

# ALL TRUSTED MED

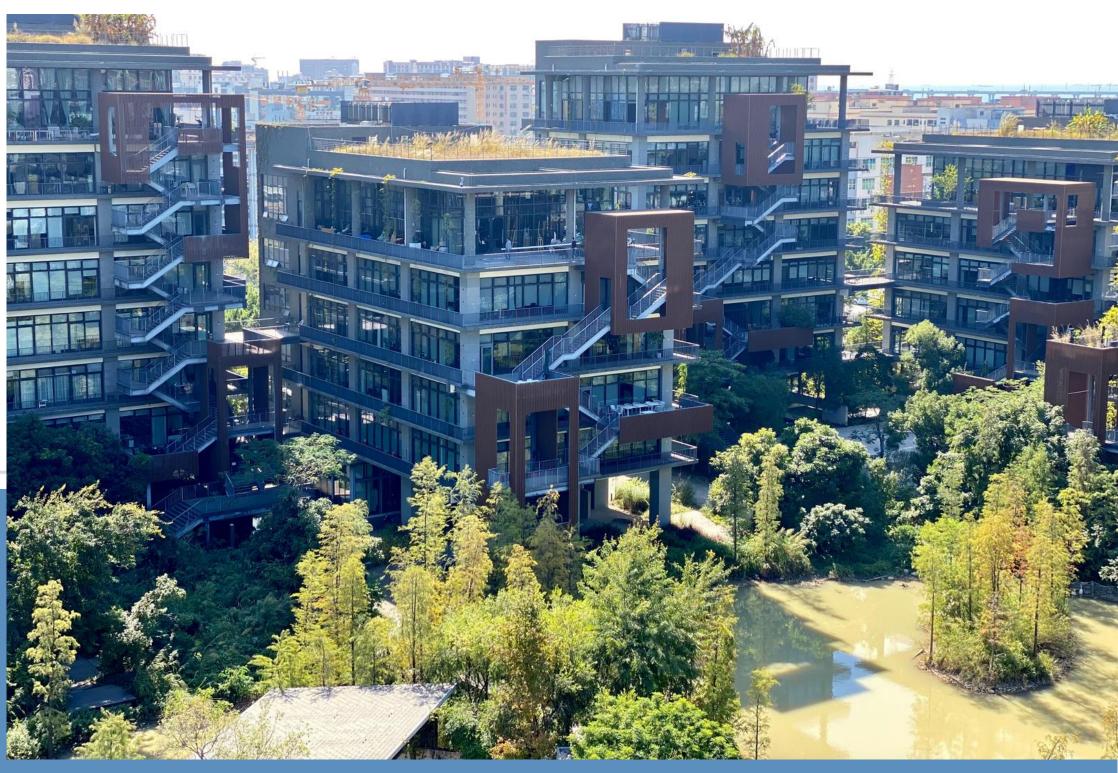
**VALUE THROUGH INTEGRITY** 

YOUR RELIABLE VALUE CHAIN PARTNER



# PART 01

# Company INTRODUCTION



Wutong Island Shenzhen, China





Since 2010 from 0 to 32 countries in Africa and Asia



Leading one-stop solution provider

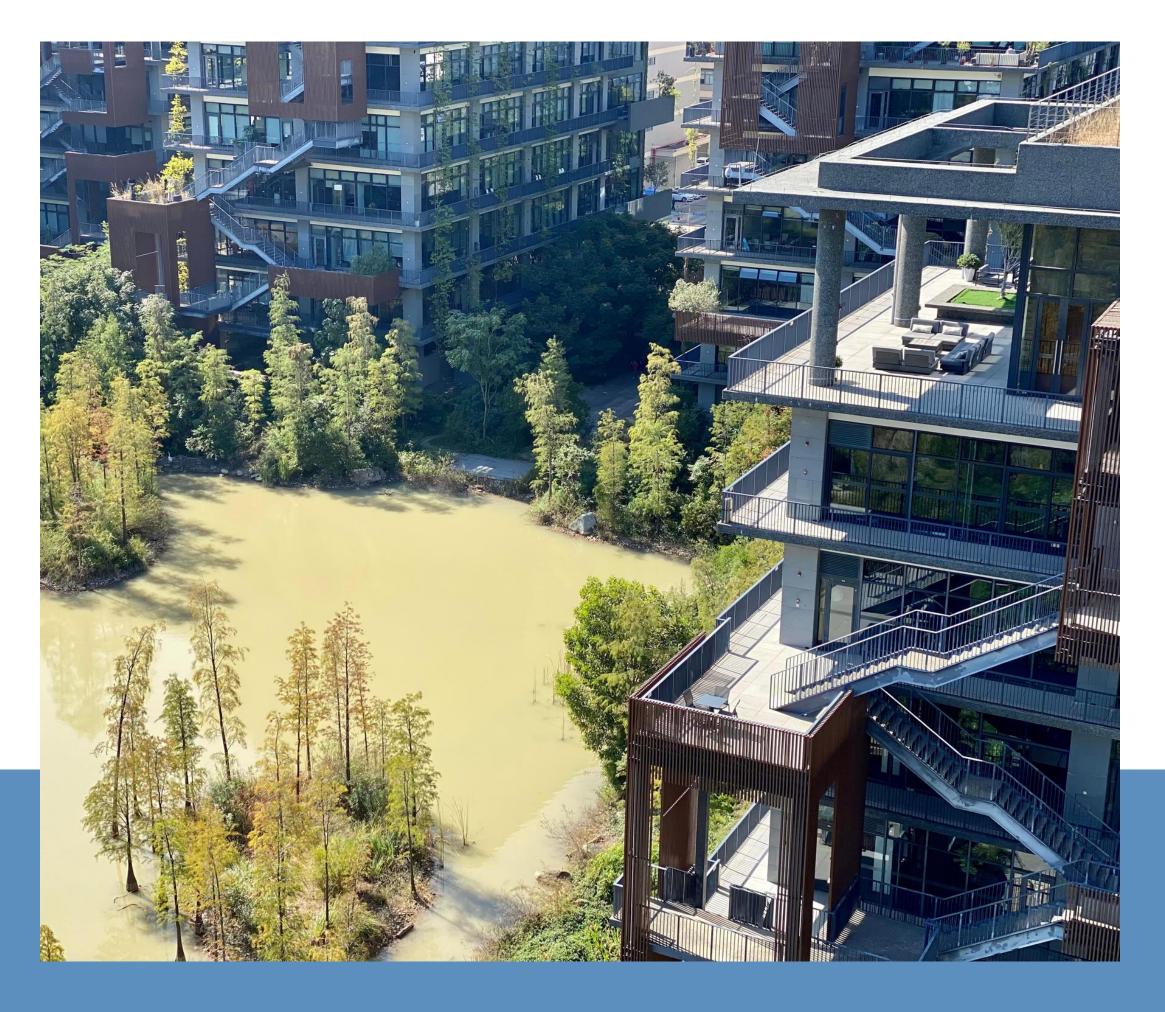
Supply Chain Office: Shenzhen

The most innovation city in China



Cooperating with 60 Well Trained

**English Speaking Engineers** 





#### Value

#### **VALUE THROUGH INTERGRITY**

#### Mission

Provide "ACCURATE" solutions "ON TIME" and "AT THE BEST PRICE" for our users in their supply needs.



# Why trading company?

#### Six reasons:

- **Quality Control**
- Competitive offer
- Flexible payment term
- Compensation Policy
- After-sales service
- One-stop service



Certificate No.: USA22Q40679R0S

This is to certify that the Quality Management System of

#### SHENZHEN ALLTRUSTED MEDICAL CO., LTD.

Unified Social Credit Code: 91440300MA5FLUDJ4X

Registered Address: (Shenzhen Qianhai Commercial Secretary Co.,Ltd.) Room 201, Building A, No. 1 Qianwan Road I, Qianhai Shenzhen-Hong Kong Cooperation Zone, Shenzhen City, Guangdong Province, China

Office Address: Room 501, Building 9A, Taihua Wutong Island, Hangcheng Sub-district, Bao'an District, Shenzhen City, Guangdong Province, China

> Has been audited to conform to the following Quality Management System standard

> > ISO 9001:2015

The Applicable Scope

The sale of medical devices (export only)

Date of initial issuance: Feb. 28, 2022 Date of issuance: Feb. 28, 2022 Date of expiry: Feb. 27, 2025

Issued by: We Forgne



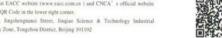






e qualified. The information of this certificate is available at EACC website (www.eacc.com.cn.) and CNCA's official website www.cncx.gov.cn.), and is 's also available by scanning the QR Code in the lower right corner.

EACC address: 1st Floor, No. 121 building, No. 17, lingshengnani Street, Jinqiao Science & Technology Industria





ISO 9001 Certificate





- Partnership Awards
- member of Hong Kong General Chamber of Commerce
- Member of HKGCC Africa and Asian Committee



Hong Kong General Chamber of Commerce 香港總商會1861

#### All Trusted Medical Ltd

was elected a Member of 已獲選加入

in the Year

Two Thousand and Twenty One

Chairman

CEO the till

Membership No: HKA0954

# After-sales service



#### We care!

A team of 60 English speaking engineers trained by

All Trusted Med in 2022



### After-sales service



#### We care!

A team of 60 English speaking engineers trained by

All Trusted Med in 2022

#### News

Sixty Biomedical Engineers have been trained for four days on laboratory equipment by trainers from Chem-labs and Maccura on Electrolyte Analyzers, Hematology Analyzers, Immunology Analyzers, Biochemistry Analyzers.

Participants at the training are now well-versed in operation and maintenance of this equipment and, therefore, hence will be able to manage the life cycle of these machines.

#### Biomedical engineers

The trainers of this programme were sourced locally and internationally.

Michael Ondieki, a software engineer and data scientist, said the app, which took eight months to develop, will help assign biomedical engineers to

Nation Africa news





### Vision



#### Enhance Healthcare System

By providing a high standard product with affordable prices to developing countries, particularly suburban areas.

# Become a world-class one-stop medical solution provider

By value-added approach, end-to-end support with

forecasting, order processing, clearance and market analysis

#### Be a gift to the world

By setting up a fundation for experience exchanges,

empowering local healthcare workers and contribute to the

community



# PART 02

# TEAM INTRODUCTION





# ATIM Team

#### **Consultation**

- Pre-sales consultation
- Product/brand recommendation and forecasting

#### **Sourcing**

- Over 500 partners in manufacturing for medical device and comsumables
- International centralized procurement

#### **Commerce and Tender**

- Documentation ( authorization letter, ISO, CE, FDA)
- Inspection service and SGS/POVC report
- Tender support

#### Logistics

- Door to door solution
- DG & Cold Chain delivery
- Clearance service



# PART 03

# PROJECT INTRODUCTION







### Tender

SUBJECT: NOTIFICATION OF AWARD CONTRACT NO. (MOH/2020/ - SUPPLY AND INSTALLATION OF MEDICAL EQUIPMENT FOR THE MINISTRY OF HEALTH CORONAVIRUS (COVID-19) EMERGENCY PREPAREDNESS RESPONSE PLAN WITH FUNDING FROM THE WORLD BANK

This is to notify you that your Bid dated \_\_\_\_April, 2020 for execution of the supply and installation of Medical Equipment for the Ministry of Health Coronavirus (COVID-19) Emergency Preparedness Response Plan specified in the table below with identification Number MOH/2020/ in the amount of Thirty Million, Four Hundred and Fifteen Thousand United States Dollars (USD30,415,000.00) (exclusive of Local Taxes) in accordance with the Instructions to Bidders is hereby accepted by the Ministry of Health. Please see table below:

NAMES OF IDENTIFIED FIRMS	PRODUCT DESCRIPTION	QUANTITY	UNIT COST (USD)	TOTAL COST (DAP) (USD)
	Weighing Scale with Height Measure and BMI, Adult	100	600.00	60,000.00
	Patient Trolley	100	600.00	60,000.00
	Wheel Chair	50	300.00	15,000.00
	Suction Machine	100	700.00	70,000.00
	Hospital Beds	100	4,200.00	420,000.00
	Hotel Beds with Mattress	50	2,600.00	130,000.00
	PCR Analyzers	10	120,000.00	1,200,000.00
	ICU Patient Monitoring	100	32,000.00	3,200,000.00



#### MOH Program

Supply and Installation of Medical
Equipment for 64 Health Center
Souce and supply over 74 items 2021
250 Ultrasound project 2022

#### World Bank Project

Corona virus (Covid-19)

Emergency Preparedness
respond plan support
(6 millions USD)

#### **NGOs Project**

Support various NGOs: Rotary club, MSF, Smile Train etc. for medical supply



### Moblie Clinic







#### Custom design

One solution for digital radiography, laboratories, clinical examination area and pharmaceutical

#### **Cost-effective**

High standard output with affordable cost

# Turnkey solution for consumables

Forecast for safety stock and end to end delivery of reagent and consumables -make your supply chain easier



#### Enhance your Supply Chain Power

- International centralized procurement
- Door to door solution
- DG & Cold Chain delivery
- Clearance service

# Products Distribution in over 30 African Countries

















## Consultancy

#### Laboratories

Entry Level: 3-part hematology, semi-automatic chemistry/dry chemistry, microscope, dry Immunoassay, centrifuge, refrigerator, etc.

High throughput: 5-part hematology, 120/200T automatic chemistry, 200T immunoassay

#### PCR and IVD reagent - cold chain

PCR setup (safty cabinet), qPCR etc.

Chemistry, immunoassay reagent (2-8 degree)

Compatible reagent for hematology

#### Consumables

Urine and stool containers

Slides and cover

Pipettes and tips

Vacutainer and needles etc.

Gloves and masks













Social Responsibility: Donation to MOH, NGOs, Military and School etc.



#### Recognation from NGOs and Media

#### Medical Opportunities in Africa 非洲醫療機遇

Hazel Ip, Managing Director at All Trusted Medical, spoke at the Asia and Africa Committee Meeting on 20 September. She shared her experience of working in Africa as a young entrepreneur, where she set up a mobile clinic and helped her company, which supplies medical equipment such as IVD analyzers, become a trusted name in Kenya and South Sudan.

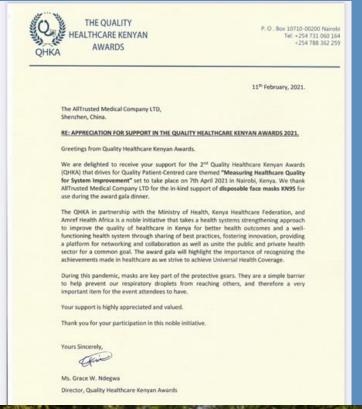
Procuring medical equipment is not an easy task for hospitals in Africa, she explained, as these are often not very accessible, and therefore costs are high. Her company helps hospitals cut costs by introducing more budget-friendly alternatives to expensive brand-name equipment, and in turn contributes to making medical care more affordable.

Ip added that many African countries could also benefit from Hong Kong's professional expertise in areas such as shipping and logistics, and product marketing to help them reach international markets.

All Trusted Medical 董事總經理葉佳諸於 9月 20 日出席亞洲及非洲委員會會議,分享在非洲成立流動診所的經歷,以及協助其公司(一家提供體外診斷分析儀等醫療設備的供應商)在肯亞和南蘇丹建立商譽的過程。

她解釋,非洲的醫療設備往往供應不足,導致成本高企,因此醫院 要採購醫療器材並不容易。她的公司為醫院引入價格較相宜的 設備,取代昂貴的品牌器材,協助減省成本,從而為民眾提供 更可負擔的醫療保健服務。

葉佳諸補充,許多非洲國家還可借助香港在航 運、物流、產品營銷等領域的專業知識,進軍國 際市場。







Africa Office: P. O. Box 2512 – 00100, Nairobi, Kenya (254) 20.522.9509, (254) 737.025.803 Head Office: 633 Third Avenue, 9th Floor New York, NY 10017 info@smiletrainafrica.org smiletrain.org

22/12/2020

To Whoever it May Concern;

#### Recommendation for Shenzhen AllTrusted Medical Company LTD

This year, 2020, our organization had the opportunity to work with AllTrusted Medical Company for sourcing and delivery of medical equipment from China, in particular Personal Protective Equipment. When COVID-19 was declared a pandemic, our primary concern was to protect our partner hospitals and healthcare professionals in order to continue ensuring safe and quality cleft care to all children who needed it in Africa. We reached out to several companies in China, in an effort to source quality PPEs at an affordable cost. Shenzhen AllTrusted Medical Company came through for us, responding swiftly with quotations, quality certifications and securing shipping at a time when demand was so high and costs were soaring on a daily basis.

Leading the procurement process from Smile Train Africa, I particularly appreciated how hard the AllTrusted team worked, responding to my emails and phonecalls; sometimes late at night on their end. Am eternally grateful to Hazel and Keen.

I wouldn't hesitate to recommend Shenzhen AllTrusted Medical Company to my contacts, and have gone ahead and done so for those who needed PPEs and didn't know where to source.

#### bout Smile Train

Smile Train empowers local medical professionals with training, funding, and resources to provide free cleft surgery and comprehensive cleft care to children globally. We advance a sustainable solution and scalable global health model for cleft treatment, drastically improving children's lives, including their ability to eat, breathe, speak, and ultimately thrive. Smile Train partners with 235+ hospitals in 32 countries throughout Africa to provide free cleft surgeries and comprehensive cleft care. Since 1999 Smile Train's local medical partners have provided more than 127,000 life-changing cleft surgeries across Africa. In the last 12 months alone more than 10,000 children have been helped.

To learn more about Smile Train visit smiletrain.org and smiletrainafrica.org

Kind Regards,

Hilymber

Dr. Esther Njoroge-Muriithi

Vice President and Regional Director, Africa







Ms Hazel L from Rotary club of Braemar in Hong Kong hands over medical masks and thermometers to Dr Joe Kamau, Chair Rotary District 9212 COVID-19 Committee, Antonnette Midday and Martha Githui from Rotary club.

### CONTACT US

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