

Company Profile

Of



ECOMED

Scientific Limited

Excellence in
Procurement
and services
on healthcare
technologies

**48 Kairaba Avenue, Pipeline,
Kanifing Municipality,
The Gambia**

**Tel: +220-4391113, +220-7002018
Email: ecomedsscientific@gmail.com**

Business, Administrative & Contact Information

- a. **Business Name:** ECOMED SCIENTIFIC Limited
- b. **Business Type:** Private Company, limited by Liability
- c. **Company Registration Number:** SRN: 151393480
- d. **Tax Identification Number:** 151394890
- e. **Telephone:** +220-4391113,
- f. **Cell Phone:** +220 7002018, +220 7002049,
- g. **Email:** ecomedsscientific@gmail.com
- h. **Physical Address:** 48 Kairaba Avenue, Pipeline, KMC, The Gambia
- Banking details:**
- Bank:** Guaranty Trust Bank Gambia Limited
- Branch:** Kairaba Branch - Headquarters Building
- Local transfer:** Guaranty Trust Bank (Gambia) Ltd. BBAN 005
201-1173939110-89
- Account number:** 117393
- International Payments:**
- INTERMEDIARY BANK: CITI BANK NY
- SWIFT CODE: CITIUS33
- FedWire Routing Code: FW021000089
- ACC WITH BANK: GUARANTY TRUST BANK (UK) LIMITED
- SWIFT CODE: GTBIGB2L
- ACCOUNT NUMBER: 36917996
- BENEFICIARY NAME/BANK: GTBGGMGM
(GUARANTY TRUST BANK GAMBIA)
- BENEFICIARY'S A/C NO: 901-10015-002-5033-00
- FOR FURTHER CREDIT OF: ECOMED SCIENTIFIC LIMITED
- ACCOUNT NUMBER: 201-117393-210

About Ecomed Scientific:

Incorporated in 2015, Ecomed Scientific Ltd. is owned by healthcare technology professionals with over 20 years of collective experience on procurement, services and management of medical devices and supplies.

What we do:

We are distributors and suppliers of specialized clinical and laboratory technologies, as well as consumables, devices and technologies used in clinics, hospitals, dental care, emergency care, imaging, surgical, education, sports health, and agricultural research technologies. We

also provide maintenance and management services of devices ranging from simple to highly specialized and sophisticated diagnostic, hospital and laboratory technologies.

Our Business concept:

The acquisition of technologies for global healthcare interventions continues to feature three major unrelenting challenges; (I) inadequate local capability to provide maintenance support, (II) the lack of consideration of after-sales maintenance support from the point of purchase and (III) the inconsistency of supply chain. These challenges, commonly existing in the sub-region, provide an opportunity for the establishment Ecomed Scientific Limited. The design of the company's business model and its value chain is a representation of a vision to provide common solutions to these challenges.

Our Vision:

"Leading the sub-region in providing diverse range of global health technology solutions"

Mission statement:

"To provide our customers the appropriate products they need, quality they expect, and the services they can trust"

Our Values:

"Integrity and fairness in the way we conduct our **business** and the way we live our lives"

Business strategy:

Our business strategy is aimed to steadily increase and consolidate our market share to ensuring a commanding position within the local market. With our unique pool of expertise in healthcare technology management and with our already strong network with healthcare professionals within the West Africa Sub-region, we are poised to steadily expand our presence in these countries within the next two years.

Our product marketing mix will be not just to deliver products to our customers, but to ensure these products represent good values for money. This will be achieved through promoting the concept of management and maintenance support of these products to our customers at the point of purchase as well as to ensuring a sustainable supply chain. Our market positioning will include establishing home depots for all our essential supplies in the local market to facilitate sustained and timely delivery of these supplies.

To ensure we continuously remain at a sustained competitive advantage among our competitors, we will remain committed to recruiting local talents within our geographical

markets, and to training to sustain our specialised maintenance and management expertise in technologies that we supply to our customers.

Our Products

Below is the Product range we currently supply to our customers

Clinical and Laboratory Diagnostics Equipment plus related supplies and consumables	Hospital, Dental, Medical and Surgical Equipment and related Supplies	Food and Agricultural Research Laboratory Technologies and related supplies
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Our Services

Ecomed Scientific Limited currently provides the following highly specialised services on healthcare technologies;

Clean Air Technologies Certification (Clean rooms , Containment Labs, Biological Safety Cabinets, etc)	Laboratory Diagnostic Equipment; Clinical Chemistry Analyzers, Hematology Analyzers	Molecular Biology Instruments; Rt. PCR machines and Sequencers
Calibrations of volumes (Pipettes), Weights (Laboratory Scales) and Temperature (Laboratory Incubators, Water baths)	Bacterial Disease Technologies; BD Instruments, GeneXpert	General Medical and Laboratory Equipment; Sterilizers, Dental equipment , imaging equipment and Clinical equipment

Our Business competitiveness:

Our competitive advantage anchors on the integrated horizontal knowledge and expertise on the wide range of specialised health technologies. We have a strong emphasis on acquiring service support capability for the various products that we distribute to our customers have provided us a competitive edge among our competitors. This is because we potentially have the capability to become one-stop provider of healthcare technology solutions to hospitals, clinics, and other healthcare supporting institutions. Currently there is no legally registered healthcare technology vendor in the Gambia, while the majority of

healthcare technology vendors in the neighbouring have vertical knowledge and capability for supporting single lines of products.

Our Certification and Competency:

Ecomed Scientific Limited has obtained certification and competence on the performance of services through professional training, partnership and work experience with the organizations listed below;

1	Containment Laboratories, UK Email: sales@containment-technology.co.uk Tel: +44 (0)2392 695521	6	Human Diagnostics GmbH, Germany Email: info@human.de Tel: +49-(0)6122-9988-0
2	Abbott Diagnostics GmbH Address: Max-Planck-Ring 2, 65205 Wiesbaden, Germany Phone: +49 6122 580	7	BD Diagnostics (West & Central Africa) Email: stephen_opoku@europe.bd.com Tel: +233 302 769692
3	Delsaro UK Email: op@delsaro.co.uk Tel: +44 (0) 1234 834772	8	Medical Research Council Unit, the Gambia Email: biomedicalengineering@mrc.gm Tel: +220 4495443 Ext: 1402
4	S & M Electronics Limited, UK Email: info@sandmelectronics.com Tel: +44 2084291222	9	Boule Diagnostics AB Domnarvsgatan 4, SE-163 53 SPÅNGA, Sweden Phone: + 46 (8) 744 77 00 Email: per.lofbom@boule.com www.boule.com
5	Crowthorne Hi-Tec Services Ltd Email: kevinb@chts.co.uk Tel: +44 1252-372333	10	Air Techniques International 4 Campus Five Letchworth Business Park Letchworth Garden City Hertfordshire, UK SG6 2JF Telephone +44 (0)1462 676446 Skype tim.triggs Website www.atitest.com and www.atitest.co.uk
	Abbott Diagnostics GmbH Max-Planck-Ring 2 65205 Wiesbaden Germany www.abbott.com		

Our Current Major customers:

1	Gambia Ministry of Health and Social Welfare (MOHSW) The Quadrangle, Banjul The Gambia	8	National Institutes of Health (NIH) National Institute of Allergy and Infectious Diseases (NIAID) Point G, Bamako, Mali Office phone: +223-20-22-59-22
2	Gambia National Public Health Laboratories (NPHL), Kotu The Gambia	9	Universitaire de Recherche Clinique (UCRC) Centre de Services du Mali BP E302 Point G/FMPOS Bamako, Mali Tél: (223) 44-90-03-22 Fax: (223) 44-90-03-21
3	IDA Trading Foundation Pvt. Ltd / Making Quality Healthcare Affordable 100% Subsidiary of IDA Foundation e-mail: info@idafoundation.org www.idafoundation.org	10	INSTITUT NLE D'HYGIENE 26 QAD, RUE NANGBETO 1 BP 1396 Lomé 1 LOME – TOGO TEL. (00228) 90 13 74 70
4	The Medical Export Group Hogelandseweg 63 6545 AB Nijmegen The Netherlands Tel : 00 46 (0) 8 – 7447 700 Fax : 00 46 (0) 8 – 7447 720	11	Center for Vaccine Development / Bamako, Mali University of Maryland School of Medicine Room No 330 HSF-2, 685 West Baltimore St. Baltimore, MD 21212
5	NATIONAL AIDS SECRETARIAT - NAS, Office of the President, FIB Building , Kairaba Avenue, Serrekunda. Gambia	12	Secretriado Nacional de Luta Contra la SIDA (SNLS) v. Combatentes da Liberdade da patria (Hospital 3 de Agosto) Bairro d'Ajuda Bissau Guinea-Bissau
6	Institut National d'hygiene, Lome, Togo	12	Medical Research Council Gambia Unit Atlantic Boulevard, Fajare

7	Bansang Hospital, Gambia Serrekunda General Hospital, Gambia	14	Bundung General Hospital, Gambia Lamin Health Centre, Gambia
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5. Attachments and supporting Documentation (available on request)

- a. Copy of detailed curriculum vitae or resume of partners, owners & Management.
- b. Copy of identity documents of directors and shareholders.
- c. Company/CC documents
- d. Maps showing location.
- e. Any other relevant substantiating documentation.

Thank you for taking the time to go through this business profile. If there are any questions or comments, please feel free to contact us.