



PrimaMed Technologies Ltd.



COMPANY PROFILE

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Introduction Message

As a company dealing in the medical sector and based in an ambitious country, **Primamed Technologies Ltd** wanted to contribute to fostering the Healthcare sector of the country & region. To date, we are humbled to be recognized as the *best distributor of endoscopy equipment in Rwanda*.

For over 10 years, we have been assisting all our customers to attain their goal of providing quality patient care.

We believe that equipping health institutions in Africa, with world-class medical solutions, would contribute to saving over \$6 billion that is lost annually with Africans traveling abroad for medical treatment. **We aim is to create a more efficient supply chain and to establish long-standing relationships with our subcontractors, partners, and the biomedical sphere in Rwanda and abroad.**

At Primamed Technologies Ltd, we are committed to playing our part in *Rwanda and the region*, by providing advanced medical solutions & training health professionals using these devices, to increase the number of lives saved.

We look forward to connecting with you!

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Our business activities are headquartered in Kigali, the capital city of Rwanda. Our Head office is located in the Avenue de la Justice | Immeuble King Auto Part - BP: 3252 Kigali.

For any discussion with our current partners and prospective ones, let's get in touch here: info.primamed@gmail.com

About us

In 2010, an ambitious company was established under the name of **PRIMAMED TECHNOLOGIES LTD.** Its inception was based on the desire to contribute to fostering and advancing the healthcare sector of Rwanda. **The main focus of the company is on medical devices and Healthcare Technology Management (HTM) solutions.**

Its expertise focuses on integral solutions in the day-to-day operations of health professionals by providing them: Medical & Laboratory Equipment, Consumables, Reagents, Medical instruments, and Rapid tests.

With a team comprised of Biomedical Engineers with over 40 years of combined experience, Technicians, and Pharmacists rich with +30 years of experience, we have an executive team that is skilled and motivated to continue improving and optimizing the work done by health care professionals, for them to save more lives.

Our management slogan, ***Care is part of our DNA***, embodies our commitment to always ensure that we contribute to improving lives. We are driven by the desire to ensure that no life is lost due to lack of financial resources to go seek medical treatment abroad, or adequate equipment and training of health professionals locally.

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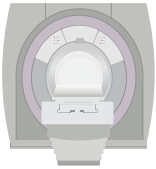
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Services

Primamed Technologies Ltd is your partner for the following services and many more:



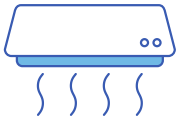
MEDICAL CONSUMABLES



MEDICAL EQUIPMENT



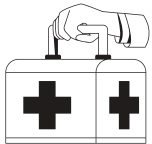
LABORATORY EQUIPMENT



MEDICAL GASES



RAPID TEST



MAINTENANCE SERVICES



TRAINING



24/7 TECHNICAL SUPPORT

Specialties - Endoscopy

Thanks to our partnership with **KARL STORZ**, we are humbled to be recognized as the **best distributor of Endoscopy equipment** in Rwanda & the region.



Gastroenterology

The range of products available for gastroenterology combines groundbreaking and innovative technologies on the basis of experience from numerous specialties to ensure precise, safe, and easy clinical application.



Gynecology

Along with a product line for standard gynecological procedures using hysteroscopic and laparoscopic techniques, our portfolio also includes endoscopes & specialized instruments for reproductive surgery and fetoscopy.



Laparoscopy

With more than 5500 products developed in collaboration with users, KARL STORZ covers the entire range of diagnostic and surgical procedures.



Otorhinolaryngology

Our portfolio includes about 3000 different instruments, which are complemented by rigid endoscopes of various sizes, flexible fiberscopes, (HD) video endoscopes, and motor systems.



Laparoscopy

Laparoscopy, the inspection of the abdominal cavity using a rigid endoscope, has been used to assess abdominal and pelvic organs for many years.



Urology

State-of-the-art urology is inconceivable without the diagnostic and therapeutic techniques of modern endoscopy. Cystoscopy, transurethral resection of the prostate (TUR), and ureterorenoscopy are now routine procedures & research is ongoing.

Specialties - *Operating Theatre*

Thanks to our partnership with **KARL STORZ**, we support our partners with **planning of the entire surgical wing**: Floor & wall design to ceiling supply units, monitors, lights, surgical tables & ventilation technology.



OPERATING ROOM 1 NEO ®

Maximum flexibility for the best possible integration solution

- Video management and documentation in up to 4K UHD resolution and 3D
- Medical device control through seamless integration of KARL STORZ SCB modules
- Optional control of general room functions
- Integration of commercial video conferencing systems to meet even the highest demands regarding transmission quality
- Control of all functions via the surgical monitors with touchscreen function, either directly from the sterile field or from the nurse workstation
- Modular system facilitating customization based on individual needs



OPERATING ROOM

OR1™ integration systems facilitate the centralized control of medical devices from the sterile or non-sterile area of the operating room. Furthermore, they offer audio/video management in 4K UHD quality, the documentation of all image and video data as well as high resolution video streaming and voice communication with bidirectional telestration. Through a connection to the hospital information system, the OR1™ documentation solution enables the central storage, editing, management, and retrieval of image and video data.

Further holistic solutions are provided as early as in the planning of the entire surgical wing, concerning floor and wall design, ceiling supply units, medical monitors, OR™ lights, surgical tables, and OR™ ventilation technology.

Specialties - M.R.I

Thanks to our partnership with **TECMED AFRICA** (Official Distributor of Canon Medical Systems), we strive to become the best distributor of Medical Imaging Solutions in Rwanda & the region.



Canon Vantage Elan 1.5T MRI System

The Vantage Elan 1.5T MR system provides the high quality imaging in a compact system that saves space and minimizes system operating costs with Eco mode.

- Compact Footprint: The Vantage Elan magnet and couch fit in a footprint of 23 square meters*
- Non-Contrast Imaging: MR system with a complete suite of contrast-free MRA techniques
- Easy Installation: Six days from magnet placement to scanning
- Cost Efficient: Budget friendly and low cost of ownership
- Eco-Friendly: Reduced energy consumption ; Zero helium boil-off
- Excellent homogeneity ; Advanced magnet design
- Advanced shielded gradient coil ; Less than 2ppm in 50 cm DSV

Canon Vantage Galan 3.0T MRI System

A successful exam begins with a comfortable patient. Vantage Galan 3T is designed to maximize patient comfort without compromising image quality.

It also automatically and accurately computes qualitative & quantitative permeability maps:

- Tumor detection, grading and characterization with quick access to qualitative and quantitative information customized layout
- Instant stroke solution for MR with automatic reporting
- Pre-surgery planning with tractography and display of fibers on conventional maps
- Lesion evolution follow-up and treatment response analysis with temporal subtraction
- ASL noninvasive perfusion for pediatrics and renal contraindication
- Advanced analysis and segmentation tools



Specialties - Mobile units

Thanks to our partnership with **ESSE3 s.r.l.**, we strive to be recognized as the best distributor of X-ray Mobile Unit in Rwanda & the region.



X-RAY MOBILE UNIT

Possibility of creating fully autonomous and independent mobile units for radiological diagnostics on 20 and 40 foot containers equipped for this purpose. We can install rotating arm or rail systems or remote controlled tables complete with fluoroscopy Projects and estimates on request

The basic solutions included are:

- Rotating U arm x-ray system Composition (High Frequency x-ray generator; X-ray tube; Rotating arm; Table radiographique; Flat panel detector; Image processing software & Dell Notebook)
- Dry laser film printer DICOM
- Electric generator
- UPS
- SHELTER 20" TYPE HQ
- INTERNAL INSTALLATION:
 - × Soundproof service section for the generator set, the automatic start cabinet, the 10KVA UPS & the air conditioning unit;
 - × Observation / office section with leaded and leaded door;
 - × X-ray / ultrasound section with pavement & leaded walls and leaded window;
 - × Medical pavement;
 - × Electrical system for the 3 sections;
 - × Air conditioning of both sections;
 - × Complementary accessories (entrance door, removable ladder, retractable awning, electric accessing ramp , etc..)

Specialties - *Medical beds*

Thanks to our partnership with LINET GROUP (Leading global supplier of hospital beds), we strive to be recognized as the best distributor of hospital beds & furniture Solutions in Rwanda & the region.



ELEGANZA 5

The bed helps to maintain vital signs of the patient and enables staff to treat the patient safely and with minimal effort with the help of highly sophisticated features and functions.

- Foot controls: Practical foot controls for the easy handling of patients
- Horizontal corner bumpers: Protect the bed
- Mattress platform: an easily removable and cleanable mattress platform
- Mechanical CPR: Additional option to electrical CPR for urgent use
- 5th castor: Increases the flexibility of manoeuvring the bed in small spaces. Makes driving the bed easier along long corridors
- Integrated patient controls: with illuminated keyboards
- Bed ends: Ergonomically shaped bed ends for easy transport



MULTICARE LE

Improve pulmonary

Individualized support of pulmonary outcomes based on specific clinical conditions of the patient thanks to frame-based lateral tilt guided by Electrical Impedance Tomography.

Falls prevention

Multizone bed Exit Alarm, i-Brake or Opticare X are just a few of the safety features reducing the likelihood of patients falling.

Easy patient transformation

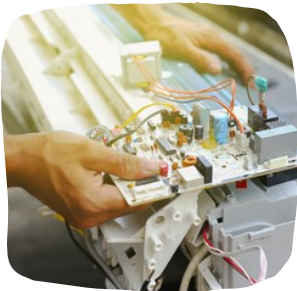
30% lighter bed frame and motorized 5th castor for easier transportation.

Combined tilting for postural drainage procedure

Thanks to combination of revTR and lateral tilt airways hygiene (postural drainage) can be easily performed as a part of respiratory therapy.

After-sale service

Thanks to our partnership with leading medical manufacturers, we provide the following services for Health Professionals to focus on saving lives.



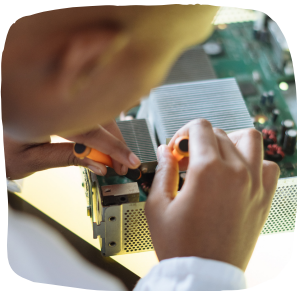
Preventive maintenance

To ensure that medical equipment are always functional, we conduct regularly scheduled machine maintenance intended to identify problems and repair them before failure occurs



Routine maintenance

We conduct basic maintenance tasks, such as checking, testing, lubricating, and replacing worn or damaged parts on a planned and ongoing basis.



Reactive maintenance

We conduct repairment of equipment that has already reached failure.



Qualification & training

To improve the skills & knowledge of those on the frontlines of care to ensure they are up-to-date on the latest techniques and tools from the manufacturing company.

IRCAD Africa Center

As the Exclusive Representative of **KARL STORZ** in Rwanda (*Karl Storz is looking to invest more than US\$7 million*), we are eagerly awaiting the opening of what will be the **largest African leading center of excellence in training and research center in minimally invasive surgery**. We look forward to contribute in its success!



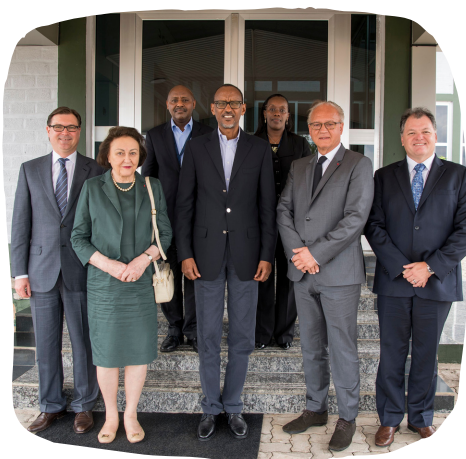
IRCAD AFRICA TRAINING CENTER

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© Ministry of Health, Rwanda



**H.E. PRESIDENT KAGAME
WITH DR. SYBILL STORZ, PROF. JACQUES
MARESCAUX & HON. DR. DIANE GASHUMBA**

© Ministry of Health, Rwanda



**WITH DR. SYBILL STORZ WITH KARL-
CHRISTIAN STORZ & ENG. MANZI MARTIN**

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Customer relations

Primamed Technologies benefits from a direct relationship with health professionals and health institutions we collaborate with. Based on a rich experience and vast network of our team, we are able to offer solutions in a personalized way.

We collaborate with health institutions, both private and public, in Rwanda & East African region, including: **Rwanda Ministry of Health, Global Fund- Single Project Implementation Unit, Clinton Health Access Initiative, Partners In Health, United Nations Development Programme, IntraHealth International, King Faysal Hospital, Rwanda Military Hospital, University Teaching Hospital of Kigali, University Teaching Hospital of Butare**, among many others.

We look forward to the upcoming cooperation, and continue to work hard to sustain those we've built over the years.



Partnerships

In the same way, **Primamed Technologies** strives to be a good partner to manufacturing companies, via our proximity with end-users of their products and services. This benefits them through valuable feedbacks in regard to their R&D, in anticipating customer needs and offering true business opportunities.

Our partnership with diverse and leading international brands such as **Karl Storz GmbH & Co. KG** (Germany), **ESSE3** (Italy), **Trinity Biotech** (Ireland), **Bioneer** (South Korea), **LINET spol. s.r.o.** (Czech Republic), **Ultra-Controlo** (Portugal), **Canon Medical Systems** (Japan), **Tecmed Africa** (South Africa) and many more allow us to ensure our goal of assisting health professionals save lives, with innovative products and solutions.

As a distributor, we work continuously with the manufacturer to reinforce its brand and increase its sales in Rwanda & the region.



Summary



2010 : Primamed Technologies Ltd was founded.



2012 : an **After-Sale service Department** was set up.



2012 : **Exclusive partnership** with **KARL STORZ GMBH & CO.KG**
Worldwide leader in Endoscopy equipment



2013 : Karl Storz's **Best Sub-Saharan & Maghreb Dealer** award



2020 : **Exclusive partnership** with **TECMED AFRICA.**
Official Distributor of Canon Medical Systems



2020 : **Partnership Agreement** with **LINET SPOL. S.R.O.**
Worldwide Leader in *manufacturing of hospital
and nursing beds.*



2021 : **Partnership Agreement** with **BIONEER CORPORATION.**
Leader in molecular biology products & technologies

PRIMAMED TECHNOLOGIES LTD

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