

# Company Profile

# HealthTech Ghana



## Vision

Advancing healthcare through innovation and compassion

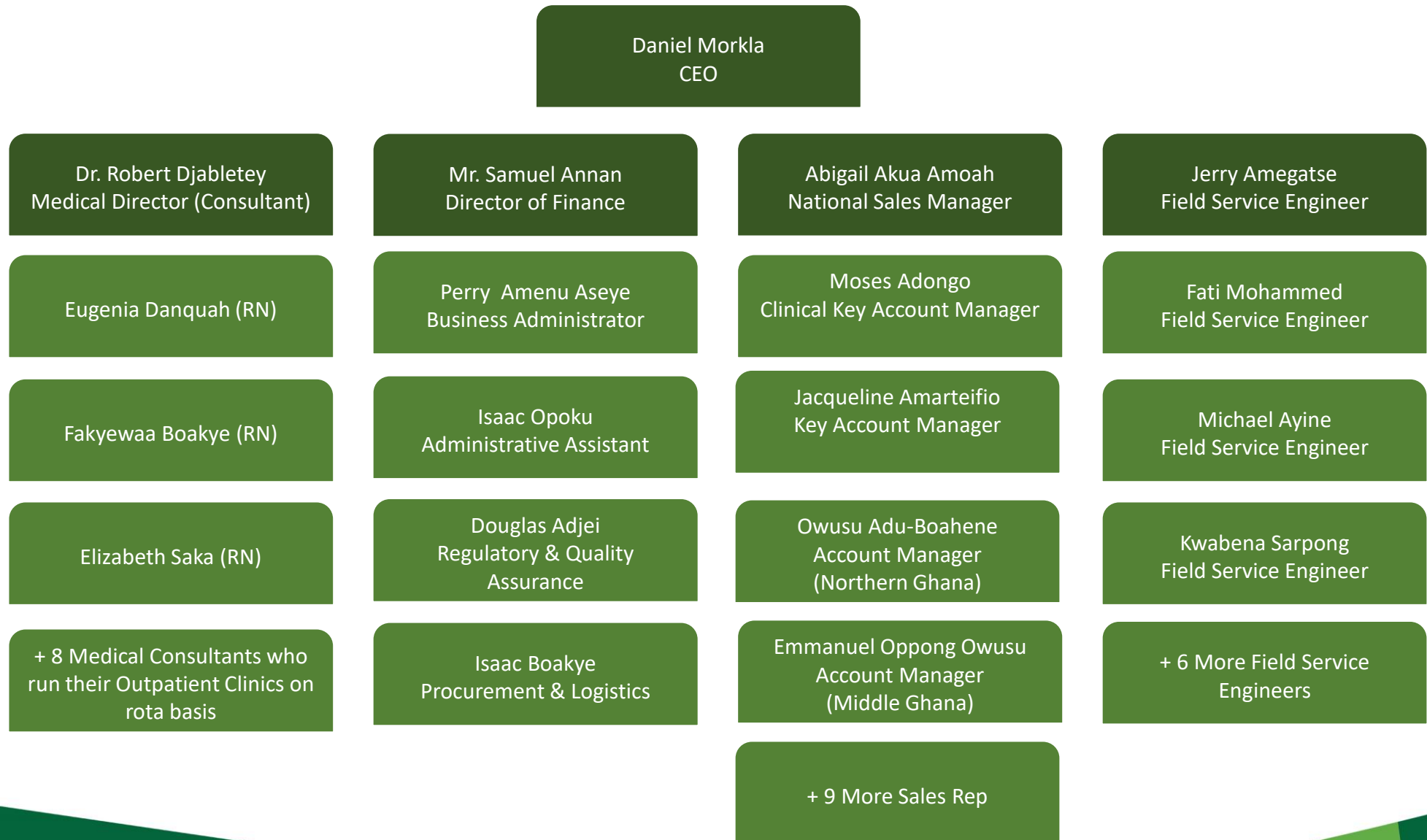
## Mission Statement

To be a medical technology market leader in Ghana driven by quality of our products, customer centricity, technical support and services

## Values

- **Compassion** – caring passionately for patient, caregivers and their health organisation
- **Innovation** – technology to solve clinical problems
- **Trust** – deliver on our promise
- **Service** – going the extra mile for our customers to exceed their expectation

# HealthTech Organisational Chart



# HealthTech Customer Profiling and Focussing

MOH/GHS/RMS

Teaching Hospitals

Regional Hospitals

District Hospitals

Poly-Clinics

CHIPS Clinics

Procurement Method  
1. Mainly Tender  
2. RfQ

Faith Based Hospitals

Catholic Hospitals

Adventist Hospitals

Presbyterian Hosp.

Islamic Hospitals

Methodist Hospitals

Procurement Method  
1. Trusted Relationship Buying  
2. RfQ

Private Hospitals

Specialist Hospitals

GH Club 100 Hosp.

Fertility Hospitals

MediFem Hospitals

New Crystal Hosp.

Procurement Method  
1. Trusted Relationship Buying  
2. RfQ

Quasi-Private Hosp.

Military Hospitals

Police Hospitals

Maritime Hospitals

Mining Hospitals

Oil Company Hosp.

Procurement Method  
1. RfQ  
2. Tender

•Government of Ghana accounts for 70% Healthcare Spend  
•Private Sector account rest 30% Healthcare Spend

# Core Customers



**UNIVERSITY OF GHANA  
MEDICAL CENTRE**  
*World Class Patient Care, Training and Research*



**Weill Cornell  
Medicine**



**AMC**  
ACCRA MEDICAL CENTRE  
MEDICAL SERVICE PROVIDER



hopeXchange  
MEDICAL CENTERS



MINISTRY OF HEALTH  
REPUBLIC OF GHANA



United Nations



NOVARTIS



Japan International  
Cooperation Agency



GEORGE & ANGELINA OWUSU  
FOUNDATION



# Brands Representation & Distributorship



**B | BRAUN**

**flexicare**  
TOTAL QUALITY - TOTAL CARE

**PHILIPS**  
Healthcare

**HENRY SCHEIN**<sup>®</sup>

**Baxter**

**Tuttנauer**  
Legacy | Reliability | Innovation

**Abbott**

**MERTMEDICA**<sup>®</sup>

**mindray**

**Dr.Japan**

**intra**  
special catheters

**Bristol Maid**<sup>™</sup>  
Hospital Metalcraft<sup>™</sup> Limited








**Health Pro**

Crafting Solutions in Medical Education  
**KYOTO KAGAKU**

## ACUTE HOSPITALS – BRAND-TO-SEGMENT STRATEGIC FIT

ICU (ADULT/NICU/PICU)	    
ANAESTHESIOLOGY	    
ONCOLOGY	 
RADIOLOGY (IMAGING)	 
SURGICAL/TRAUMA	
NEPHROLOGY (DIALYSIS)	
DENTAL	
INFECTION CONTROL (STERILIZATION & PPEs)	 

## ACUTE HOSPITALS – BRAND-TO-SEGMENT STRATEGIC FIT - Continue

HAEMATOLOGY & MEDICAL	
DIABETES & WOUND CARE	
RAPID DIAGNOSTICS (COVID-19, HIV, MALARIA, HEPATITIS)	
HOSPITAL MANAGEMENT SYSTEM	
CARDIOLOGY	
MEDICAL SIMULATORS & MANIKINS	Crafting Solutions in Medical Education 
MEDICAL FURNITURE & EQUIPMENT	











Phlebotomy Chair, Fixed Height



Caretray Trolley - Phlebotomy



Phlebotomy Chair, Variable Height



Room Dividers



Screen - Curtain, Four Section, Folding



Mobile Screen - Solid, Three & Four Section,



Clean Linen Trolleys - Medium (690 Litre)



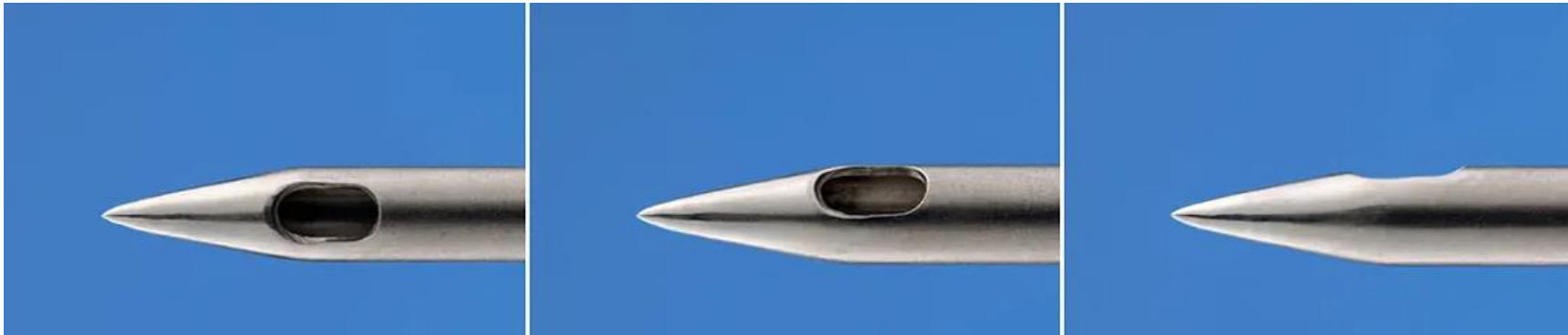
Soiled Linen Trolleys - Mild Steel, Sprung

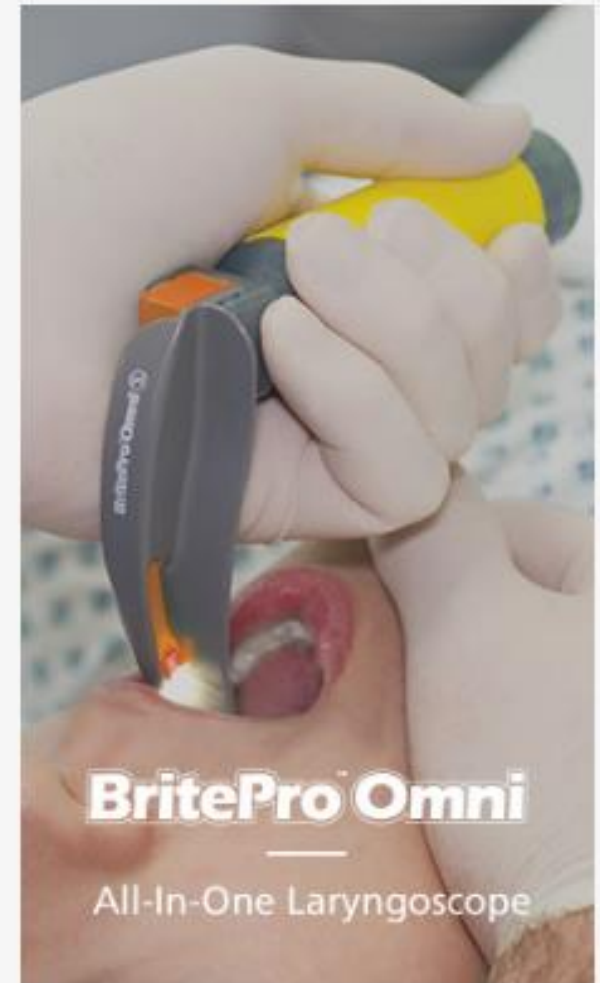
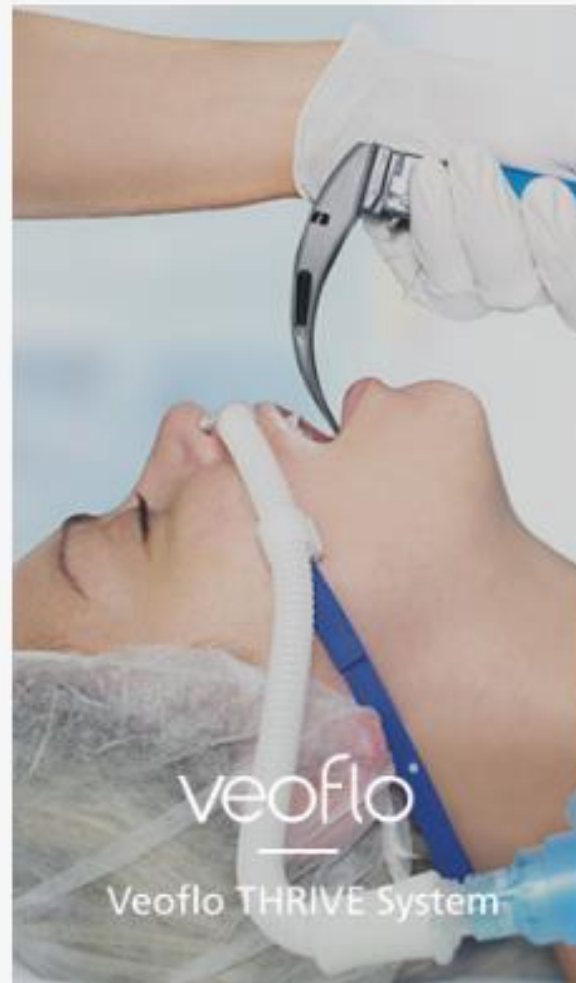


Soiled Linen Trolleys - Stainless Steel,

### Pencil point Spinal Needles

1. The precision polished conical point offers outstanding straight-line stability and greater puncture resistance than a cutting needle, making it easier to feel whether the dura has been successfully punctured.
2. The smaller puncture hole results in less spinal fluid leakage compared with when a cutting needle is used, and many users have reported reduced incidence of post-dural puncture headaches (PDPH) as a result.
3. Dedicated to ISO80369-6 (connector standard for neuroanesthesia).











Implantable port system - implantable for chemotherapy



Monitoring-set for all invasive blood pressure measurements



Arterial catheter with valve



**The "Golden Supporting Actor" in The Operating Room**

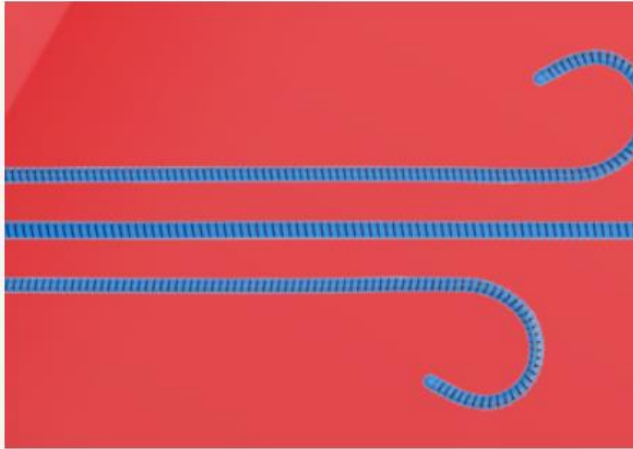


**Compact yet Powerful – SV600**



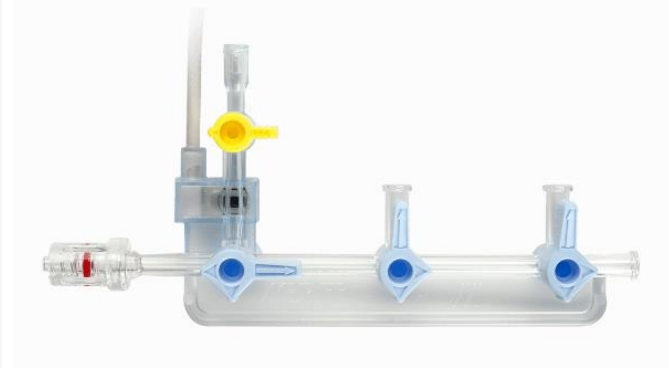
**Anaesthesia Gas Machine A8/A9**





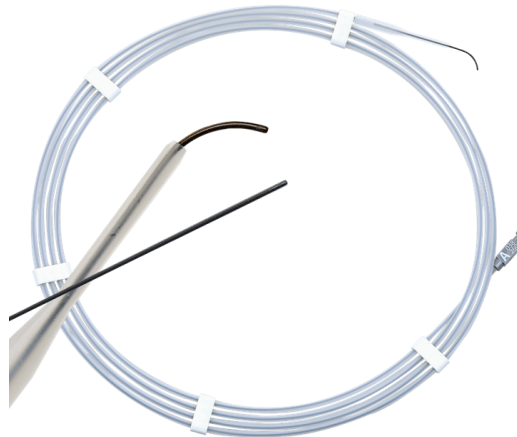
### InQwire® Amplatz Guide Wire

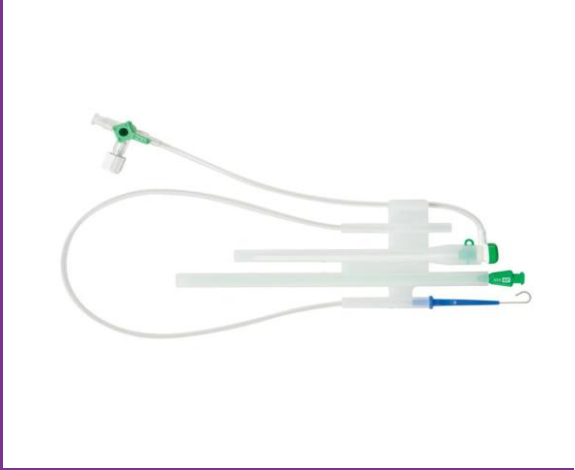
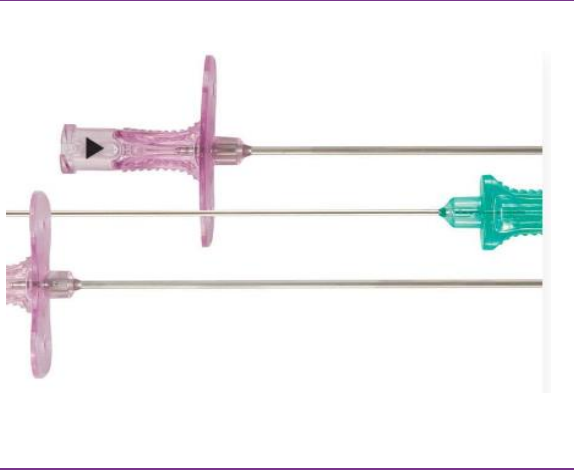
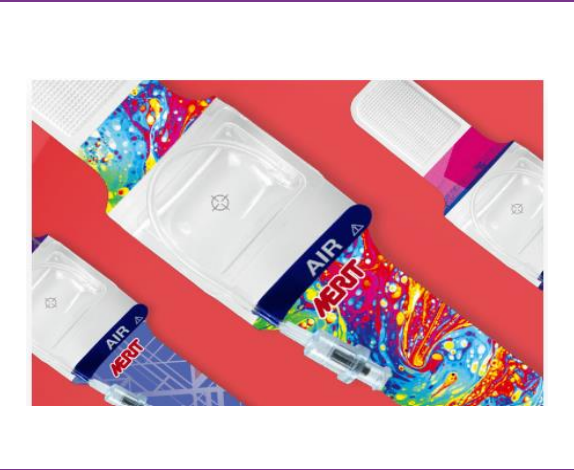
Amplatz guide wires provide an increased level of stiffness that delivers support and stability within the vasculature.



### ONE Snare® System

The Worley Vein Selector is designed to improve LV lead location with its key features.





- Tuttnauer offers a large selection of chamber sizes and doors including custom applications.
- Our service and support team ensures every order receives worry-free installation and maintenance support.



**ELARA tabletop autoclave**

For Dental, Ophthalmic and Medical Clinics

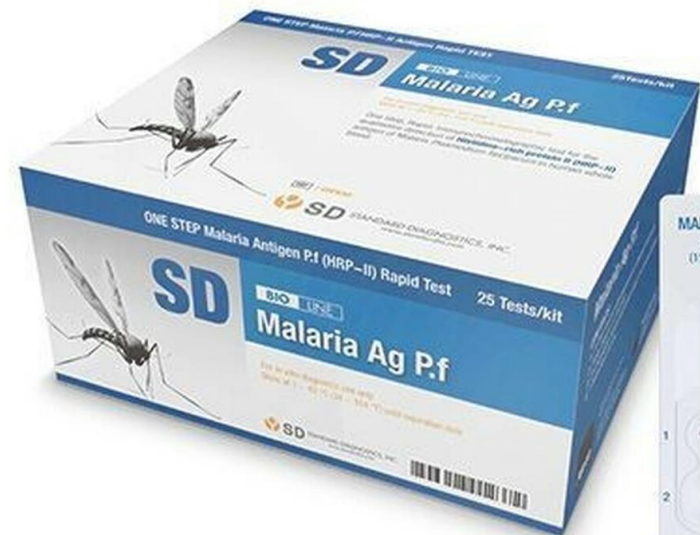


**HSG autoclave**

For hospitals, clinics and medical centers

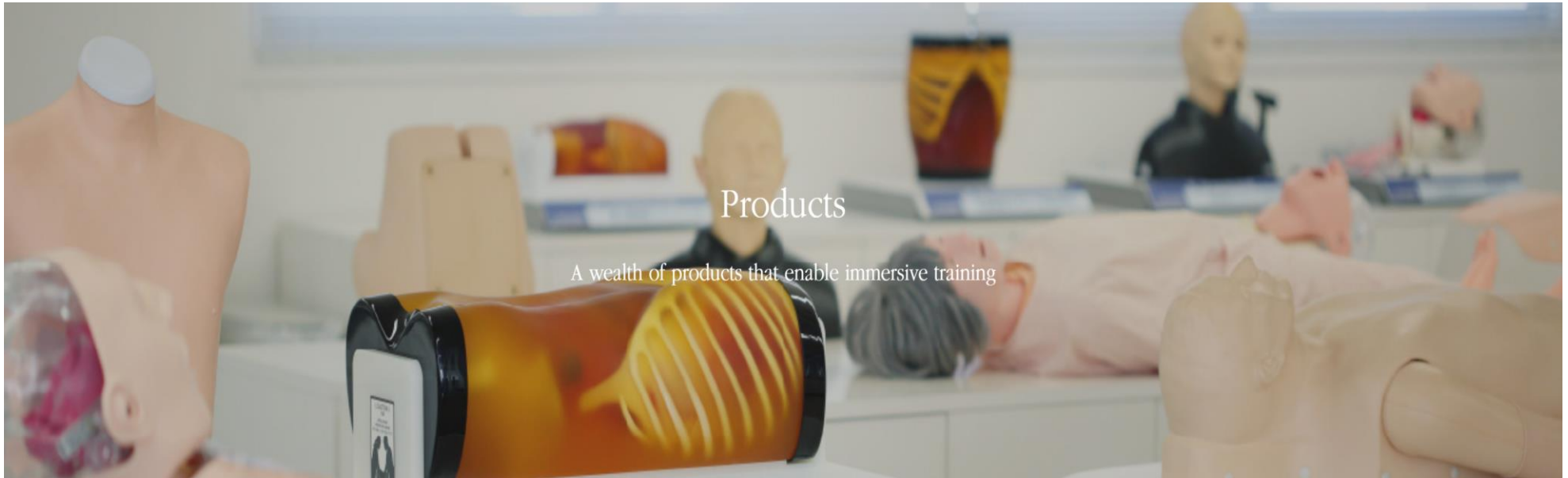


RAPID DIAGNOSTICS (COVID-19, HIV, MALARIA, HEPATITIS, CHOLERA, SYPHILIS, NEGLETED TROPICAL DISEASES(NTDs)



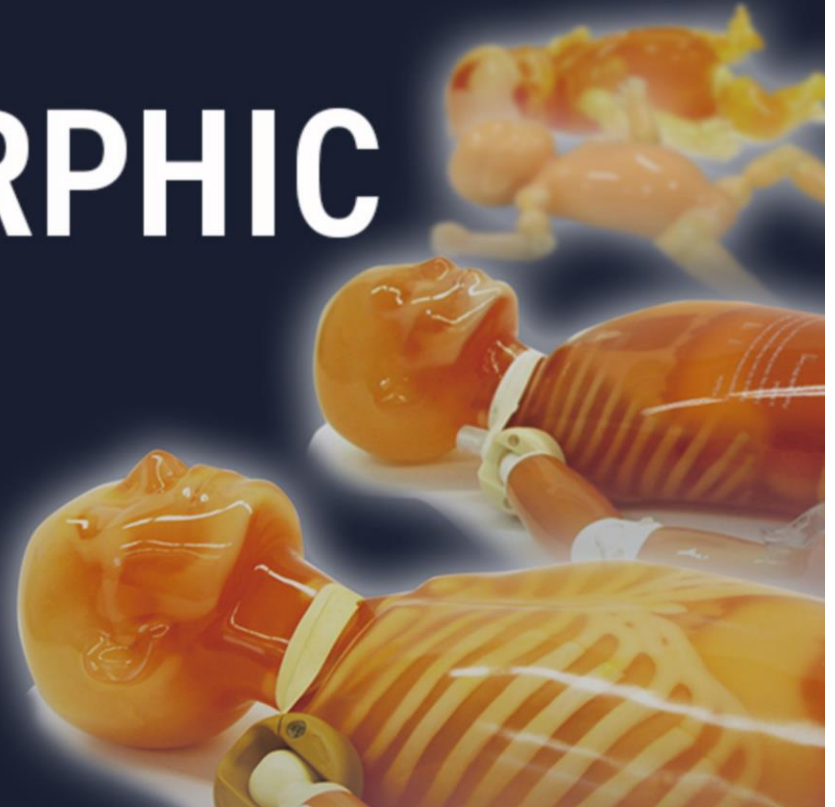






# ANTHROPOMORPHIC PHANTOMS

**PBU** PHANTOMS

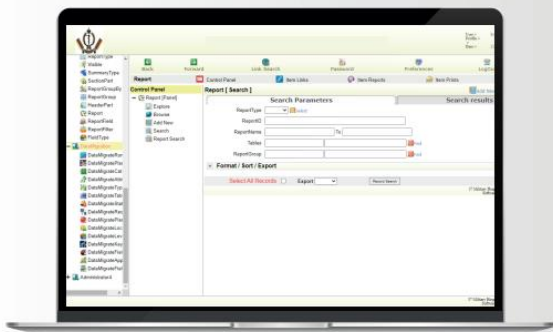


Fully Integrated Hospital Management System that handles ALL aspects of Hospital Management. The system makes it easy for healthcare professionals and managers to concentrate on their core assignments thus providing hustle-free experience for patients.

### Modules

- Registration
- Nurses
- Doctors
- Pharmacy
- Laboratory
- Radiology
- Chief cashier
- Billing /claim manager
- Stores and Inventory
- Human Resources
- Stores and Inventory
- Human Resources
- Accounting
- In-patient /Wards
- Mortuary
- Catering
- Mortuary
- Cashier

### Health Pro Insight



#### REGISTRATION/RECORDS

- Patient Demographics
- Create Visit/Attendance
- Manage Patient Billing Records
- Patient Statistical Reports

#### NURSES

- Manage Medical Records
- Generate Patient Bill
- Hospital Bed Management
- Medical Reports

#### DOCTORS

- Patient Diagnosis
- Prescription Management
- Investigations (Laboratory and Radiology)
- Hospital Bed Management
- Medical Reports

### Facilities



#### STORES AND INVENTORY

- Inventory Management
- Inventory Reports

#### CASHIER

- Payment Processing
- Financial Reports

#### LABORATORY & RADIOLOGY

- Manage Medical Records
- Generate Patient Bill

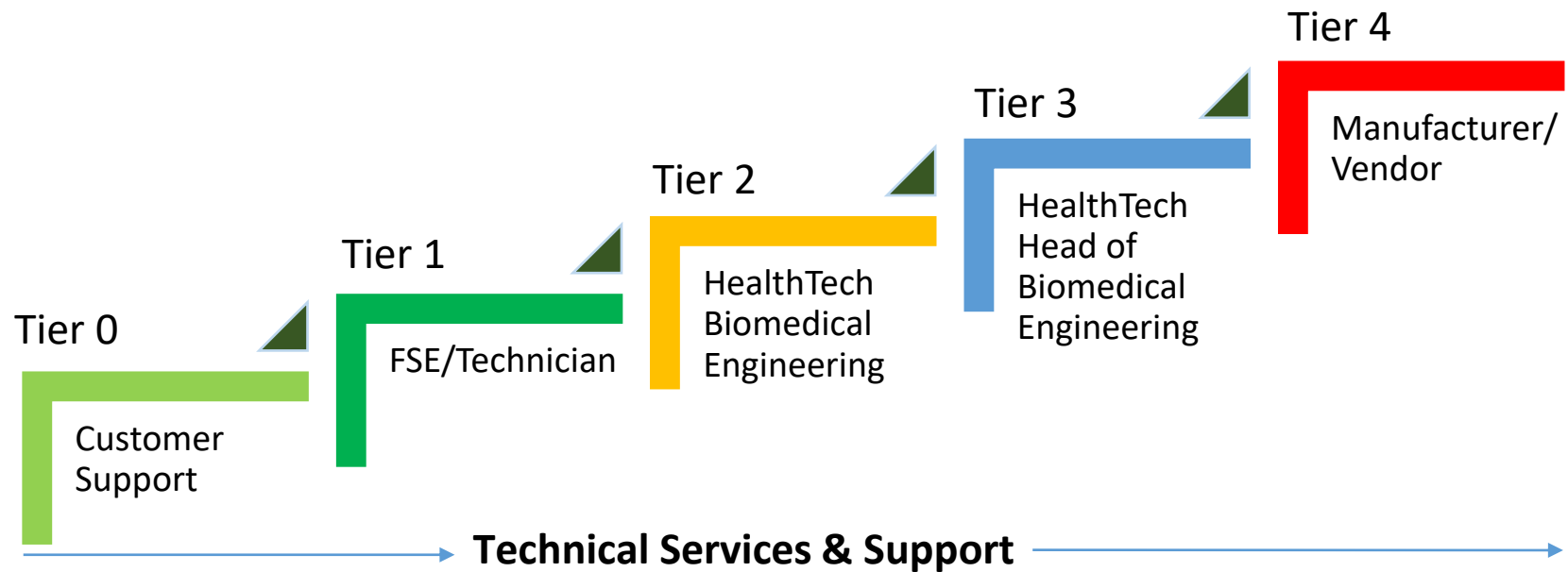
### Deployment Periods

Year	Deployment	Location
2004	1st Deployment	Accra

# HealthTech Device Traceability with QR Codes Labelling



# HealthTech Technical Services and Biomedical Support Model








1. Customer calls centralised hotline on **0302 269 594**
2. to report a problem.
3. Agent takes details of the customer and raises a case in Ticket. Case is assigned.






1. Technician receives a case in SD and calls customer.
2. Works through troubleshooting by Phone. Site visit if required or escalated if required.




1. Technician receives a case in SD and calls customer.
2. Works through troubleshooting by Phone. Site visit if required or escalated if required.

1. Tech Support receives a case in SD and calls customer.
2. Works through troubleshooting by Phone. Site visit if required or escalated if required.

1. HealthTech Tech Support still owns the case and manages the issue in conjunction with device Manufacturer to ensure resolution.

BRAND	SEGMENT	TECHNICAL SUPPORT TIER
	<ul style="list-style-type: none"> <li>• ICU (ADULT)</li> <li>• NICU</li> <li>• PICU</li> <li>• OR</li> <li>• MEDICAL</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER IN GERMANY)</li> </ul>
	<ul style="list-style-type: none"> <li>• ICU (ADULT)</li> <li>• NICU</li> <li>• PICU</li> <li>• OR</li> <li>• MEDICAL</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER IN UK)</li> </ul>
	<ul style="list-style-type: none"> <li>• CSSD</li> <li>• STERILISATION UNITS</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER IN ISRAEL )</li> </ul>
	<ul style="list-style-type: none"> <li>• DENTAL</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER IN USA)</li> </ul>
	<ul style="list-style-type: none"> <li>• DIALYSIS (MEDICAL)</li> <li>• ICUS</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER IN USA)</li> </ul>

BRAND	SEGMENT	TECHNICAL SUPPORT TIER
	<ul style="list-style-type: none"> <li>CARDIOLOGY</li> <li>ONCOLOGY</li> <li>RADIOLOGY</li> </ul>	<ul style="list-style-type: none"> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER- SOUTH AFRICA)</li> </ul>
	<ul style="list-style-type: none"> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>DIALYSIS</li> <li>MEDICAL</li> </ul>	<ul style="list-style-type: none"> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER- UK)</li> </ul>
	<ul style="list-style-type: none"> <li>ORTHOPAEDICS</li> <li>TRAUMA</li> <li>ICUs</li> <li>MEDICAL</li> </ul>	<ul style="list-style-type: none"> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER IN GHANA &amp; NETHERLANDS)</li> </ul>
	<ul style="list-style-type: none"> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>MEDICAL</li> </ul>	<ul style="list-style-type: none"> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER-CHINA)</li> </ul>
<p>Crafting Solutions in Medical Education</p> 	<ul style="list-style-type: none"> <li>MEDICAL TRAINING</li> <li>MEDICAL SIMULATION</li> </ul>	<ul style="list-style-type: none"> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER- JAPAN)</li> </ul>

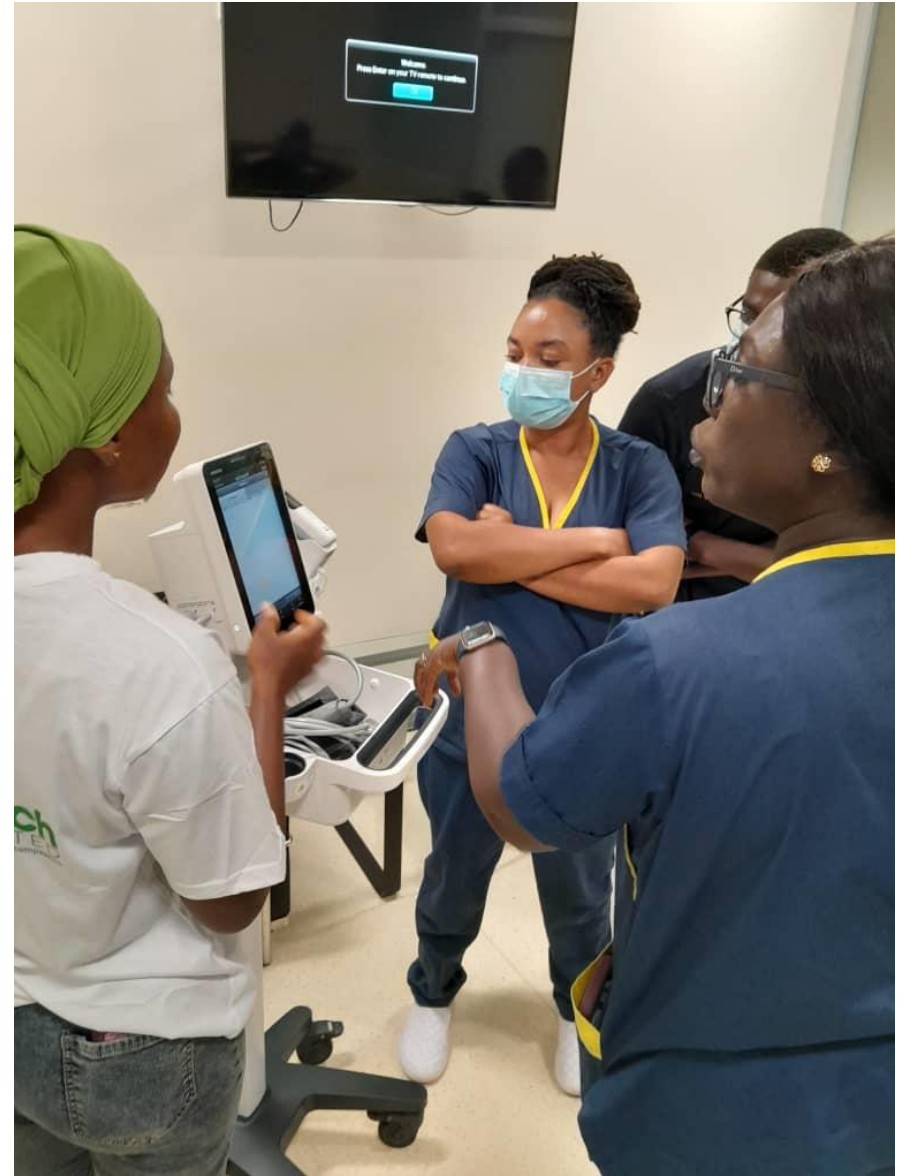
BRAND	SEGMENT	TECHNICAL SUPPORT TIER
	<ul style="list-style-type: none"> <li>• ICU (ADULT)</li> <li>• NICU</li> <li>• PICU</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER-GERMANY)</li> </ul>
	<ul style="list-style-type: none"> <li>• ICU (ADULT)</li> <li>• NICU</li> <li>• PICU</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (MANUFACTURER- JAPAN)</li> </ul>
	<ul style="list-style-type: none"> <li>• HOSPITAL-WIDE ELECTRONIC MEDICAL RECORD (EMR) IT SYSTEM</li> </ul>	<ul style="list-style-type: none"> <li>• TIER 0</li> <li>• TIER 1</li> <li>• TIER 2</li> <li>• TIER 3</li> <li>• TIER 4 (DEVELOPER SUPPORT- GHANA)</li> </ul>



# HealthTech Solution successfully deployed @37 Military Hospital



# HealthTech Solution successfully deployed @The Bank Hospital



# HealthTech Solution successfully deployed @SIC Bob Freeman Clinic



# HealthTech Solution successfully deployed @HopeXchange Medical Centre



# HealthTech Solution successfully deployed @Police Hospital Accra



# World AIDS Day



# HealthTech Solution Successfully Deployed @Holy Family Hospital



# HealthTech Solution successfully deployed @Ho Teaching Hospital





# HealthTech Solution successfully deployed @University of Ghana Medical School



#TeamHealthTech



## Key Contacts

Daniel Morkla (CEO)

Mobile: +233 24 030 8902

Email: [danny@healthtechghana.com](mailto:danny@healthtechghana.com)

Abigail Akua Amoah (Head of Sales)

Mobile: +233 59 229 3076

Email: [akua.amoah@healthtechghana.com](mailto:akua.amoah@healthtechghana.com)

Moses Adongo (Clinical Key Account Manager)

**Mobile:** +233 54 385 6131

**Email:** [moses@healthtechghana.com](mailto:moses@healthtechghana.com)

Jerry Amegatse (Field Service Engineer)

Mobile: +233 24 336 3075

Email: [jerry.amegatse@healthtechghana.com](mailto:jerry.amegatse@healthtechghana.com)