



Working with UN Agencies

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Introduction of Sysmex Europe

Part of the Sysmex Corporation



- Headquarters Kobe, Japan
- One of the leading IVD companies worldwide
- Global integrated network of Marketing, Sales, Production and R&D
- 6,739 employees as of 2015
- 5 RHQ's (Japan, EMEA, Americas, Asia Pacific, China)
- Serving 170 countries worldwide
- EMEA RHQ based in Hamburg, Germany since 1980



Offered products for working with UN Agencies

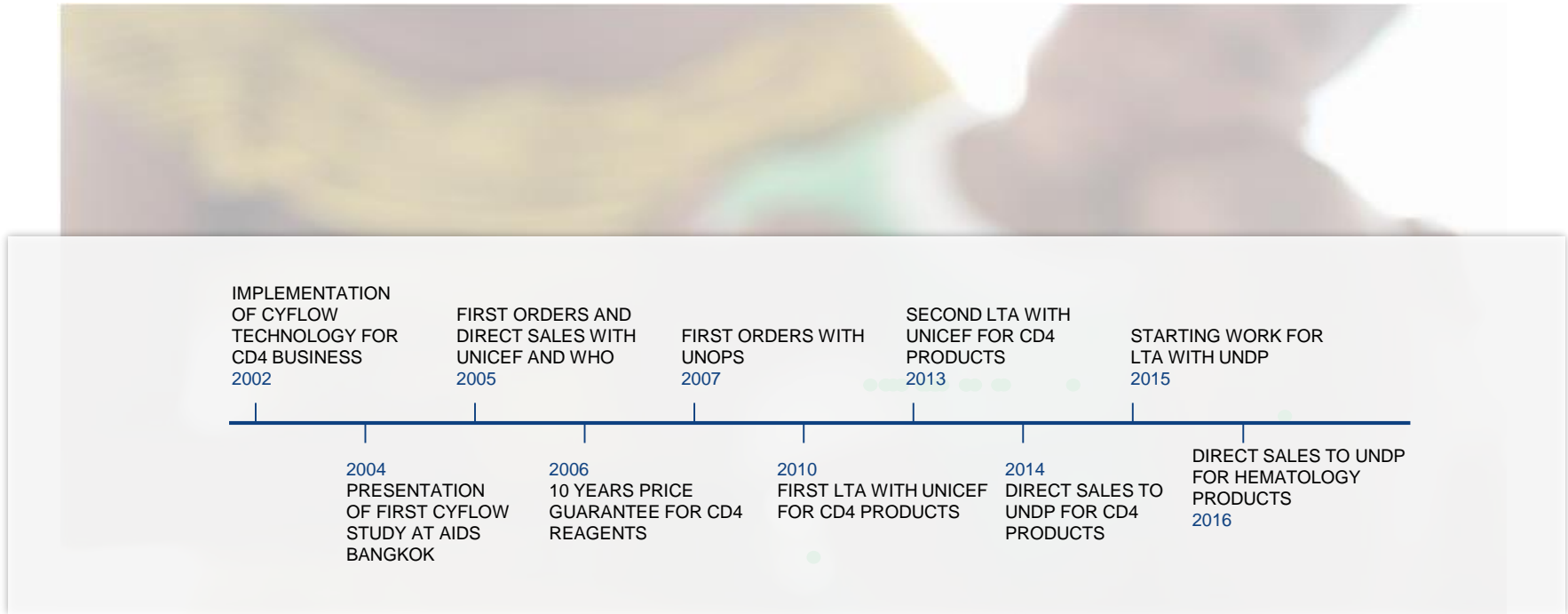
- Related to HIV / AIDS programs
 - Devices and reagents for CD4 / CD4% counting (HIV / AIDS immune status monitoring)



- Devices and reagents for Hematology



History of partnership



- Placed more than 250 devices with UN Agencies for CD4 business in last 10 years
- Working together over whole globe
 - Some references
 - Zimbabwe
 - Sudan
 - Myanmar
 - Syria
 - Iran
 - Belarus
 - Uzbekistan
- Many of these projects are still ongoing with reagents and consumables deliveries
- Started also to work together in Hematology business – based on existing contact structures

Positive aspects of working together

- Dedicated Account Management at Sysmex for RFQ and order handling with UN Agencies in Copenhagen
- Simplified and time-saving processing of orders due to Long Term Agreements
- Supporting communication between UN country offices and Sysmex in-country distributors
 - Focused streamlining of requested products
 - Well calculated lead times
 - In time availability of shipments
 - Guarantee of highest product and service quality (shelf life, etc.)
 - Short and direct communication lines e.g. for sales service