

Medical Imaging

Value Proposition





Economic Value Analysis

- Brand new products from Siemens, Philips and other manufacturers compare to our prices are usually 50% to 55% higher.
- Their service contract after the first year usually runs 40% higher than our service contract.
- Combining the cost of the machine and the service contract, the customers will save over 90% if they buy from us.
- We will train a local engineer when we install the machine, the local engineer will be responsible for all first level maintenance and repair. He will provide regular maintenance service 4 times per year.
- The cost of the training and the first year service will be covered by us. Neither Siemens nor Philips will do this. They will only provide service contract so they can charge the customer when an engineer comes to do maintenance.
- After the first year, we can work out multi year service contract with the customer, usually they are 40% less expensive than Siemens or Philips.
- During the installation of the machine, we will be training operators or technicians to ensure they will be proficient with the machine and provide the best quality scans for the doctors. The operators will be certified by us and is highly regarded in the industry once they get this certification.



Value Added Programs

- We offer guaranteed uptime, that means we will pay penalty of any loss of business due to downtime of the machine. e.g. If the machine have more than 3 days of downtime per month due to technical problems, we will pay for the loss of those days of business. Siemens or Philips do not offer these kind of guarantee.
- Supply and installation of teleradiology and PACS (Picture Archiving and Communications Systems).
- Provide complete studies, construction and maintenance of the lead (Pb) shielded enclosures and RF / Magnetic shielded enclosures which house this equipment.
- Comprehensive training program offered as a value added program to customers aimed at transferring the knowledge and technology in a highest professional manner
- After sales service available 24hrs a day 7days a week.



Project Financing



Project financing options available to qualified foreign buyers through Export Development Canada subject to approval of application.

EDC is a Government of Canada Corporation that provides a range of financing solutions for foreign buyers of Canadian capital goods and services. Conditions apply for application approval.