COLOMBIAN OFFER HOSPITAL SUPPLY



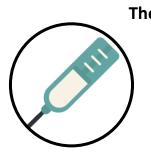
MAIN PRODUCTS EXPORTED BY COLOMBIA IN THE HOSPITAL SUPPLY SECTOR



Other instruments and appliances (901890) FOB 2017: USD 15.5 million Variation 2016 - 2017 -5.1% Participation 2017: 30.7%



Artificial teeth (902121) FOB 2017: USD 6.3 million Variation 2016 - 2017 -11.9% Participation 2017: 12.6%



The other syringes, needles, catheters, cannulas and similar (901839) FOB 2017: USD 4.7 million Variation 2016 - 2017: 23% Participation 2017: 9.2%

Catgut and sterile ligatures (300610)

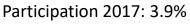
FOB 2017: USD 4.5 million Variation 2016 - 2017 -25.3% Participation 2017: 8.8%



Articles and appliances for orthopedics or

for fractures (902110) FOB 2017: USD 2.9 million Variation 2016 - 2017 -19.2% Participation 2017: 5.8%

Syringes (901831) FOB 2017: USD 2 million Variation 2016 - 2017 33.4%







This group of products represents approximately 71% of the total exported in the hospital supply sector in 2017 for a value of USD 35.8 million. The remaining export value (USD 14.5 million) corresponds to products such as magnetic resonance devices, other furniture and dressings and other articles with an adhesive layer.

Chemicals and Life Sciences

MEDICAL SUPPLIES

Hospital Pharmaoist Nurse Dentist First Ad Surgeon Emergency

V	84	-



BSN MEDICAL LTDA www.bsnmedical.com.co



BSN Medical is an English-German company founded in 2001, dedicated to providing therapeutic solutions to medical teams and pharmacists, which improve the quality of life of patients. The company is located in Yumbo, Valle del Cauca.

1. PRODUCT PORTFOLIO

Wound care line, orthopedics, therapeutic compression.



4. MAIN EXPORT DESTINATIONS

2. CHANNEL

Intercompany

3. PERFORMANCE

Large company





Adhinter is a company – that belongs to the Tecnoquimicas Group - founded in 1996, one of the most important manufacturers in the band-aid business with its brand Cure Band and that leadership is complemented by a complete line of porous patches and plasters. The company is located in Cali, Valle del Cauca.



1. PRODUCT PORTFOLIO

Bandages, micropore surgical tape (fabric, silk, transparent), among others.



2. CHANNEL

Specialized distributors and retail

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS







CLAY S.A www.clay.com.co



Clay is a company dedicated to the manufacture of products for hygiene, prevention and human protection. the company is located in Cali, Valle del Cauca.

1. PRODUCT PORTFOLIO

Protectors and plastic products such as gloves, capes, caps, and clothing in non-woven fabric.

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, Certification of Sanitary Conditions INVIMA, Certification of Conditions of Storage and Conditioning, (National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish)







FRESENIUS KABI COLOMBIA S.A.S

www.fresenius-kabi.com/co/

FRESENIUS KABI caring for life

Fresenius Kabi Colombia begins operations in 2011 with the purpose of offering the best products in infusion therapies, clinical nutrition and intravenous drugs in the national market, offering advanced technology and quality for patients inside and outside hospitals. The company is located in Bogota, Cundinamarca.















LABORATORIOS HIGIETEX



Higietex is a company founded in 1971, dedicated to the production and distribution of cotton products for personal care and health. The company is located in Medellin, Antioquia.





1. PRODUCT PORTFOLIO

Cotton products, applicators, pads covers (sanitary guards)

2. CHANNEL

Specialized distributors and retail

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



Hiaietex

5. CERTIFICATIONS

NTC 2209, ISO 9001







SUPERTEX MEDICAL Supertex[®] S.A

www.supertex.com.co

Supertex Medical is a company founded in 1960, dedicated to the production of bandages, gauze and laboratory products. The company delivers to its clients disposable medical-surgical devices as an excellent option for its quality, service and innovation. The company is located in Medellin, Antioquia.





1. PRODUCT PORTFOLIO

Gauzes, laboratory products, bandages.

4. MAIN EXPORT DESTINATIONS

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter

5. CERTIFICATIONS

ISO 9001







UNION MEDICAL



www.um.com.co

Unión Medical (UM) is a company founded in 2003, dedicated to the production and distribution of single-use garments, such as nurse caps, doctor's caps, patient's gowns, surgeon's and leggings. The company is located in Sabaneta, Antioquia.







1. PRODUCT PORTFOLIO

Surgical and complementary packages. Surgical gowns. Kits for minor procedures and asepsis. Packaging for sterilization. Wounds and skin care. Personal protection. Corporal hygiene. Clinical wipes and surface cleaning. Protection of stretchers, beds and equipment.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 8 - System, Certificate # 0460 (National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish), Certificate # 0477 (INVIMA)



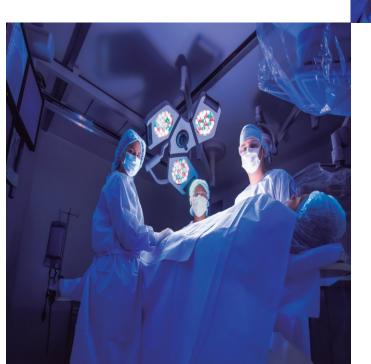
MAINCO HEALTH CARE S.A.S



www.mainco.com.co

Mainco is a company dedicated to the manufacture and distribution of protective products in disposable material. Manufacture of clothing in non-woven fabric, designed to cover the requirements of the surgical and dental sectors. The company is located in Cali, Valle del Cauca.







1. PRODUCT PORTFOLIO

Sterile Line Non-Sterile Line Disposable kit General Surgery Kit Hemodynamics Kit

2. CHANNEL

Specialized distributors and direct sales

3. PERFORMANCE

Ocassional Exporter

4. MAIN EXPORT DESTINATIONS



5, CERTIFICATIONS

National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish; GMP





www.disa.com.co

DISA is a company dedicated to the manufacture and distribution of hospital supplies products. The company is located in La Estrella, Antioquia.







1. PRODUCT PORTFOLIO

Hospital and industrial line.

Brand

4. BUSINESS MODEL

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Future Exporter











Chemicals and Life Sciences

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MEDICAL INSTRUMENTS

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NEW STETIC S.A www.newstetic.com



New Stetic is a manufacturer of dental products such as teeth, acrylics, anesthetics and accessories. The company is located in Medellin, Antioquia.



Olympic[®]



1. PRODUCT PORTFOLIO

Acrylic teeth, acrylic resins,

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Large company

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, ISO 13485, ISO 22112, GMP, BASC.







Bioplast S.A. is a company dedicated to the manufacture and commercialization of medical devices. Their biggest contribution is through oxygen humidifiers, aerosol therapy kits, nasal cannulae, inhale-chambers and other products. The company is located in Bogota, Cundinamarca.





1. PRODUCT PORTFOLIO

Assembly of all plastic products related to the medical-surgical and hospital area,

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter















www.corpaul.com

Corpaul is a non-profit organization founded in 1973. They produce and distribute medical devices, injectable drugs and sterile solutions for human and veterinary use. The company is located in Medellin, Antioquia.

1. PRODUCT PORTFOLIO

Syringes Needles Hypodermic Burette equipment Catheters. Endotracheal tubes. Plaster bandages. Scalpel blades. Gloves Sterile tongue swings

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, Health Conditions Certification, National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish.









FRESENIUS MEDICAL CARE COLOMBIA S.A www.freseniusmedicalcare.com.co



4. MAIN EXPORT DESTINATIONS

Fresenius SE (formerly known as Fresenius AG) is a German company based in Bad Homburg specializing in renal dialysis equipment.The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Medical devices for dialysis treatment due to kidney failure

2. PERFORMANCE

Constant Exporter

3. BUSINESS MODEL

Brand



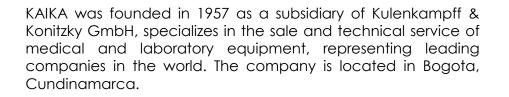






KAIKA LTDA

www.kaika.com.co



1. PRODUCT PORTFOLIO

Surgical microscopes. Intraocular lenses. Equipment ophthalmology and for diagnosis, and equipment for the operating room. Patient monitoring. Optical microscopes. Equipment and consumables for sample preparation. Metallographic, petrographic and spectroscopies. Microbiology and biotechnology general equipment for laboratory.

3. PERFORMANCE

Constant Exporter

Desde 1957

KAIKA

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, Health Conditions Certification, National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish.









2. CHANNEL



MASTERDENT LTDA

www.masterdent.com.co

Masterdent is a company founded in 1995, dedicated to the production of artificial multi-layer teeth, acrylic resin and the commercialization of products for dental laboratories. The company is located in Envigado, Antioquia.

1. PRODUCT PORTFOLIO

Acrylic teeth; Acrylic resin. Laboratory products: tungsten screw, mandrels, metal instruments, silicone polishers, porcelain instruments.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS

masterdent

Construyendo sonrisas naturales



5, CERTIFICATIONS

ISO 9000, ISO 13485, FDA (United States), CE (Europe), KFDA (Korea).





masterde

Contenido Neto / Net Weight: 250 g

/ Manufactured by rdent Ltda





MEDITEC S.A.



MEDITEC is a company founded in 1973, dedicated to the manufacture and distribution of medical-surgical products such as probes, catheters, tubes, oxygen therapy products, devices and medical articles. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Probes: nelaton, nasogastric, duodenal levin, tiemann, for suction. Oxygen mask. Thoracic catheter. Anesthesia extension equipment. Colostomy bag. Cannulae Probe.

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

Colombian Institute of Technical Standards and Certification – ICONTEC, for its acronyms in spanish; ISO 13485:2003







www.mediimplantes.com

Mediimplantes is a company founded in 2000, dedicated to design, manufacture and distribute implants and instruments for surgical use for the treatment of spinal pathologies. The company is located in Bucaramanga, Santander.

1. PRODUCT PORTFOLIO

Advanced: lumbosacral fixation transpedicular Advanced system. pediatric: pediatric lumbosacral transpedicukular fixation system. Apollo: Lumbosacral transpedicular fixation system. Castle: cervical mesh system. Columbia: anterior thoracolumbar fixation system. Diamond: cylindrical mesh system for anterior corpectomy.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS

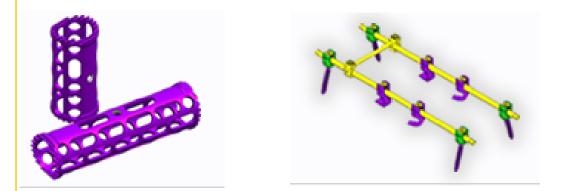


5, CERTIFICATIONS

ISO 9001, ISO 13485, OHSAS 18001.















MAC Implante Bienestar

www.ortomac.com.co

ORTOMAC S.A

Ortomac is a company founded in 1992, dedicated to the manufacture of orthopedics with the most complete portfolio in column, external fixation, trauma, maxillofacial and cranioplasty aimed at the national and international market. The company is located in Bogota, Cundinamarca.





1. PRODUCT PORTFOLIO

Column line; joint replacements; external fixation trauma; skullmaxillo-facial line: personalized implants and sports medicine line.

4. MAIN EXPORT DESTINATIONS

5, CERTIFICATIONS

ISO 9001, ISO 13485.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter











Tornillo Intermaxilar

Tornillo Ortodoncia





OTTO BOCK HEALTH CAFT Ottobock.

www.ottobock.com.co

Otto Bock Health Care Andina is a company dedicated to the distribute medical devices in Colombia. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Prosthesis.

2. CHANNEL

Specialized distributors

3. PERFORMANCE Constant Exporter

4. MAIN EXPORT DESTINATIONS









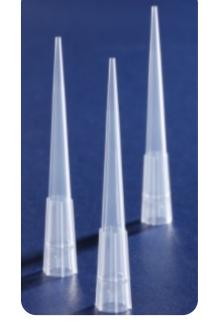




PLASTINOVO www.plastinovo.com



PLASTINOVO is a company dedicated to the production and distribution of plastic hangers, promotional and industrial products. The company is located in La Estrella, Antioquia.





1. PRODUCT PORTFOLIO

Pipette tips

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter





4. MAIN EXPORT DESTINATIONS



PROMPACK S.A.S

www.prom.com.co



PROMPACK is a company with more than 26 years of experience, dedicated to the design, manufacture and distribution of innovative packaging solutions and dosing systems for plastic products, which meet the requirements of the pharmaceutical, veterinary and food industry. The company is located in Cali, Valle del Cauca.









1. PRODUCT PORTFOLIO

Vaginal applicators. Cannulae plastic syringes; packaging and dosing: for injectable solutions, multivitamins. Dosing spoons. Viral protective packaging.

2. CHANNEL

Directs sales and specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS







RYMCO S.A



Rymco is a company that has more than 30 years of experience, is the first manufacturer of disposable syringes in Colombia. Rymco is a leader in the manufacture and distribution of disposable medical devices. The company is located in Barranquilla. Atlantico.

1. PRODUCT PORTFOLIO

Hypodermic line: needles, syringes. Infusion line: burette equipment, catheters. Medical clothing line: surgical caps and facial masks

2. CHANNEL

Distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001





STRYKER COLOMBIA S.A.S



www.pqp.com.co

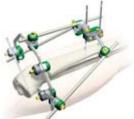
Stryker is one of the leading companies in medical technology in the world. It offers doctors and professionals in the health industry tools to enable them to exercise their profession more effectively while improving patient care.

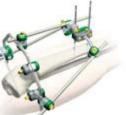












line, products for neurosurgery and for column surgeries.

2. CHANNEL

Reconstruction

Specialized distributors

1. PRODUCT PORTFOLIO

3. PERFORMANCE

Constant Exporter

Brand

4. BUSINESS MODEL

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001; Colombian Institute of Technical Standards and Certification – ICONTEC, for its in spanish; acronyms Certificate NSF/ANSI 60; Certification RUC





CEPIMAX S.A.S www.cepimax.com



Cepimax is a company dedicated to the manufacture and distribution of oral hygiene items and products for vaginal cytology, also offer a broad service of general article injection. The company is located in Sabaneta, Antioquia.







1. PRODUCT PORTFOLIO

Storage cases. Cytological spatula. Vaginal cytobrush. Cytology kit and vaginal speculum.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Ocassional Exporter

4. BUSINESS MODEL

Brand

5. MAIN EXPORT DESTINATIONS









GOTHAPLAST



www.labgothaplast.com.co

GOTHAPLAST is a company with more than 55 years of experience, dedicated to the production of single-use medical surgical supplies. The company is located in Bogota, Cundinamarca.





1. PRODUCT PORTFOLIO

Manufacture of single-use medical surgical supplies. Supplies for sterilization. Products for infusion therapy. Disposable surgical clothing.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Ocassional Exporter

3. MAIN EXPORT DESTINATIONS



4, CERTIFICATIONS

ISO 9000. ISO 13485









INNOMED S.A. is a company founded in 2004, dedicated to the manufacture of medical devices for orthopedics and neurosurgery. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Product portfolio: INNOBLOX steel, titanium line; General osteosynthesis; External fixation; Sterilization containers

Specialized distributors and

2. CHANNEL

direct sales

3. PERFORMANCE

Ocassional Exporter

3. MAIN EXPORT DESTINATIONS



4, CERTIFICATIONS

ISO 9000. ISO 13485













www.ookiolab.com



Company dedicated to the supply and distribution of high quality finished product, for the health sector, hospital, pharmaceutical and OTC. The Company is located in Neiva, Huila.

1. PRODUCT PORTFOLIO

3. PERFORMANCE

Ocassional Exporter

Prevention of nosocomial infections; Rapid tests and DNA; Hospital Line; Plan Collective interventions; Nutritional Cosmetics

2. CHANNEL

Specialized distributors

















Especialidades Diagnosticas is a company founded in 1970, specialized in profitable solutions for clinical laboratories, leader in the production of reagents for tests of Biochemistry, Hematology, Rapid Tests, Uroanálisis, Coagulation, Microbiology, Parasitology, Cytology, Cleaning and disinfection and other supplies. The company is located in Cali, Valle del Cauca.

1. PRODUCT PORTFOLIO

Analyzers of coagulation, Elisa, hematology, chemistry, uroanalysis and other laboratory equipment

2. CHANNEL

B2B and specialized laboratories

3. PERFORMANCE

Future Exporter

4. MAIN EXPORT DESTINATIONS













FARMALÍQUIDOS

www.farmaliquidos.co

FARMALIQUIDOS

Farmalíquidos is a company dedicated to the manufacture and commercialization of pharmaceutical products, medicinal chemical substances and botanical products for pharmaceutical use. The company is located in Galapa, Atlantico.

1. PRODUCT PORTFOLIO

Inger's lactate. Dextrose. Sodium chloride. Sterile water.



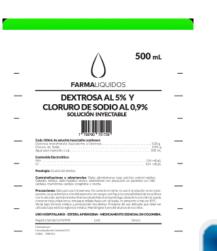
4. MAIN EXPORT DESTINATIONS

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Future Exporter



Dextrosa al 5% y Cloruro de Sodio al 0,9% Solución Inyectable

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Lactato de Ringer Solución Inyectable





www.lineashospitalarias.com

Líneas Hospitalarias is a company founded in 1987, dedicated to the supply and distribution of surgical medical equipment, orthopedic products and other hospital supply lines. The company is located in Bucaramanga, Santander.

1. PRODUCT PORTFOLIO	3. PERFORMANCE		
Orthosis and prosthesis.	Future Exporter		
2. CHANNEL	4, CERTIFICATIONS		
Specialized distributors	National Institute Medicine Surveillance INVIMA, for its acronym spanish.		

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Chemicals and Life Sciences

BLO-SAFETY AND CLEANING

Phospital Phospital Nurse Dentist First Ad Surgeon Emergency

CONTRACTOR OF TAXABLE PARTY.	_		Concession in the local division of the loca	1000
		1000		1000

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Holandina Pharmaceutical de Colombia is a laboratory with more than 50 years of experience, dedicated to the production, commercialization, import and export of cleaning products, hygiene and hospital disinfection and biosecurity in general. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Kits for biological spills. disinfection. Products for for sterilization. Products Products for hygiene and cleaning. Products for hand hygiene. Others.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5, CERTIFICATIONS

ISO 9001.













TECNOCLEAN DE COLOMBIA LTDA



www.tecnocleandecolombia.com

Tecnoclean de Colombia is a company with more than 25 years of experience, dedicated to the manufacture and distribution of textile cleaning and hygiene products. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Hospital line: liquid detergent, moisturizer, dispersant and sequestrant that facilitates the removal of blood for all types of hospital garments, liquid moisturizer, dispersant and sequestrant for pre-washing hospital clothing that facilitates the removal of blood, powder detergent with oxygenated bleach that facilitates the removal of dirt from the hospital sector.

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001.









www.zumotec.com

ZUMO TECNOLOGIA

COSU





BenzalTec 5G Alcohol



Zumotec is a technology-based company, with 16 years of experience in innovation and development of hygiene and disinfection products, as well as products made with vegetable raw materials, friendly to health and the environment. The company is located in Bucaramanga, Santander.

1. PRODUCT PORTFOLIO

Cleaning products for biosecurity and cleanliness.

Retail and wholesale distributors

4. BUSINESS MODEL Brand and private label

2. CHANNEL

5. CERTIFICATIONS

GMP

3. PERFORMANCE

Future Exporter













Chemicals and Life Sciences

HOSP AL FURNITURE

Surgeon Emergency

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INDUSTRIA COLOMBIANA DE DOTACIONES METÁLICAS DOMETAL S.A www.dometal.com.co



Dometal is a company founded in 1984, dedicated to design, production and distribution of solutions for clinical and hospital furniture. The company is located in Medellin, Antioquia.







1. PRODUCT PORTFOLIO

Electric beds. Beds for obstetrics and gynecology. Hospital stretchers. Pediatric cribs. Hospital use chairs. Games of rooms and offices. Surgery tables. Hospital trolleys, auxiliary tables. Hospital accessories.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, ISO 13485, FDA, ECRI Institute; National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish.









INDUSTRIAS METÁLICAS LOS PINOS S.A



www.lospinos-sa.com

Los Pinos is a company founded in 1957, experts in the manufacture of hospital medical products and equipment, with experience in public and private sector businesses. The company is located in Itagui, Antioquia.







1. PRODUCT PORTFOLIO

Electric beds. Stretchers. Operating room. Manual beds, Office furniture, Wheelchairs, Furnishing, Surfaces.

2. CHANNEL

Specialized distributors

3. PERFORMANCE

Constant Exporter

4. MAIN EXPORT DESTINATIONS



5. CERTIFICATIONS

ISO 9001, ISO 13485, IEC 60601 – 1 / IEC 60601 – 2 – 520f the International Electronic Commission



TECNOSALUD AMÉRICA S.A www.tecnosalud.com.co



Tecnosalud is a company dedicated to offering storage and distribution solutions for medicines and medical devices. The company is located in Bogota, Cundinamarca.

1. PRODUCT PORTFOLIO

Refrigeration. Cars. Specialized storage. Storage columns. Systems by areas or services. Workstations.

2. CHANNEL

Specialized distributors

3. PERFORMANCE Constant Exporter

4. BUSINESS MODEL

Brand



5. MAIN EXPORT DESTINATIONS











www.lineashospitalarias.com

Líneas Hospitalarias is a company founded in 1987, dedicated to the supply and distribution of surgical medical equipment, orthopedic products and other hospital supply lines. The company is located in Bucaramanga, Santander.

1. PRODUCT PORTFOLIO

Hospital furniture: screens; reserve tables; lecterns; stretchers; belt conveyors for patients.

4. CERTIFICATIONS

National Institute of Medicine Surveillance – INVIMA, for its acronyms in spanish.



2. CHANNEL

Specialized distributors

3. PERFORMANCE

Future Exporter