

## **Company Profile**

www.healthtechghana.com

# 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



	Daniel M CEC		
Dr. Robert Djabletey Medical Director (Consultant)	Mr. Samuel Annan Director of Finance	Abigail Akua Amoah National Sales Manager	Jerry Amegatse Field Service Engineer
Eugenia Danquah (RN)	Perry Amenu Aseye Business Administrator	Moses Adongo Clinical Key Account Manager	Fati Mohammed Field Service Engineer
Fakyewaa Boakye (RN)	Isaac Opoku Administrative Assistant	Jacqueline Amarteifio Key Account Manager	Michael Ayine Field Service Engineer
Elizabeth Saka (RN)	Douglas Adjei Regulatory & Quality Assurance	Owusu Adu-Boahene Account Manager (Northern Ghana)	Kwabena Sarpong Field Service Engineer
+ 8 Medical Consultants who run their Outpatient Clinics on rota basis	Isaac Boakye Procurement & Logistics	Emmanuel Oppong Owusu Account Manager (Middle Ghana)	+ 6 More Field Service Engineers
		+ 9 More Sales Rep	

## HealthTech Customer Profiling and Focussing



MOH/GHS/RMS	Faith Based Hospitals	Private Hospitals	Quasi-Private Hosp.
Teaching Hospitals	Catholic Hospitals	Specialist Hospitals	Military Hospitals
Regional Hospitals	Adventist Hospitals	GH Club 100 Hosp.	Police Hospitals
District Hospitals	Presbyterian Hosp.	Fertility Hospitals	Maritime Hospitals
Poly-Clinics	Islamic Hospitals	MediFem Hospitals	Mining Hospitals
CHIPS Clinics	Methodist Hospitals	New Crystal Hosp.	Oil Company Hosp.
Procurement Method 1. Mainly Tender 2. RfQ	Procurement Method 1. Trusted Relationship Buying 2. RfQ	Procurement Method 1. Trusted Relationship Buying 2. RfQ	Procurement Method 1. RfQ 2. Tender

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

# **Core Customers**



# **Brands Representation & Distributorship**



PHILIPS

Healthcare



# HENRY SCHEIN®







Baxter



Bristol Maid

mindray

**Health Pro** 

Crafting Solutions in Medical Education



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

ICU (ADULT/NICU/PICU)	B BRAUN mindray Fiercere Dr.Japan intra
ANAESTHESIOLOGY	B BRAUN mindray Fierce Dr.Japan intra
ONCOLOGY	B BRAUN /// MERIT/EDICAL
RADIOLOGY (IMAGING)	Healthcare
SURGICAL/TRAUMA	<b>FIEXICATE</b>
NEPHROLOGY (DIALYSIS)	Baxter
DENTAL	HENRY SCHEIN®
INFECTION CONTROL (STERILIZATION & PPEs)	B BRAUN Tuttnauer Legacy   Reliability   Innovation



HAEMATOLOGY & MEDICAL	<b>B</b> BRAUN
DIABETES & WOUND CARE	<b>B</b> RAUN
RAPID DIAGNOSTICS (COVID-19, HIV, MALARIA, HEPATITIS)	<b>Abbott</b>
HOSPITAL MANAGEMENT SYSTEM	Health Pro
CARDIOLOGY	
MEDICAL SIMULATORS & MANIKINS	Crafting Solutions in Medical Education           KYOTO KAGAKU
MEDICAL FURNITURE & EQUIPMENT	Bristol Maid

# **BRAUN**

Hospital Segment: Anaesthesia & ICU, NICU, PICU, In-Patient Facility, Urology and Oncology

















### Hospital Segment: Imaging & Advance Patient Monitoring











## Hospital Segment: Haemodialysis











## Hospital Furniture & Equipment





Phlebotomy Chair, Fixed Height



Caretray Trolley -Phlebotomy



Phlebotomy Chair, Variable Height



## Hospital Furniture & Equipment





Room Dividers



Clean Linen Trolleys -Medium (690 Litre)



Screen - Curtain, Four Section, Folding



Soiled Linen Trolleys -Mild Steel, Sprung



Mobile Screen - Solid, Three & Four Section,



Soiled Linen Trolleys -Stainless Steel,

# Dr.Japan

## Hospital Segment: Anesthesia



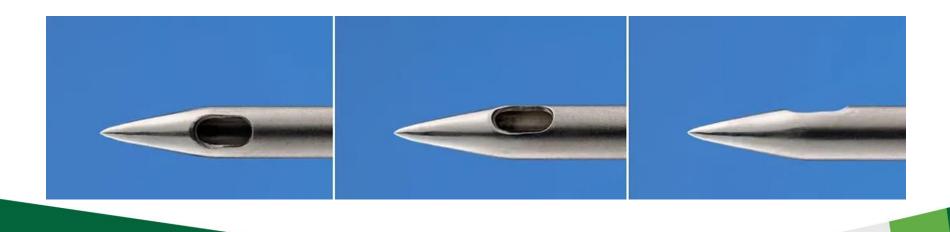
### **Pencil point Spinal Needles**

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).

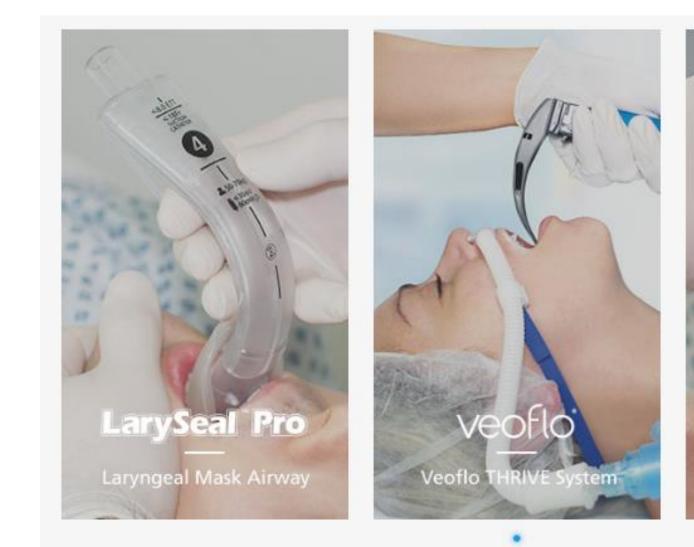






Airway/Ventilator Management, Anaesthesia Breathing Systems







# HENRY SCHEIN®

## Hospital Segment: Dental Surgery & Oral Care













Hospital Segment: Anesthesia /ICU/ Oncology





## Implantable port system - implantable for chemotherapy



Monitoring-set for all invasive blood pressure measurements

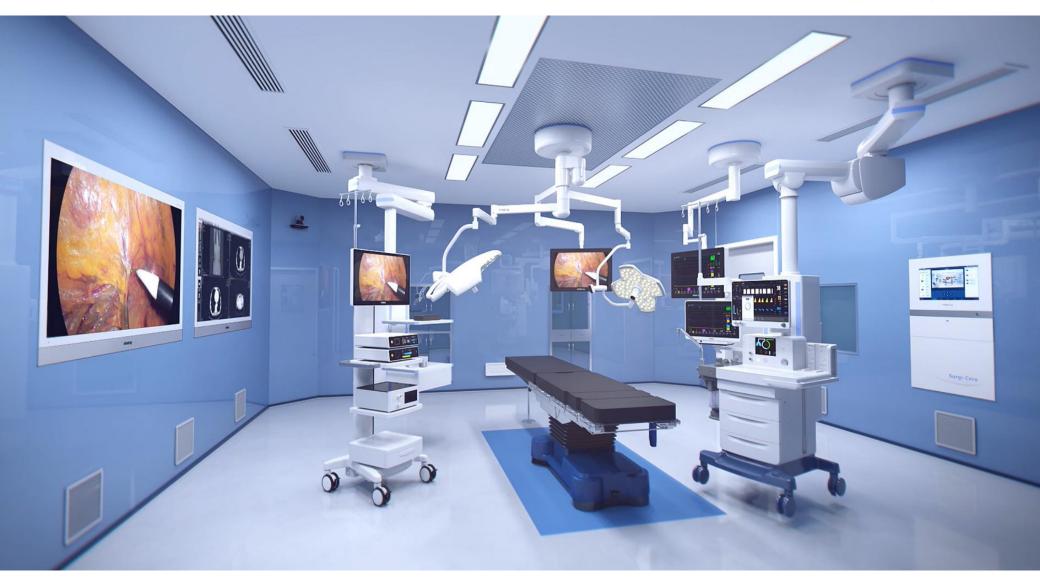


Arterial catheter with valve

# mindray

## Hospital Segment: Operating Theatre





The "Golden Supporting Actor" in The Operating Room

# mindray

## Hospital Segment: Anesthesia & ICU





**Compact yet Powerful – SV600** 



Anaesthesia Gas Machine A8/A9



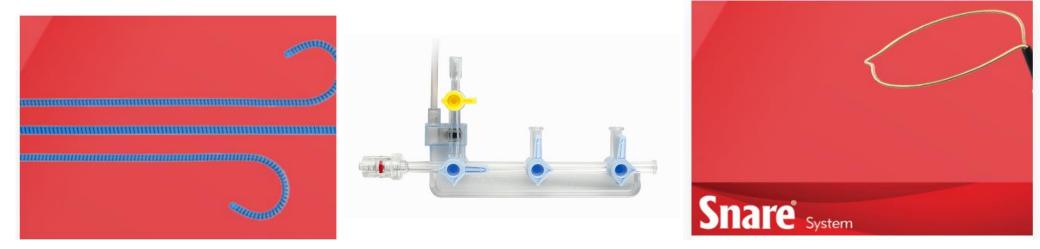






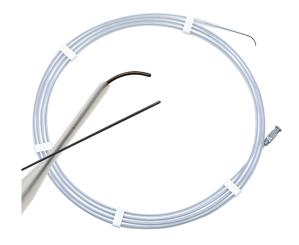
## Hospital Segment: Cardiology, Oncology, Radiology





## InQwire<sup>®</sup> Amplatz Guide Wire

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



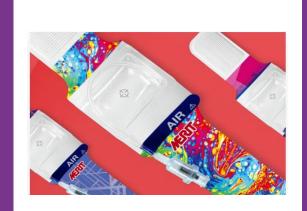
## **ONE Snare® System**

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

Hospital Segment: Cardiology, Oncology, Radiology



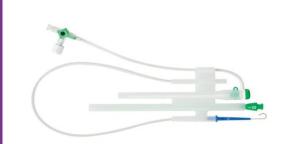
















- Tuttnauer offers a large selection of chamber sizes and doors including custom applications.
- Our service and support team ensures every order receives worry-free installation and maintenance support.



### **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)















#### **Crafting Solutions in Medical Education**



## Medical Education Simulator & Manikins





# Crafting Solutions in Medical Education

## Medical Education Simulator & Manikins







**Crafting Solutions in Medical Education** 



Medical Education Simulator & Manikins



# ANTHROPOMORPHIC PHANTOMS

# **PBU** PHANTOMS

# **Health Pro**



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.



- Registration
- Nurses
- Doctors
- Pharmacy
- Laboratory
- Radiology
- Chief cashier
- Billing /claim manager
   Mortuary
- Stores and Inventory

- Human Resources Stores and Inventory
- Human Resources
- Accounting
- In-patient /Wards
- Mortuary
- Catering
- Cashier

## Deployment Periods

Year	Deployment	Location
2004	1st Deployment	Accra

## **Health Pro**



Total and the second se					6		Real -
Summers Type	Bick.	TOTALVE	Lank 1		Passanti	Performance	
SutionPart	Report		Carned Pacel	Den Löhn	Ø menilepent	per t	am Arian
Sa Report Sumply	- Control Panel		Report [ Search ]				Mate:
El Herbelleri	- Cy Happel (Face)			Search Paramet	ers	1	Search result
CP Papert	Estudia		Fague (7gue	· · Bake			
A Report Field	and they		Report				
a Report Day	III Search		Experitients		(Del		
et meet ge	Report Gears	8	Tebles			100 mil	
- M Transferdor			ReportDoorg			and a	
DataMigrateRor DataMigrateRor						100.00	
Cutation group Car			· Format / Sort / Ex	port			
A DataMayore Nor			Telect Al No.	the D Exect	u (feer)		
My DatsMigrain/Trail.	2			and the subset	-		Philip
Data Migram Tate							
a) DataMgomitar							
Turini Barris Raci							
CatalitystePlace							
DataMpatricev							
CutoMontelau							
CutatiligrateTier							
af DataMigranky							
륜 DelaMquesturi							
# DelaMouseful + @ Assessment							

## **Facilities**



#### **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** 

#### **STORES AND INVENTORY**

#### CASHIER

**Inventory Management Inventory Reports** 

**Payment Processing Financial Reports** 

#### LABORATORY & RADIOLOGY

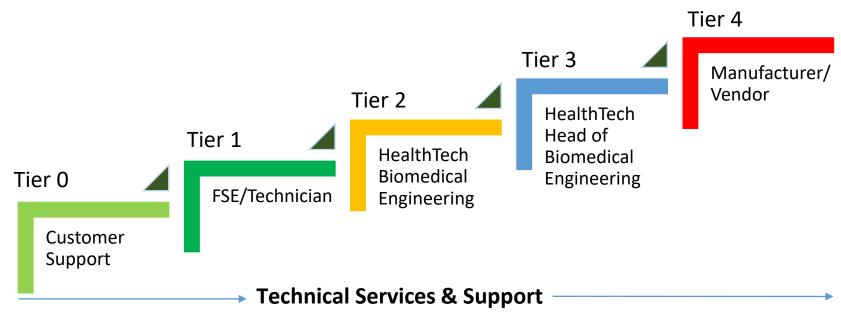
Manage Medical Records **Generate Patient Bill** 





## HealthTech Technical Services and Biomedical Support Model





1. Customer calls centralised hotline on 0302 269 594 1.

2.

- 2. to report a problem.
- Agent takes details of the customer and raises a case in Ticket. Case is assigned.
- Technician receives a<br/>case in SD and calls<br/>customer.1.Works through2.
- troubleshooting by Phone. Site visit if required or escalated if required.
- Technician receives a 1. case in SD and calls customer. Works through 2.
- troubleshooting by Phone. Site visit if required or escalated if required.
- Tech Support receives a case in SD and calls customer. Works through troubleshooting Phone. Site visit if required or escalated if required.
- HealthTech Tech Support still owns the case and manages the issue in conjunction with device Manufacturer to ensure resolution.

1.

BRAND	SEGMENT	TECHNICAL SUPPORT TIER
<b>BBRAUN</b>	<ul> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>OR</li> <li>MEDICAL</li> </ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER IN GERMANY)</li> </ul>
<b>SECURICATE</b>	<ul> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>OR</li> <li>MEDICAL</li> </ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER IN UK)</li> </ul>
Tuttnauer Legacy   Reliability   Innovation	<ul><li>CSSD</li><li>STERILISATION UNITS</li></ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER IN ISRAEL )</li> </ul>
HENRY SCHEIN®	• DENTAL	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER IN USA)</li> </ul>
Baxter	<ul><li>DIALYSIS (MEDICAL)</li><li>ICUS</li></ul>	<ul> <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><li>CARDIOLOGY</li><li>ONCOLOGY</li><li>RADIOLOGY</li></ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTUERER- SOUTH AFRICA)</li> </ul>
Bristol Maid	<ul> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>DIALYSIS</li> <li>MEDICAL</li> </ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER- UK)</li> </ul>
<b>PHILIPS</b> Healthcare	<ul> <li>ORTHOPAEDICS</li> <li>TRAUMA</li> <li>ICUs</li> <li>MEDICAL</li> </ul>	<ul> <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>
mindray	<ul> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> <li>MEDICAL</li> </ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER-CHINA)</li> </ul>
Crafting Solutions in Medical Education KYOTO KAGAKU	<ul><li>MEDICAL TRAINING</li><li>MEDICAL SIMULATION</li></ul>	<ul> <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
intra ( special catheters	<ul> <li>ICU (ADULT)</li> <li>NICU</li> <li>PICU</li> </ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER-GERMANY)</li> </ul>
Dr.Japan	<ul><li>ICU (ADULT)</li><li>NICU</li><li>PICU</li></ul>	<ul> <li>TIER 0</li> <li>TIER 1</li> <li>TIER 2</li> <li>TIER 3</li> <li>TIER 4 (MANUFACTURER- JAPAN)</li> </ul>
<b>Health Pro</b>	HOSPITAL-WIDE     ELECTRONIC MEDICAL     RECORD (EMR) IT SYSTEM	<ul> <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







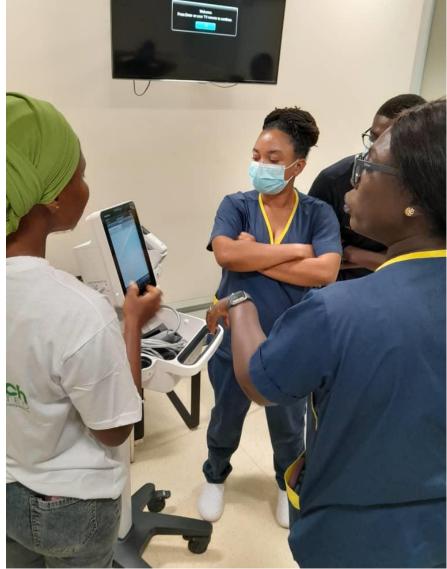


## HealthTech Solution successfully deployed @The Bank Hospital









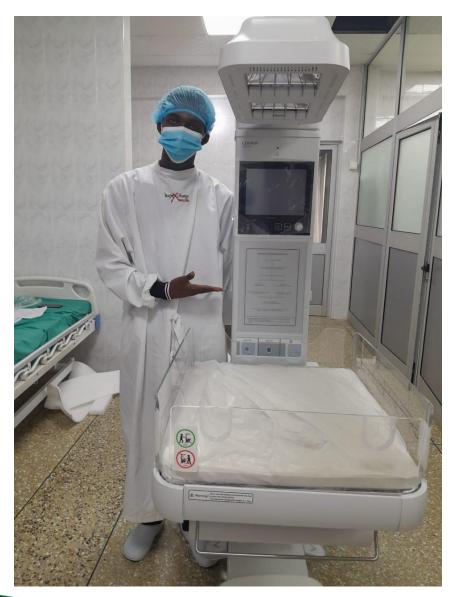
## HealthTech Solution successfully deployed @SIC Bob Freeman Clinic







## 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: <u>danny@healthtechghana.com</u>

Abigail Akua Amoah (Head of Sales) Mobile: +233 59 229 3076 Email: <u>akua.amoah@healthtechghana.com</u>

Moses Adongo (Clinical Key Account Manager) **Mobile:** +233 54 385 6131 **Email:** moses@healthtechghana.com

Jerry Amegatse (Field Service Engineer) Mobile: +233 24 336 3075 Email: jerry.amegatse@healthtechghana.com

www.healthtechghana.com