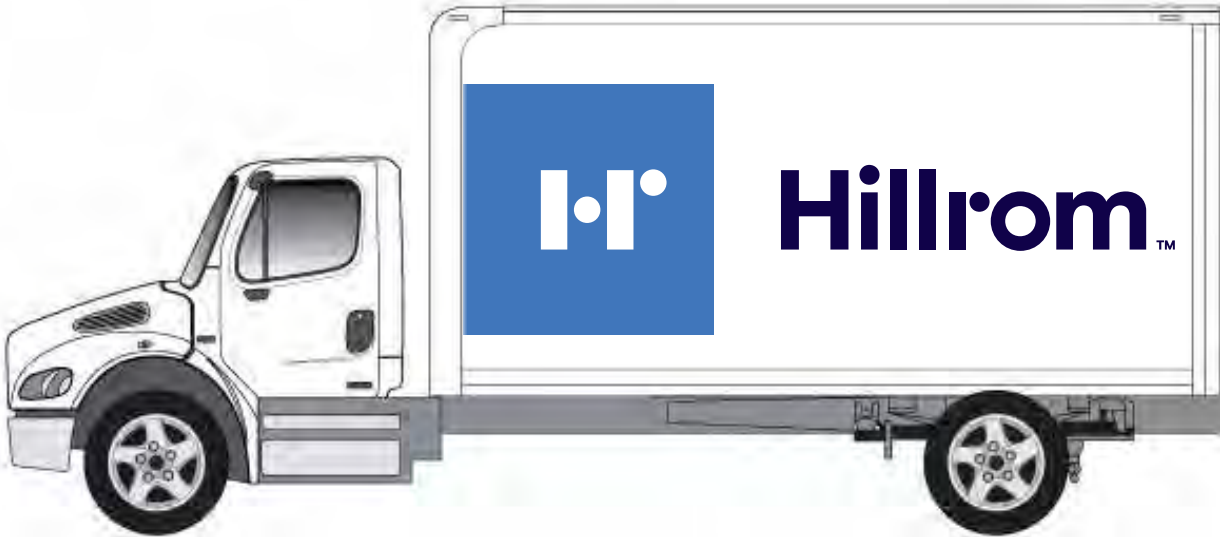
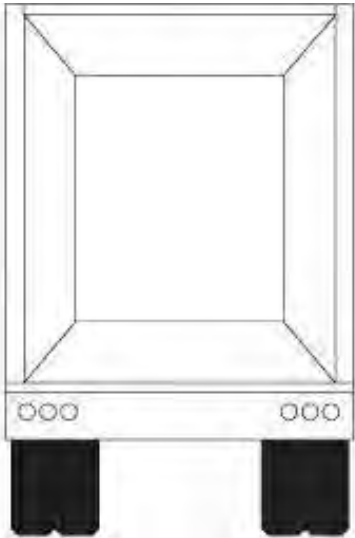
SERVICE VEHICLES



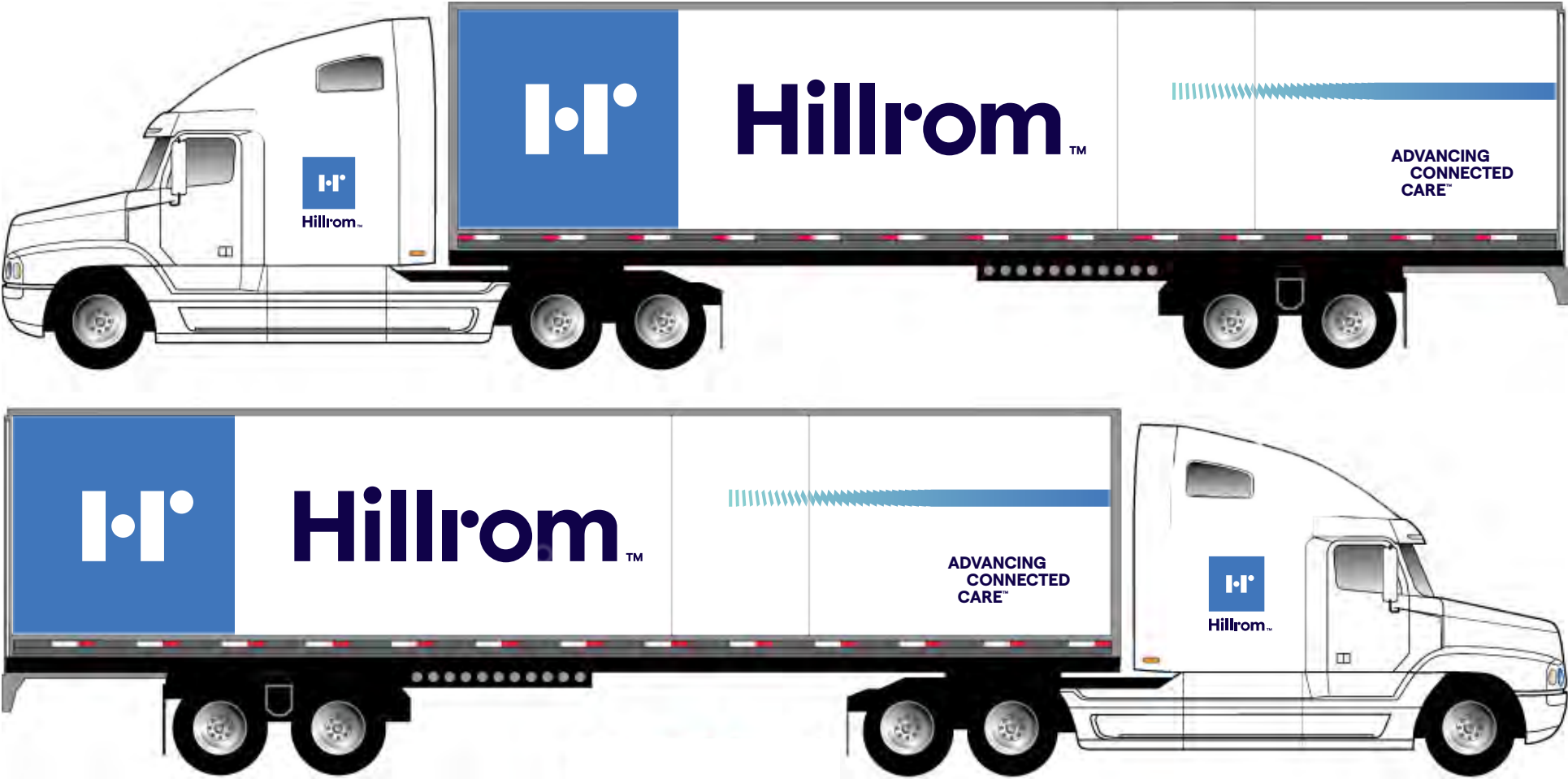
SERVICE VEHICLES—  
VAN



SERVICE VEHICLES—  
BOX TRUCK



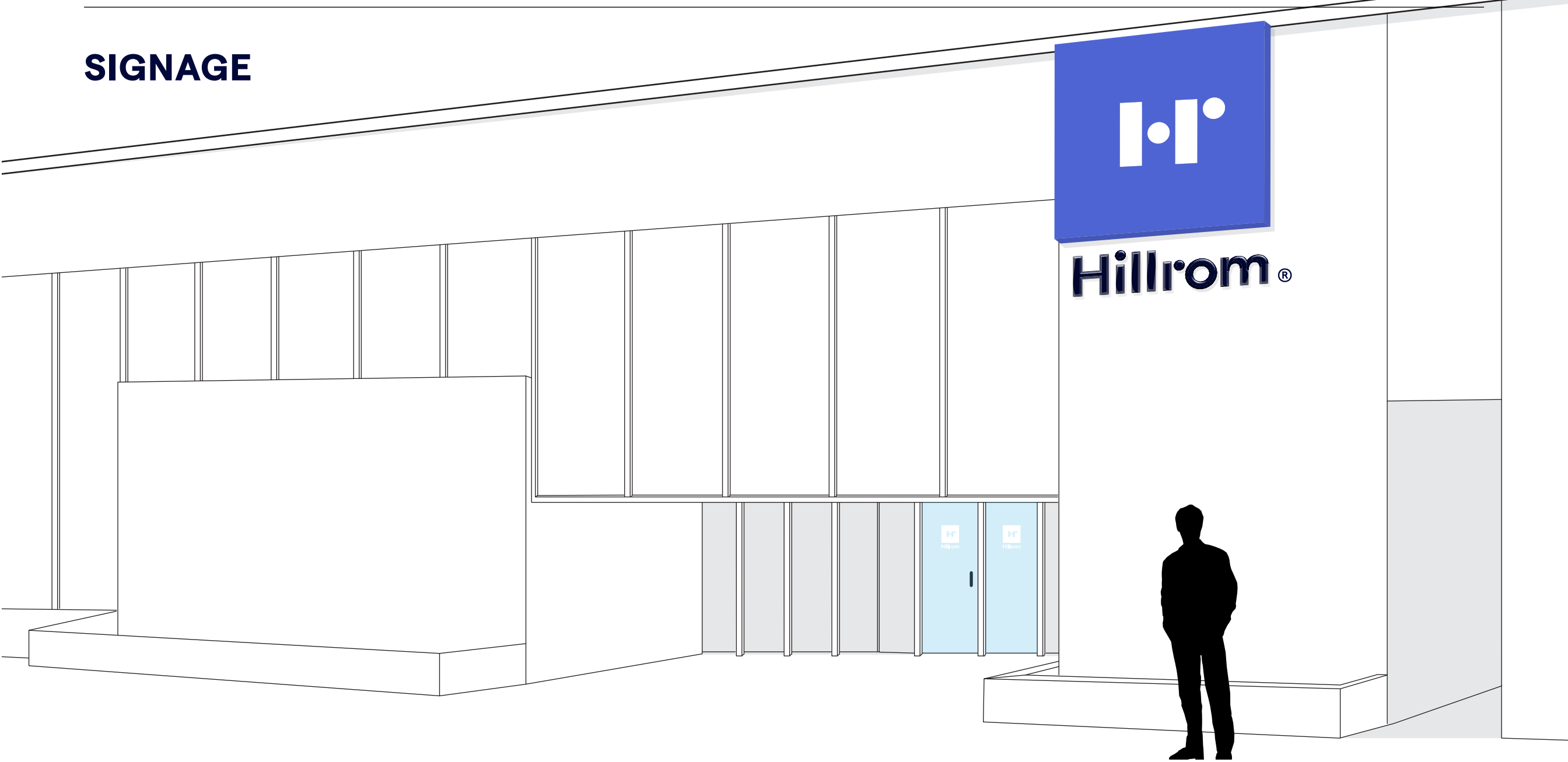
SERVICE VEHICLES—  
SEMI-TRAILER



SIGNAGE



SIGNAGE



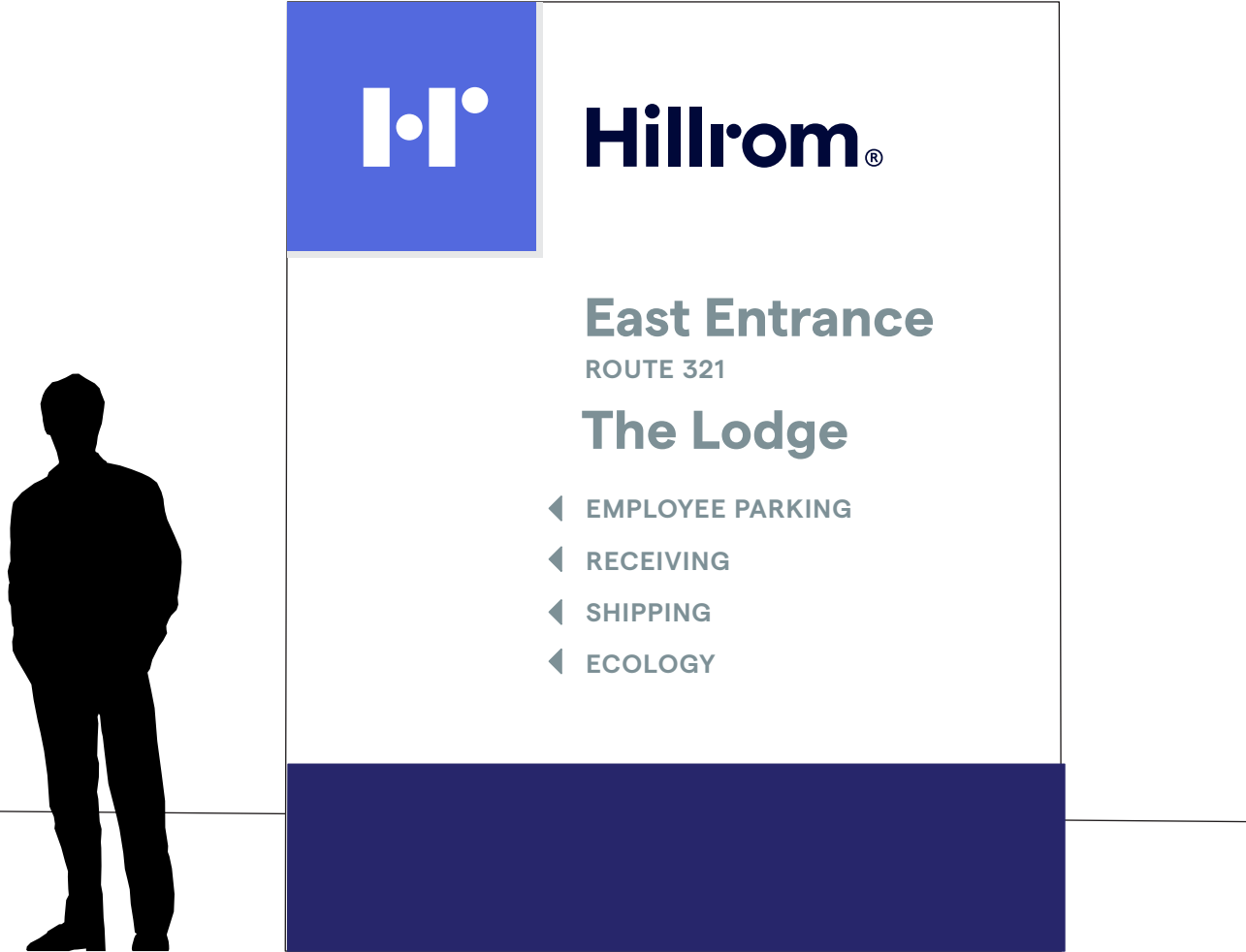


SIGNAGE





WAYFINDING  
SIGNAGE



# TRADESHOW BOOTH

## Use an accent color to add vibrancy to tradeshow graphics.

Accent colors align with Focus Areas. In the instances where a product applies to multiple Focus areas, use the color that makes the most sense based on the content. For example, if the content is about the use of a Connex Spot Monitor in an Acute Care setting, use the Turquoise accent color which aligns to the Focus Area: Accelerate Patient Recovery. If the content is about the use of a Connex Spot Monitor in a Primary Care setting, use the Green accent color which aligns to Enable Earlier Diagnosis and Treatment. For pieces covering multiple focus areas and where conflicts cannot easily be resolved, use Primary colors only.

- Do not mix two different color groups. Only one accent color should be used per application so that we do not create a rainbow effect.
- Do not use accent colors more prominently than the primary colors.
- Do not create any additional tints.



# UNIFORM POLO

For compact logo embroidery on shirts, square size should be 1.5" wide in the left chest position.



\*NOTE: Ensure the symbol is always in 2 colors against dark apparel (i.e., 'Hr' in the square must always be in white thread)

# UNIFORM HAT

For compact logo embroidery on hats, square size should be 1.5" wide and centered on the front.



\*NOTE: Ensure the symbol is always in 2 colors against dark apparel (i.e., 'Hr' in the square must always be in white thread)

UNIFORM  
HAT



\*NOTE: Ensure the symbol is always in 2 colors against dark apparel  
(i.e., 'Hr' in the square must always be in white thread)

THANK  
YOU