C: 60 805 3356
T: 010 634 2083
E: info@bestechmedical.co.za

BESTECH MEDICAL SUPPLIERS
Quality care committed to excellence

3 Foley Street: A
Factoria
Krugersdorp, 1739

Our Purpose, Vision, and Mission statement

Purpose - To enhance the quality of care through commitment to excellence.

Vision - We aim to be a partner of choice that our clients and partners trust within healthcare.

Mission - It is essential that we focus on quality in everything we do throughout our organization, thus aim to commit to the Company Quality Policy being to: - Comply with ISO 13485 requirements - Comply with customer product quality requirements - Continually improve the effectiveness of the quality management system.

Values - To provide excellent service in the medical field and develop this company towards being a good reputable organization that is demographically representative of our local society.

Goals

- To strive to be the most affordable whilst still offering excellent service and quality equipment
- Be measurable and monitored
- Consider applicable requirements
- Be communicative
- Be updated as appropriate
- Be relevant to conformity of products, services and enhance customer satisfaction.

As Bestech Medical Suppliers, we are to comply with the requirements of the regulatory body.

C: 60 805 3356
T: 010 634 2083
E: info@bestechmedical.co.za

BESTECH MEDICAL SUPPLIERS
Quality care committed to excellence

3 Foley Street: A
Factoria
Krugersdorp, 1739

About Company

Bestech Medical Suppliers, a progressive and innovative manufacturer of advanced medical devices. **Founded in [2021**], our company is dedicated to supplying top-quality medical devices to hospitals, clinics, and healthcare providers.

We specialize in a variety of medical equipment such as ***Infusion pumps, Syringe Pumps, Respiratory Humidifiers, Ultrasounds, Medical suction devices, Brain Monitors, Monitoring Outpatient Software, Clinical Solution Software, Consumables, Accessories, and Surgical Instruments.*** Our products are procured from leading manufacturers in the industry, ensuring that our clients only receive the best quality equipment.

Bestech Medical Suppliers, understand the evolving needs of the healthcare industry and committed to providing comprehensive solutions. We offer a range of services such as installation, training, and technical support. Our team works closely with our clients to determine their needs and recommend the best products for their specific requirements. We pride ourselves on our exceptional customer service. Our dedicated team is available around the clock to provide support and resolve any issues that our clients may face. We prioritize our clients' satisfaction and strive to build long-term relationships based on trust and reliability. **Bestech Medical Suppliers** is focused on addressing the needs of the healthcare industry and providing solutions that improve patient outcomes. Our goal is to offer the best quality products and services to our clients, backed by our commitment to exceptional customer service and support.

Our Promise at ***Bestech Medical Suppliers is*** *To enhance the quality of care through commitment to excellence. We aim to be a partner of choice that our clients and partners trust within healthcare.*

Our aim is to provide quality care by using top-tier products and services. We aim to provide integrity and thrive on our journey in the Medical Industry to be the preferred supplier with the best service for our customers, We aim on developing a sustainable business to all our partners and aspire consistency in our service in all areas of our business.

C: 60 805 3356
T: 010 634 2083
E: info@bestechmedical.co.za

BESTECH MEDICAL SUPPLIERS
Quality care committed to excellence

3 Foley Street: A
Factoria
Krugersdorp, 1739

Our company is based on a Differentiation strategy and Cost leadership

Target market

- ❑ A broad cross section of medical devices and medical consumables market.

Sustainable competitive advantage

- ❑ Offer our buyers' products and services that are attractive and durable, and competitive with competitors.

Products and Services

- ❑ We strive to offer products and services variations; wide selection; our emphasis being on differentiating features.

Product approach

- ❑ Strive for product superiority and build in differentiating features with durability.

Marketing approach

- ❑ Always evolve to be ahead of competitors, differentiating features and provide cost solution for long term.

Sustain this Strategy

- ❑ We are committed to focusing constantly on innovation to stay ahead of competitors' limitations.
- ❑ Focus on a few key differentiating features.

C: 60 805 3356
T: 010 634 2083
E: info@bestechmedical.co.za

BESTECH MEDICAL SUPPLIERS
Quality care committed to excellence

3 Foley Street: A
Factoria
Krugersdorp, 1739

STRATEGIC GOALS

- Profitability - Bestech Medical Suppliers aims to survive over the long term, to generate sustainable profits.
- Productivity – We aim for an optimal position for the company to constantly make improvement in our engagement in business by improving productivity constantly.
- Competitive position – We are positioning ourselves relative to other organizations in the industry to be able to sustain and improve on our goals for our future position.
- Human resources – We aim to develop our employees, accordingly, focusing on employees' competency. We will maintain a strategic perspective regarding relations with our employees.
- Technology leadership – we aim to be amongst leaders in the market; technology is a critical aspect to position ourselves with leaders in technology developers that put us ahead in a competitive space.
- Public responsibility – we aim to align ourselves with corporate governance strategy to develop and engage in communities.

Employee Strength

Bestech Medical Suppliers has four employees working on a fulltime basis plus three trainees in technical services and some of expertise are engaged as consultants as the needs arises. We have two personnel looking after administration at our offices, two personnel carrying out sales and technical services with the assistance of trainees. When the demand grows, we will identify the need and appoint where it's necessary. To guide business growth, we will maintain the structure and use consulting to help us achieve our targets.

Marketing plan

Our intent to capitalize in the market is to identify market approaches in accordance with identified segments and select the most appropriate approach. Our primary method of approach is direct marketing, capitalizing on building and sustaining relations to gain more insightful information. Where the need is identified, we also partner with other businesses to focus on gaining customer trust and thereby gain more market access. To help motivate our employees to go all out, we also offer incentives when targets are achieved. With time, is mandatory to supply our product nationwide, meaning expand, More Sales and technical representative will be employed to represent us on all 9 provinces.