



Deutsch-Afrikanisches Wirtschaftsforum NRW
23. Februar 2016 | Dortmund



Essential Healthcare in Africa

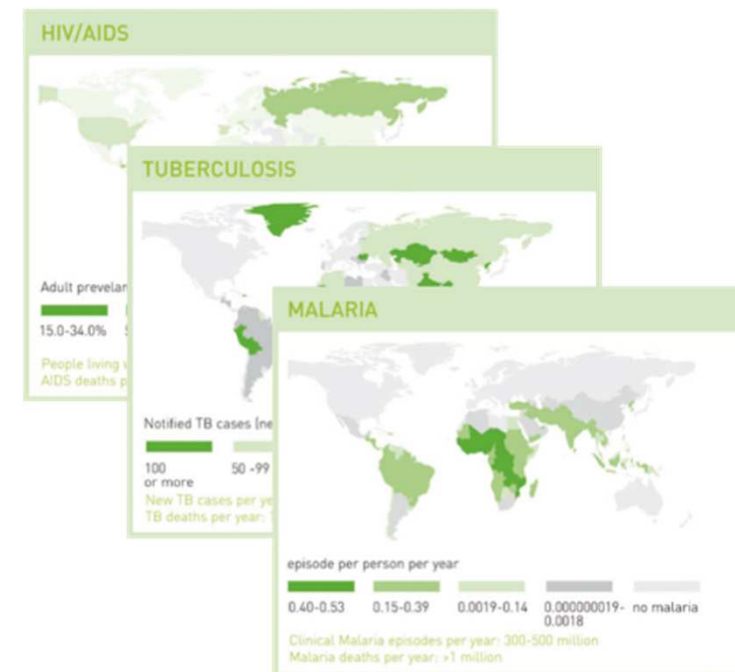
Roland Göhde | Senior Managing Director | Sysmex Partec GmbH

Member of:



INTRODUCTION ON SYSMEX PARTEC IN ESSENTIAL HEALTHCARE

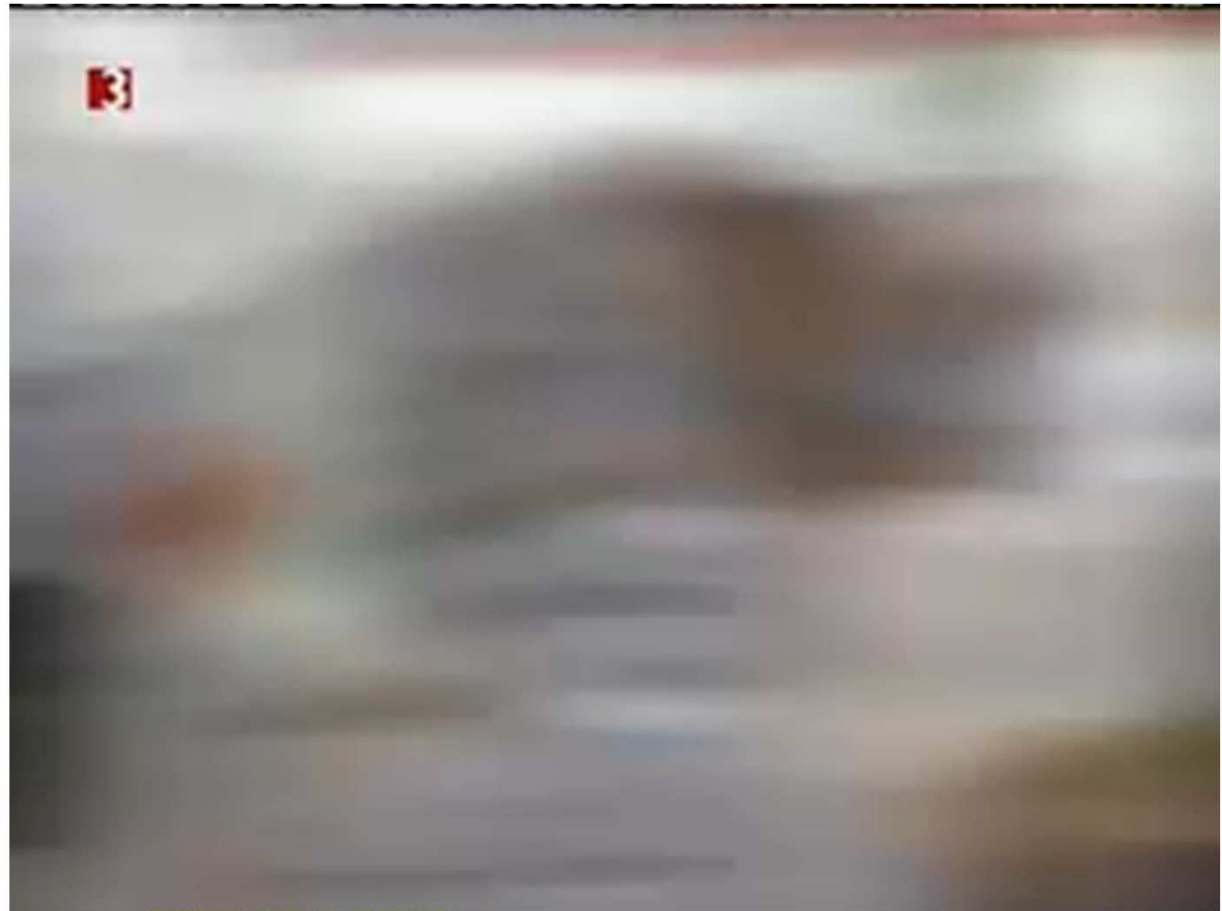
- Focus of Partec Essential Healthcare activities: Specialized innovative, portable and cost-efficient diagnostic solutions for the fight against the three,, global killer diseases“ HIV/AIDS, Tuberculosis and Malaria
- Key area: Immune status monitoring of pediatric and adult HIV/AIDS patients
- Market start of Partec in this area: 2002



INTRODUCTION ON SYSMEX PARTEC IN ESSENTIAL HEALTHCARE



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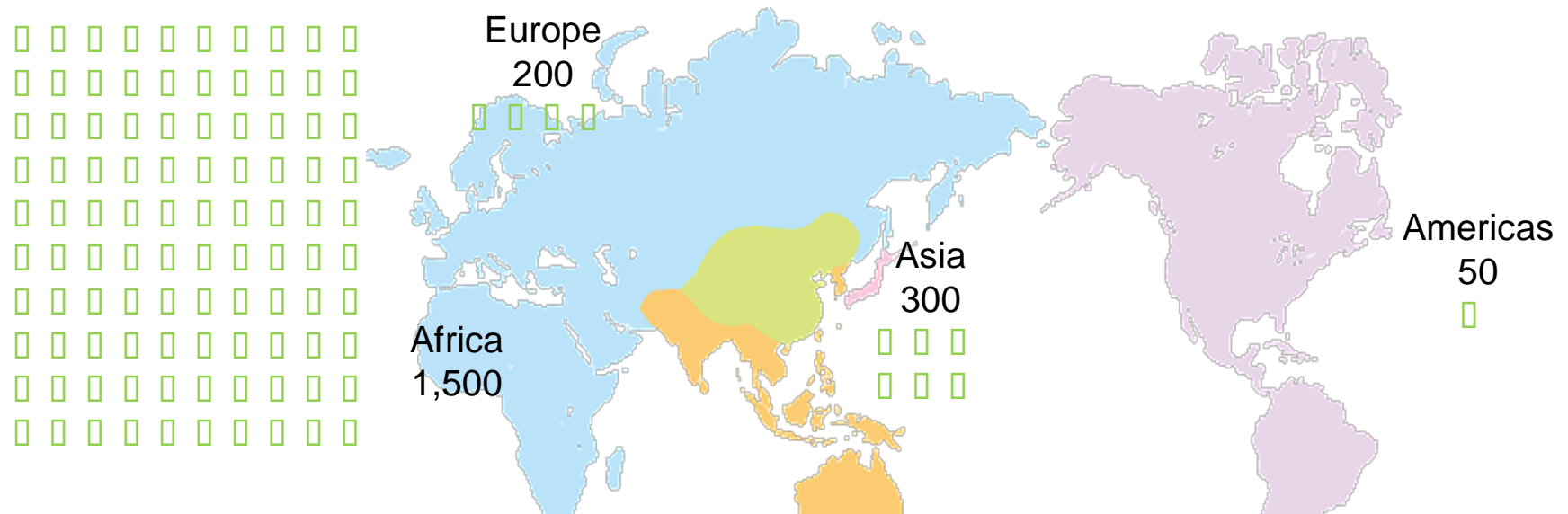
INTRODUCTION ON SYSMEX PARTEC IN ESSENTIAL HEALTHCARE

RESULTS FROM PARTEC ACTIVITIES IN HIV/AIDS IMMUNE STATUS MONITORING

- cost reduction by factor 20 from EUR 160 to EUR 8 per patient and year
- decentralization of CD4 testing services, CD4 testing brought to remote and rural areas, shorter distances for patients to reach the labs
- many more patients on controlled treatment including immunological monitoring
- competition created by CyFlow CD4 testing leading to significant price reductions for all other commercially available CD4 tests (overall cost reduction approx. 60-70%)
- > 2,000 hospitals and laboratories equipped [February 2016]
- since 2008 > 25,000,000 patient tests supplied by Sysmex Partec [February 2016]

INTRODUCTION ON SYSMEX PARTEC IN ESSENTIAL HEALTHCARE

Installation number of CD4 analyzer



Supply CD4 analyzers with a focus on Africa
to improve the treatment for HIV-infected patients

THE SYSMEX PARTEC EXPERIENCE: EXAMPLES FROM THE FIELD

KEYS FOR SUCCESS

- Packaging „complete solutions“ consisting of instruments, reagents, consumables, local and centralized user trainings, dense after sales service network, tech support and application support.
 - Operative management in subsidiaries handed over quite from the beginning to diligently selected experts from the target countries, well experienced regarding local specialities of the market and knowing mentalities and behaviors of their compatriots. Local teams 100% African
- ⇒ Improved SWOT identification
- ⇒ Fostering true African leadership and sustainable local job creation



THE VALUE-CHAIN ASPECT: PARTNERING AMONG THE PRIVATE SECTOR



THE VALUE-CHAIN ASPECT: PARTNERING AMONG THE PRIVATE SECTOR

GHP Member Companies cover nearly the entire German Healthcare Value Chain

- ✓ Planning- and Consulting Services
- ✓ Healthcare Architects, Engineers & Constructors
- ✓ Financing Solutions
- ✓ Turnkey Providers
- ✓ General Equipment of hospitals and healthcare facilities
- ✓ Medical Equipment and Solution Providers
- ✓ Laboratory Equipment, Analysis and Diagnostics
- ✓ Pharmaceutical Industry, Medication & Vaccines
- ✓ eHealth, Telecommunication- and IT-components
- ✓ Hospital Providers & Providers of Laboratories
- ✓ Supply Chain Management, Packaging
- ✓ Health Insurance Providers
- ✓ International Cooperation in the Healthcare Sector



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3RD GERMAN-AFRICAN HEALTHCARE SYMPOSIUM

IN CONJUNCTION WITH THE 8TH WORLD HEALTH SUMMIT

12/13 OCTOBER 2016 | BERLIN

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PARLAMENTARISCHE STAATSEKRETÄRIN
BRIGITTE ZYPRIES, BMWI



I. KMU

FÜR INNOVATIVE PRODUKTE, DIENSTLEISTUNGEN,
TECHNOLOGIEN ODER LÖSUNGEN IM BEREICH DER
GESUNDHEITSWIRTSCHAFT, DIE BESONDERS AUF DIE
BEDÜRFNISSE VON ENTWICKLUNGS- UND
SCHWELLENLÄNDERN ZUGESCHNITTEN SIND.

II. INITIATIVEN

UNTERNEHMEN, EINZELPERSONEN, EINRICHTUNGEN,
NETZWERKE FÜR INNOVATIVE PROGRAMME,
KOOPERATIONEN, PROJEKTE IM BEREICH DER STÄRKUNG
DER GESUNDHEITS-INFRASTRUKTUR ODER
VERBESSERUNG DER RAHMENBEDINGUNGEN FÜR DIE
DEUTSCHEN, INTERNATIONAL ORIENTIERTEN AKTEURE DES
GESUNDHEITSEKTORS.



