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## CORPORATE PRESENTATION





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## OVERVIEW

1. ORGANIZATION
2. MISSION STATEMENT
3. TARGET GROUPS REPRESENTED AND PROMOTED
4. SERVICES
5. CLIENT LIST & REFERENCES
6. CLIENT BENEFITS & UNIQUE SELLING POINTS
7. DISTRIBUTION NETWORK
8. FUTURE PROJECTS



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## 1. ORGANIZATION

**Med-Consult Group is the merging of four professional consulting organizations with over 80 years cumulative experience of Senior Business Executives.**

**Each individual company has been selected carefully on their merits and past performances and has kept its own identity and independence but combined their strength with little or no overlap.**



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## 1. ORGANIZATION

These skills and experiences have been moulded out of several leading functions in the Medical Device corporate world with a strong background in:

- **General management**
- **Sales & Marketing**
- **Distributor Sales force & Direct Sales force management**
- **Strategic Marketing**
- **Reimbursement**
- **FDA - CE Mark clinical study design & execution**
- **Product sourcing**



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# 1. ORGANIZATION

## Med-Consult Group

[www.medconsultgroup.com](http://www.medconsultgroup.com)

### MedConsult Bvba Belgium

[info@medconsult.com](mailto:info@medconsult.com)

### Latin America

[Info.LatinAmerica@medconsultgroup.com](mailto:Info.LatinAmerica@medconsultgroup.com)

**Latin America Branch office**

### MedConnect Consultants Germany

[Info.germany@medconsultgroup.com](mailto:Info.germany@medconsultgroup.com)

### International Medical Consultants

[Info.france@medconsultgroup.com](mailto:Info.france@medconsultgroup.com)

### IBC Spain

[Info.spain@medconsultgroup.com](mailto:Info.spain@medconsultgroup.com)

### Qserve Consultancy B.V.

[www.qservegroup.com](http://www.qservegroup.com)

An independent medical device regulatory consulting firm with in-house expertise needed to bring medical devices rapidly to the market in Europe and elsewhere.

Qserve® as Medical Device Consultants facilitates product market approval of your device CE marking in Europe and FDA approval in USA, provides Quality Management System implementation of ISO 13485, auditing conform ISO 13485 as well as (pre) clinical evaluations. Post marketing compliance issues such as vigilance.

### Contract Medical Engineering

[www.contract-medical.com](http://www.contract-medical.com)

An independent consulting company operating in Europe with core competencies in Contract Manufacturing, R&D, and Regulatory Guidance and Approvals.

CMI is able to offer our clients a full service approach which can take their products "From Concept Through Clinicals."



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## 2. MISSION STATEMENT

**To be the leading company in designing cutting edge**

- **Product Portfolio's,**
- **Effective Business Strategies,**
- **Regulatory & Reimbursement Strategies**
- **Assisting start up companies to accelerate growth to become global players.**



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## 2. MISSION STATEMENT

**Pending management's proficiency, to provide Tailor made Sales & Marketing and General Management services for medical device companies in Europe and Latin America.**

**With responsibility to deliver preset revenue and profitability goals within the agreed time frame.**



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## 3. TARGET GROUPS

### TARGET GROUPS REPRESENTED AND PROMOTED

- **COMPANIES** – start up & established
- **PHYSICIANS** – prototyping, patents
- **DISTRIBUTORS** – product sourcing & distribution
- **INVESTMENT FUNDS** – due diligence, strategic marketing plans
- **JOB APPLICANTS** – Sales & Marketing
- **PATENT LAWYERS** – Technology validation
- **INVENTORS** – Prototyping, product development
- **RESEARCH INSTITUTES** – Clinical studies, R&D



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## 4. SERVICES

1. MARKETING & DISTRIBUTION
2. PRODUCT SOURCING, ENGINEERING & DEVELOPMENT
3. CLINICAL
4. REGULATORY
5. REIMBURSEMENT
6. RECRUITMENT



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## 4. SERVICES

### MARKETING & DISTRIBUTION

- **Market Analysis**
- **Distributor selection**
- **Strategic marketing**
- **K.O.L. development & reference centers**
- **Management of International distributor sales & direct sales networks focused on Latin America**
- **Product positioning**
- **Key-account management**



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## 4. SERVICES

### MARKETING & DISTRIBUTION (continued)

- **Training of Sales personnel**
- **Strategic Business plan**
- **Participation at major scientific meetings and Exhibitions**
- **Sales Brochures & Scientific literature**
- **Reporting to client on all aspects of Trends, Market developments, Progress**



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## 4. SERVICES

### PRODUCT SOURCING, ENGINEERING & DEVELOPMENT

Affiliate company Contract Medical Int'l GmbH  
([www.contract-medical.com](http://www.contract-medical.com))

- Short series production
- R&D, Catheter design, plastics
- Strategic product basket
- Reduction of cost and R&D time
- Time to market
- More effective and advanced benchmarking through outsourcing of specific expertise



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## 4. SERVICES

### CLINICAL

- **Clinical testing**
- **Clinical application**
- **Product intro and K.O.L. sales**
- **Clinical study monitoring**
- **Clinical Product evaluations**



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## 4. SERVICES

### REGULATORY

Affiliate company Qserve Consultancy B.V.  
([www.qservegroup.com](http://www.qservegroup.com))

- **Quality Management systems ISO 13485**
- **Post Marketing compliance, vigilance**
- **Study monitoring**
- **Clinical study design**
- **(Pre) clinical evaluations**
- **CE Mark and FDA registrations**
- **Auditing conform ISO 13485**



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## 4. SERVICES

### REIMBURSEMENT

- **Market analysis study**
- **Financial justification**
- **Treatment algorithm**
- **High volume account development**



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## 4. SERVICES

### RECRUITMENT

- **Recruitment of key Marketing & Sales personnel**
- **Systematic search for qualified representatives**
- **Distributor search**
- **Ad Interim management**
  - **Sales Training Programs**



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## 5. CLIENT LIST & REFERENCES

### CONSULTANCY CLIENTS

- **ARTHESYS** - France 2003-2005
- **ASM** - The Netherlands
- **DE WONDZORG KLINIEK** - The Netherlands
- **DISA VASCULAR** - South Africa
- **DKL** - Hong Kong
- **ESCALON VASCULAR** - USA 2005-2006
- **GELITA & GELITA MEDICAL**  
- Germany & the Netherlands
- **INTEK** -Switzerland
- **INVATEC** - Italy (p) 2000- 2003
- **KIMAL** – UK 2006-2009
- **LIFETECH** - China
- **MEO MEDICAL** - Germany 2003-2006
- **MILLIMED** - Sweden
- **M.O.S.S. VASCUTRACE** – Italy 2006-2008
- **NUVO WOUNDCARE** - The Netherlands
- **PENDRACARE** - The Netherlands
- **SOFRADIM** - France (p) 2003-2005 Acquired by  
TYCO 11- 05
- **TULIP MEDICAL** - The Netherlands



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## 6. CLIENT BENEFITS & UNIQUE SELLING POINTS

- **Achieve your goals with the most effective strategic business plan and fastest entry in the hottest markets In Latin America**
- **Infrastructure & Existing Distributor group in Latin America is in place & active**
- **Short Time to Market**



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## 6. CLIENT BENEFITS & UNIQUE SELLING POINTS

- **Failure is not an option. Our consultancy fee is based on achieved Milestones & commission on achieved sales**
- **“Customer intimacy“ because an already existing proven customer and distribution network is in place**



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## 7. EXISTING DISTRIBUTION NETWORK

<b>ARGENTINA:</b>	<b>AMERICAN FIURE S.A</b>	- Buenos Aires
	<b>ADVENT GOLDMAN S.A.</b>	- Buenos Aires
	<b>AMERICAN LENOX S.A .</b>	- Buenos Aires
<b>BRAZIL:</b>	<b>GABMED C.A.</b>	- Sao Paulo
	<b>CCL ANTONIO CARLOS LOPEZ</b>	- Rio de Janeiro
	<b>CANADA TRADING ENDOSUL</b>	- Porto Allegre
	<b>VITTORIA HOSPITALAR</b>	- Vittoria
	<b>ORCIMED</b>	- Sao Paulo
<b>CHILE:</b>	<b>HEMISUR S.A</b>	- Santiago
	<b>PHARMA BRIL</b>	- Santiago
<b>COLOMBIA:</b>	<b>CTP MEDICA S.A.</b>	- Bogotá D.C.
<b>CUBA</b>	Operated from Latin America Office	
<b>ECUADOR:</b>	<b>CORPO&amp;MEDICA S.A</b>	- Quito
<b>MEXICO:</b>	<b>IMPULSO MEXICANO S.A.</b>	- Mexico D.F.
	<b>JOSE MANUEL CERVANTES S.A.</b>	- Mexico D.F.
	<b>Medstent</b>	- Mexico D.F.
<b>PERU:</b>	<b>FERPROSA S.A</b>	- Lima
<b>VENEZUELA:</b>	<b>ARROMED C.A.</b>	- Caracas
	<b>OCENTES SUMINISTROS</b>	- Caracas
	<b>DISTRIBUIDORA ATLANTIS</b>	- Caracas
<b>URUQUAY</b>	Operated from Argentina	



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## 8. FUTURE PROJECTS

- **Increase L.A. distribution network**
  - Panama distribution
  - Costa Rica Distribution
- **Middle East M.O.H. tenders**