



MEDICAL ARAMIS

## About Us

Medical Aramis Co is a Supplier and Distributing Company in the field of medical equipment. This company uses the newest technology of the world, to improve the health services and treatment for ordinary people, ill and everyone who is active in the medical field. Its products are medical clothes, hospital gowns varieties, disposable patient clothes, medical masks, antiseptic products based on silver, antiseptic products based on alcohol and etc.

Representing the professional and advanced products with highest performance is the result of creativity and researches of experts in this company, Relying on three principle: safety, quality and Ethics.

According to the report of trading – researching Euro Pichezder magazine, at present Iran laboratory and medical engineering equipment is exported to the more than 100 hundred countries of the world and Iran has a special place in four important international expos that are located in the Europe and east of Asia. This field in Iran is so expanded that about 2000 domestic companies and 3000 representative of foreign companies are active in Iran.

Growth of medical equipment and medical engineering inventions in Iran in comparison to the global growth is about twice. So that the growth of technical inventions in medical equipment production in comparison to last three years is at least ten times.

Right now, Market size of medical engineering and laboratory equipments in the world is about 400 billion dollars and in Iran is estimated about 7 billion dollars. Iranian knowledge-based companies have grown significantly in recent years, accounting for a large share of the \$ 7 billion market.

Iran's 20 million euros exports show that in the last decade, Iranian university centers, in cooperation with major Iranian financial companies, have invested heavily in the production of laboratory and medical equipment

Iran is one of the countries of Southwest Asia (Middle East) That is in the neighborhood of Afghanistan and Pakistan in the east, Turkmenistan in the northeast, the Caspian Sea in the north in middle, the Republic of Azerbaijan and Armenia and Turkey in the northwest, Iraq in the west and finally It is bordered to the south by the waters of the Persian Gulf and the Oman sea.

The Islamic Republic of Iran due to its large population, political stability, potential economic resources and most importantly having the largest coast of the Persian Gulf and dominating the strategic Strait of Hormuz and its connection to Central Asia and the Caspian Sea, as a bridge between Asia, Europe and Africa.

Has a great geopolitical importance and could do the necessary proceedings for increasing the amount of trading commodities.

Therefore, with having more than 2000 km margin from Arvand to the Gwadar Seaport , in addition to the domination on the sea ways that are ended to the Indian ocean, is the only country that can export products and commodities to the world by roads.

Due to the geographical and regional location of Iran and low production costs like energy cost, fuel and labor work and also the increasing trend of establishing production centers in Iran in various fields can be said that this country has the ability to export all goods produced in the region.

Statistics of Iran in the field of exporting and foreign trading in recent years has shown that despite increasing the share of neighbors of Iran in the exporting commodities, still there is a large capacity around Iran that is intact. Statistics show that 54% Iran Export in 2018 is to the neighbors of Iran. Therefore with the right marketing, it is possible to export different products from Iran to other countries. Also Amount of Non-oil products exports in the 2018 was about 45000 million dollars.

Consider that Iran from 27 oct 2019 is associated in free trading with Eurasia and Eurasia is the new partner of Iran. This is a good point for Iran. Because these countries are consume oriented and Iran as a production country could export its products to these countries easily.

Middle Asian countries, India, Pakistan and Afghanistan are also consume oriented countries and the most important point is that they choose Iranian products.

These two are enough to know Iran as one of main suppliers in this area. Also we can imply good and friendly relation of Iran with union countries CIS that make the economic growth in all countries.

Also in some countries like Ukraine and other eastern European countries that buying Iranian products is costless for them. Also the quality of Iranian products is accepted and approved by global countries and neighbor countries. Suitable geographical situation fasten the speed of transporting products and communication.

Iran is in the middle of the world. In comparison to European countries, we can transport products and commodities faster. Middle Asian Countries could also easily receive our products. This is while a country like China does not have our situation. But it is used the best from available capacity.

So the first benefit of trading Iran with the world is that this area in the middle east has strategic situation.

However this cost has more effect on the final cost, that product has more competitors in the exporting market. one of these products is medical equipment in Iran. The other most important exporting benefit of Iran in comparison to other countries is the low labor cost. This fact learn us that we should work in the fields of products that have lower labor cost.

So we can count more on Iran in the field of buying and exporting medical equipment.

## Our vision and Targets

- Specializing the Activity of company using power of other companies to increase the amount of production and technology level
  - Increasing the level of quality and quantity and services to satisfy the customers
  - Lowering the side costs and final cost of products
  - scientific marketing and creating the new markets
- Simultaneous entering to the foreign markets and international markets





Medical Aramis Equipment Company as a pioneer company in the field of supplying medical products, knows it to be in commitment to the understanding and providing the needs of customers based on international, national standards and also rules of main department of medical equipment.

In line with the above goals, the company's management is determined to put the following programs on its agenda:

- Promoting customer satisfaction by identifying their wants and expectations and striving to meet them
- Increase sales by properly identifying markets and customer needs and improving the above trend
- Providing the best after-sales service through effective and targeted services
- Planning to training experienced human resources

- Improve the effectiveness of the quality management system by improving processes and performing structures

- The management of the company hereby, while announcing its commitment to the above and ensuring that all employees understand and implementing the policy, assures its customers that in Medical Aramis Company, nothing is more valuable than meeting their demands. We hope that this company can be faithful to all its obligations in the ethical and value framework to always be a servant in the field of treatment



**Our vision is providing the newest and best quality products for the people all around the world.**

## Products

Medical Aramis Company represent below products and services, like antiseptic products based on alcohol, antiseptic products of Chitotech company based on silver, doctors and nurse clothes, disposable patient clothes, medical gowns, surgery scrubs and other medical products.



## Medical gowns

Medical Aramis Company represent below products and services, like antiseptic products based on alcohol, antiseptic products of Kito tech company based on silver, doctors and nurse clothes, disposable patient clothes, medical gowns, surgery scrubs and other medical products.

Nowadays, wearing special clothes such as medical gowns and scrubs is a completely accepted thing for doctors and medical staff. Every person working in any type of medical center is obliged to wear a gown related to their field of work; Nurses wear nursing gowns, physicians wear medical gowns, and surgeons and operating room staff wear surgical gowns. There are many reasons to follow the law of the robe, and here are a few basic ones.

One of the reasons for using a special cape is to differentiate between people working in each medical center. In this case, the patient can easily identify the members of the medical staff (doctor, nurse, assistant nurse, etc.) and, if necessary, ask for help from the appropriate person. In this case, the medical gown ensures that the patient has information about the job category of the people around him,

Another reason why medical gowns are mandatory is to maintain the health of medical staff. Adherence to the intended cover and wearing clothing, hats, masks and gloves reduces the risk of transmission and infection to the medical staff. Medical staff can approach the patient more easily by wearing their own cape; This means that the medical gown is a source of trust and confidence between the doctor / nurse and the patient, and the therapist approaches the patient without any fear of endangering their health.

Improving health standards is another reason to use medical gowns. In fact, hospital clothing raises defined levels and health standards by ensuring that everything is in order.

From white to green in scrubs and gowns

# The history of scrubs

The history of scrubs and medical gowns was also interesting in terms of color. At first, these clothes were completely white. This color made the contaminants appear faster and was a symbol of cleanliness. Unfortunately, this color was a problem in low light operating room, because it caused fatigue to the surgeon's eyes. Because of this, hospitals sought alternative for the color of operating room scrub.

In the 1970s, green replaced white in operating room clothing. This color had caused focus of the eyes well, and on the other hand, as a reminder of nature and tranquility; was also welcomed by the patients. Later, this color, known as "operating room green", became a well-known color in everyday life.



White is also used in most hospitals and medical centers as a medical or laboratory gown and even a scrub. Of course, most modern centers around the world today have defined specific codes for their staff uniforms, and may even set different colors for their nurses' uniforms and make differences. For example, design the collar and sleeves differently, make the pockets larger, and even use a specific fabric for the medical gown. In fact, a lot of research has been done on the effect of clothing on the morale of staff and patients, and according to the findings, the right design can help to better communicate between the patient and the doctor.

For example, it is recommended that if the medical center is specialized for children, doctors and medical staff use fancy and light colors, along with accessories which are close to the mood of children in their clothes. So that children feel less psychologically distant from their doctor. And provide a more relaxing environment for children to recover faster.

For this reason, we are always looking to design and produce the best type of medical gown with the latest design and the highest quality of execution so that we can contribute to the promotion of health and treatment in our country.

Medical Aramis Company uses the capabilities of fully professional and creative workers in the field of producing all kinds of clothes. It has also been able to attract the network loyalty of customers, including doctors, hospitals, and nurses.



## Silver Based antiseptic products from Chito tech Company

### Products:

Wound Silospet

Burning silosept

Hand silosept

Perp silosept

Injection antiseptic silosept

Equipment antiseptic silosept

Floor and surfaces antiseptic silosept



Chitotech Company is a national knowledge-based company that produces non-alcoholic disinfectant solutions with nanosilver technology and health products and first aid. The products are licensed by the Ministry of Health and Medical Education and also have the certificate (CE mark of European quality) and ISO 13485. The Silosept family of disinfectant products is based on non-silver nanoparticles and kills a wide range of bacteria, viruses and fungi. Chitotech aims to provide advanced products to improve the quality of life of patients and focus on research, design and production of new non-invasive and minimally invasive products.

## Products Delivery

Iran has several land, sea and air borders. Due to the type of goods (chemical products) and the volume of high orders, the goods are delivered only by land and sea.

Also, according to the final destination and unloading the cargo, different ways of sending cargo by the experts of the collection are feasible. Considering the volume of the order, the method of sending and delivering the cargo may change not much.

Therefore, in general, the trading products by sea is done by EXW, FOB, CIF methods and the export of goods at land borders is done by EXW and FCA methods. You can also share the method of receiving your products with us so after checking, the result will be announced to you.



## Payment Methods

Due to having multiple currency accounts in the names of different companies and individuals, we offer you a cash deposit method. If you have any other way to pay your money, you can inform the relevant expert so that if the collection management decides, you will be given a definite opinion.

In the field of production and packaging of medical goods, we can mention the units and factories of the province, Tehran, Isfahan, Shiraz, etc., which will meet the needs of customers.



## Management Message

Customer satisfaction can be an effective result for the future of every body work and organization. Wholesale and retail customers in the field of medical equipment are always looking for quality and unique products with appropriate packaging.

Creating the necessary infrastructure to perform this process can be considered as achieving the goals of any company. Therefore, respecting customer demand from any country can increase work opportunities.



## Company Members

Selling Manager: **Faezeh Gharanfoli**

Marketing and Selling: **Kamran Ghavaminejad**

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## Standards and Quality Checks

As one of the suppliers of medical equipment in the world, in order to achieve its organizational goals, this group has selected the Integrated Quality Management System (IMS), which includes the latest edition of the following global standards, as the executive model:

- ISO 13485
- CE Certificate
- Certification of the Ministry of Health and Medical Education of Iran



# STANDARDS

As a normal person, patient, therapist, nurse or doctor, you can share all your questions, suggestions and criticisms with us.

It is our pleasure to answer your questions  
Medical Aramis Company is also interested in cooperating with medical activists around the world.



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