

Dear Sir,

At the onset I would like to thank you for your interest in our company and range of products.

I would take this opportunity to introduce **BIOMED HEALTHTECH PVT LTD** (ISO : 13485 certified) as India's reputed manufacturer and exporter of Orthopaedic Implants & Instrumentation..

BIOMED : An Introduction :

Biomed Healthtech Pvt Ltd is one of the wings of Dr Daftary group of companies. BIOMED was set up twenty four years back with a concrete medical base by Dr. M.S Daftary and Dr N.S Daftary with the sole intention of serving the medical community by the people having medical background. Over the years the company grew rapidly and gained enormous experience, leadership and ability to provide the right kind of services for the ever increasing needs of the professionals in the medical field.

WHY BIOMED:

BIOMED was established in 1989 and deals with competence and professional work of qualified staff. Biomed possesses an incomparable level of expertise. From the beginning being one step ahead has always been our goal.

 Partnering with BIOMED

Biomed believes that "Training" is a key to Selling. Orthopaedic Implant business requires specialized selling skills, and therefore there is always a need to undergo 'training' about the products, its assembly, range, knowledge about the surgery, and dealing with prospects.

What BIOMED would look for in a prospective dealer would be the following attributes to be an associate member of Biomed Group of companies.

Experience:

- a. Handling of dealers
- b. Logistics
- c. Coordination vis-a-vis company and the Dealers.

Finance: Must have a strong financial background for investment.

 **Stocks & Inventories:** The prospective dealer will have to maintain sufficient stocks so that the supplies are not affected. Generally this will vary for a 'Dealer' and a 'Super Dealer'.

Staff: The dealer must maintain the staff to meet the prospects in hospitals, generate the orders, and the subsequent logistics. The staff will have to be fully trained and will also undertake the payment against the invoices.

Dealership of other Ortho companies: Biomed will appreciate if the prospective dealer has no such company on its dealership having conflicting interest with Biomed.

Proactive Marketing: The dealer will have to be alert against any competitive products by way of new introductions, rate changes, new requirements by doctors or institutions, and take proactive actions in consultation with Biomed.



Willingness to learn the business: Biomed shall impart the training to the staff of dealer as to how to conduct the ortho implant business. The dealer person will then after be required to visit various institutions, and the prospects, to conduct the day-to-day business under the guidance from Biomed.

These are the general guidelines for the prospective dealers or super dealers.

Thanks & Regards
Mr. Dinesh Gangani
Assoc. Director