



medical
systems

State-of-the-art Cold Chain solutions

Luc Provost- CEO
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Overview

1. B Medical Systems: a new name with a long experience
2. Fields of expertise
3. Relevant solutions for an efficient Cold Chain & Case study Nigeria
4. State-of-the-art Medical Systems solutions



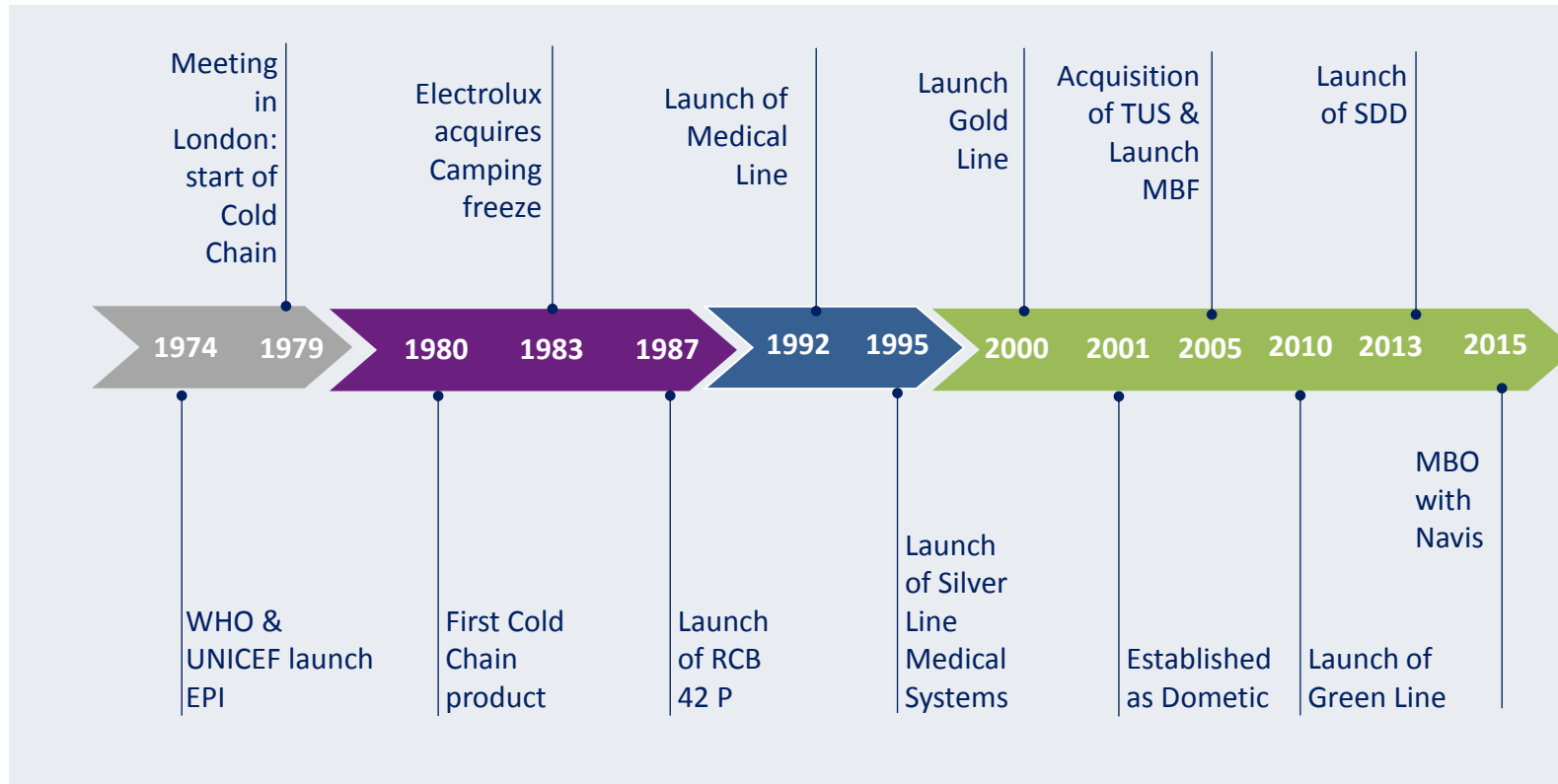
1) B Medical Systems:

- a new name with a long experience



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+ 35 years of experience & expertise in Cold Chain



 **Electrolux**



 **Dometic**



**medical
systems**



B Medical Systems:

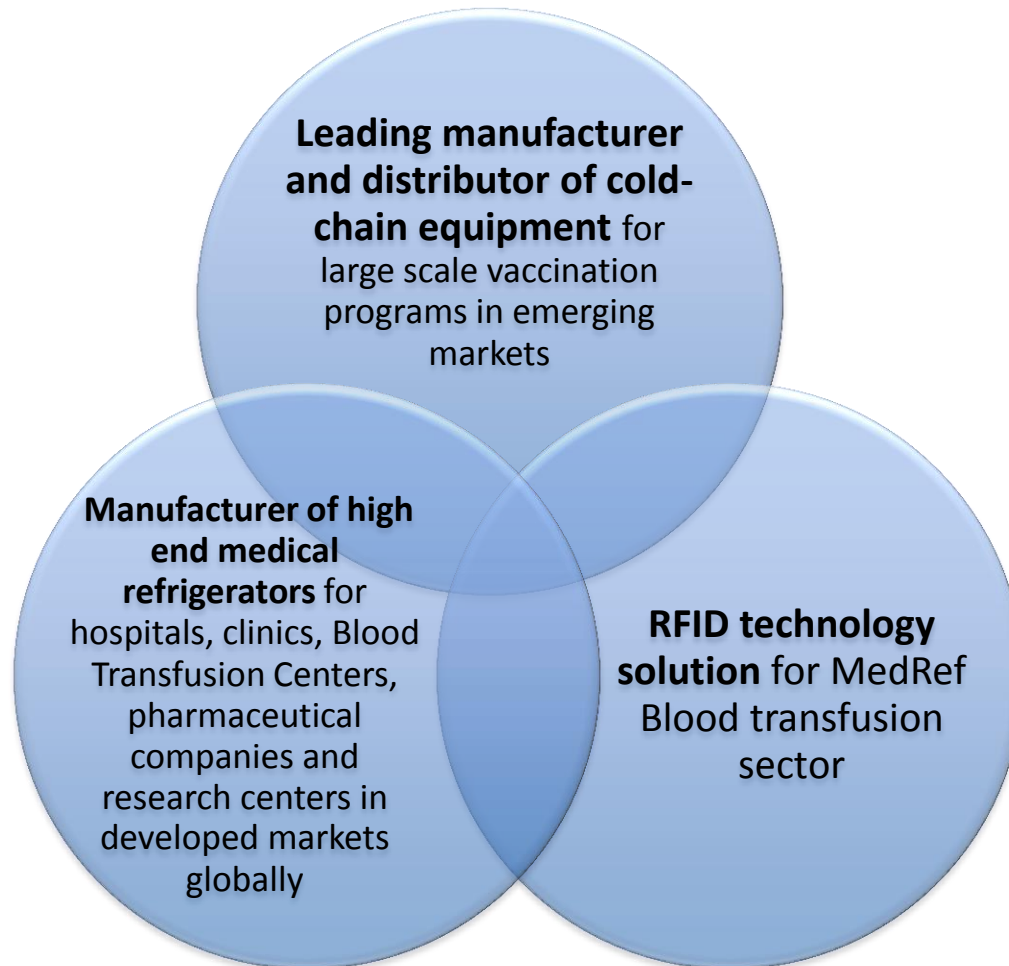
- a new name with a long experience

- B Medical Systems has been for many years a pioneer in providing solutions for safe storage & transportation for vaccines around the world with 120 well trained partners worldwide.
- Since March 2015:
 - separation from former medical division of Dometic Group through management buy-out with support of Navis Capital Partners → 100 % focus on medical cooling
 - Production capacity multiplied by 5 and production to stock to allow quick supply.
- September 2015: name change and new identity



2) Fields of expertise

Fields of expertise





Fields of expertise

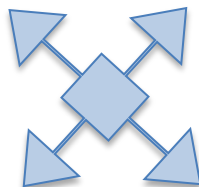
Cold Chain:

Transport and storage solutions for vaccines in developing countries.

Program developed in cooperation with UNICEF & WHO.

Blood Chain:

Blood supply in war time. Supplier to all NATO armies



Biomedical Refrigeration:

Special purpose refrigerators and deep freezers, storage and transport concepts for Laboratory, Medicine, Research, Biotechnology and Life Sciences.

Certified ISO Medical Device Company

Blood Safety:

For a reliable blood cold chain with the scope of safety of blood transfusions. RFID technology for a complete traceability and identification of RBCCs.



3) Relevant solutions for an efficient Cold Chain

Solar Direct Drive with grade A freeze protection and among the lowest TCO's on the market.

& Worldwide premiere Cold Chain products



Relevant solutions for an efficient Cold Chain

Solar Direct Drive Range



Solar Direct Drive

- > The Solar Direct Drive solution consists of several refrigerators and freezers for vaccines working straight from solar panels without batteries and regulators.
- > This solution provides a reliable cold chain for vitally important vaccines even in the most remoted areas. The Solar Direct Drive solution uses the only energy source that never runs dry : our sun!

PQS Certified

Solar Direct Drive Range



COLD CHAIN

Solutions for safe vaccination



Vaccine Refrigerator & Icepack Freezer



Performance

- Net vaccine storage capacity
- Ice-pack storage capacity
- Hold Over Time
- Autonomy

PQS Certified
E003/042

TCW
40
SDD



Designed
for tropical
temperatures

36 L
8 x 0.6 L
93 h 24 at +43°C
81 h 54 at +43°C

Icelined Vaccine Refrigerator & Icepack Freezer



Performance

- Net vaccine storage capacity
- Ice-pack storage capacity
- Hold Over Time
- Autonomy

PQS Certified
E003/035 & E003/043

TCW
2000
SDD



99 L
16 x 0.6 L
92 h at +32°C
85 h 24 at +32°C

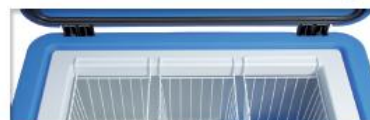
TCW
2043
SDD



70 L
16 x 0.6 L
79 h at +43°C
73 h 54 at +43°C

Designed
for tropical
temperatures

Icelined Vaccine Refrigerator or Freezer



Performance

- Net vaccine storage capacity
- Hold Over Time
- Autonomy

PQS Certified
E003/030 & E003/045

TCW
3000
SDD



156 L
94 h 05 at +32°C
86 h 56 at +32°C

TCW
3043
SDD



89 L
124 h 48 at +43°C
116 h 41 at +43°C

Designed
for tropical
temperatures



Relevant solutions for an efficient Cold Chain

Solar Direct Drive

2013

- Launch of first BMS Solar Direct Drive Solutions Worldwide

2015

- **Over 7'700 units installed worldwide**



Relevant solutions for an efficient Cold Chain

SDD- Case study Nigeria



Situation in Nigeria:

- 2012 – 2013: Low routine immunization coverage rates remain a major problem in Nigeria
- NPHCDA completed a comprehensive cold chain assessment
 - Identification of:
 - gaps in cold chain across the country
 - need to shift to **solar-powered systems for cold chain at service delivery points**



Relevant solutions for an efficient Cold Chain

SDD- Case study Nigeria

Solution:

- B Medical Systems supplied over 2000 Units of TCW SDD refrigerators & Icepacks freezers in collaboration with Prezzo Shed Investment Limited that undertook the local components of the service contract for transportation, distribution/ delivery, installation and training of health workers on handling and preventive maintenance of TCW 2000 SDD across 36 States & Federal Capital Territory Abuja, Nigeria.
- Top efficiency installing at a rate of 500 units per month. Ensuring short and long term success.





Relevant solutions for an efficient Cold Chain

SDD- Case study Nigeria

Result

- Vaccines are more accessible and potent presently in Nigeria than at any other time, NPHCDA, GAVI Alliance, B Medical Systems, Prezzo Shed Investment Limited and other partner's efforts in the past years culminated to the declaration by WHO on September 2015, "...that Nigeria has been officially removed from Polio endemic list. This is the first time that Nigeria has interrupted transmission of wild polio virus..."*

- *WHO Removes Nigeria from Polio-Endemic List . (2015, September 25). Retrieved from <http://www.who.int/mediacentre/news/releases/2015/nigeria-polio/en/>





Worldwide Premiere (Launch 03.2016)



Relevant solutions for an efficient Cold Chain

Worldwide premiere



Health Center Kit

Solar system providing lighting, ventilation, mobile phone charging and 12 V supply

- Ideal for remote health centres without electricity

Patent pending



BMS Cold Chain GPRS Data Logger

Temperature Data logger allowing to communicate in real time. Includes a SIM card with a 10 years subscription.

- Crucial for the quality surveillance of the Cold Chain, Real Time Information
- Access to pro active and efficient preventive maintenance.





Relevant solutions for an efficient Cold Chain

Worldwide premiere

Patent
pending

TFW 40 SDD Freezer

Solar direct drive ice pack freezer for health centers



TCW 15 SDD

Solar direct drive vaccine refrigerator / ice pack freezer
Very small volume for small, remote health centers

TCW 4000 AC

Large volume icelined refrigerator for vaccines.
Largest rotomoulded ILR in the world .



TFW 3000 IPF

Large volume rotomoulded ice pack freezer.



4) State-of-the art solutions - to ultimately save lives



State-of-the art solutions - to ultimately save lives

In a business environment where innovation is the key to improve health conditions in general and ultimately save lives, a provider of medical solutions has to

- Be a continuous innovator in terms of technical development and use this innovative technology to eliminate human errors
- Invest continuously in research & development
- Implement lean structures
- Embrace change
- Provide complete long term and sustainable solutions
- Aim for the best possible TCO
- BE CAPABLE TO ENSURE SHORT TERM DELIVERIES AND RAPID FULL DEPLOYMENT TO SAVE LIVES WORLDWIDE



State-of-the art solutions - to ultimately save lives

BMS solutions have a significantly high reliability owing to the use of best in class technology.

- BMS targets the lowest TCO (total cost of ownership) worldwide
- BMS has a worldwide, extensive **global network** of factory-trained agents which have the ability to provide
 - Training
 - Installation
 - Service & Maintenance

in the shortest time frame even in the most remote of places.





State-of-the art solutions - to ultimately save lives





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Thank you for your attention.

Q&A

AIDF Africa Summit 2016

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