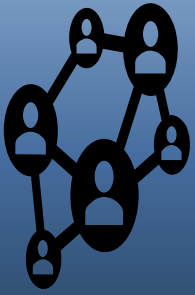




# Company Profile



# WHO ARE WE

Jointly owned by Bukhatir Group & Ghobash Group, Emitac was established in 1976. Since then, the company group has been growing & flourishing by meeting the most challenging requirements of a fast-evolving landscape through impeccable business acumen and technology. The organization covers several industries such as healthcare and IT, finance, public sector and many more.

Emitac Group has established a solid presence within the region and surrounding countries such as Saudi Arabia, and Oman.

There are currently four different companies that work and function under its umbrella in the United Arab Emirates, and two other companies in the regional market



Regional

UAE



## About EHS

EHS is a healthcare innovator and solutions provider that strives to enrich the quality of life of every stakeholder, partner, caregiver & patient by focusing on their health, comfort, and happiness.

We are dedicated to redefine the future of the healthcare industry and to improve the quality of everyone's life. EHS has exceeded the expectations, because we do not only provide multiple solutions to the healthcare sector but also, we offer consultancy, project management, and after sales services.

EHS lead the UAE's healthcare industry by providing the latest solutions and the most sophisticated technology in order to elevate the overall health performance and expectation to a higher level.

## Achievements

With more than 40 years of experience in the industry, EHS has consulted and enabled numerous caregivers in the UAE to operate seamlessly through an array of healthcare management solutions.

The company extended its services to varied clientele, including governmental and semi-governmental hospitals, private and military hospitals. Also, it provided in-home patients with the latest innovative Clinical and IT solutions to best serve them with health, comfort, and happiness

One part of our success was based on our strategic partnerships that enabled us an access to an international network of prestigious healthcare operators through a single touch-point.

## Success

Since the sky has no limit, EHS always strive to gain new challenges by spreading in all surrounding countries. EHS invaded the Saudi Arabia's market and created a new leader under the name of Etqan Healthcare Solutions. Since then, the company fulfilled the healthcare market's demand and gained customers' trust and loyalty. Moreover, EHS is currently covering Oman's market where numbers and data collected demonstrate the prosperity of its healthcare industries

There are plenty of opportunities in the domestic and the global market but very few successful organizations can capture them and take advantage against competitors. At EHS, we are proud to be the first to open new markets and accept new challenges.



# Vision and Mission



We aim to be the partner-of-choice for best-in-class healthcare innovative solutions providers in the Middle East.

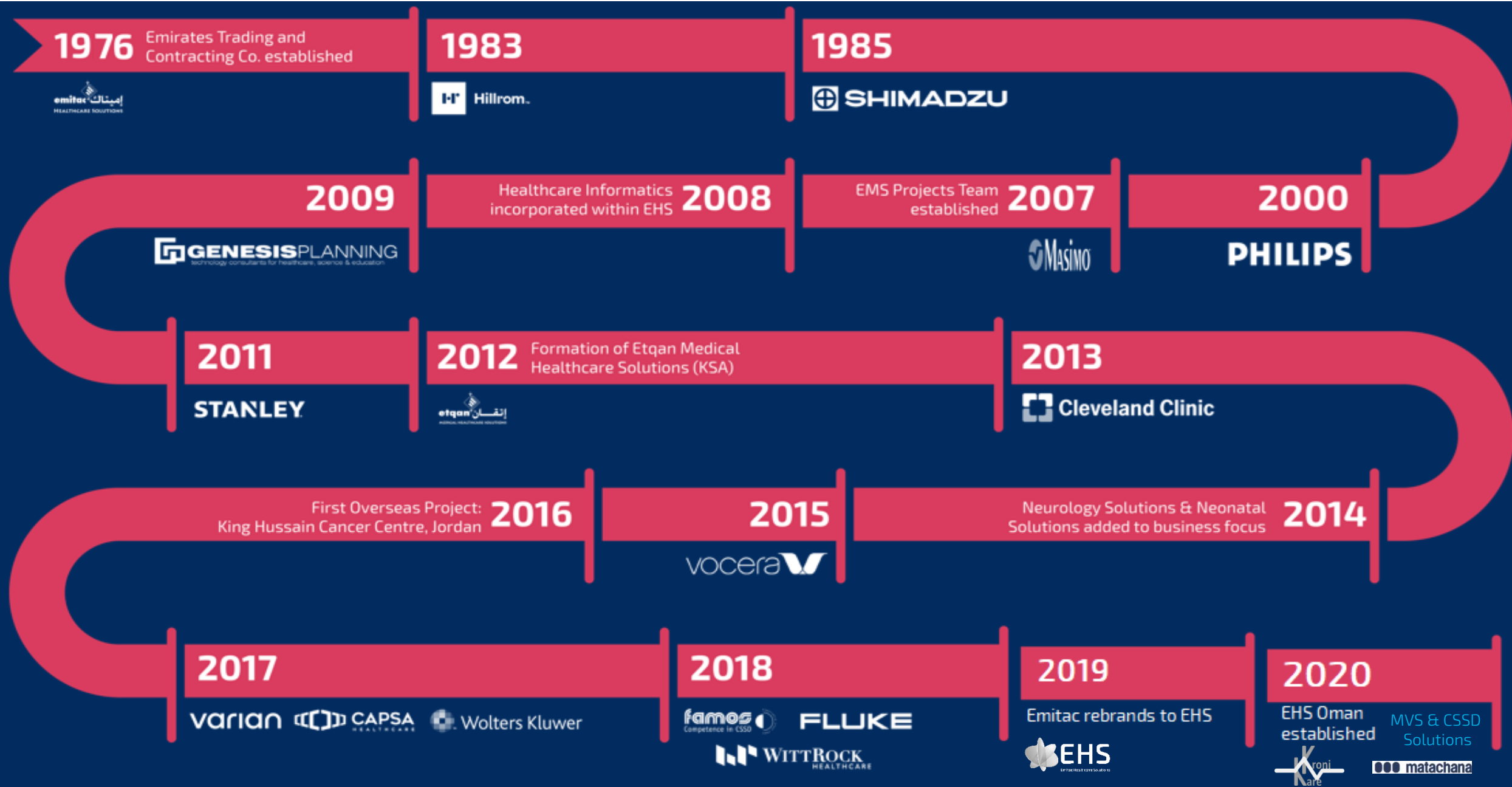


To provide superior quality cost-effective services & solutions to the healthcare community, contribute to transforming care delivery and improving partners experience through innovative & digitalized concepts to be executed by passionate employees who strive to support customers and are proud of working for us. EHS will ensure growth, profitability, continuity, and satisfaction of all its stakeholders.





# Our legacy



# Our Awards



# Our leadership Team

At EHS, all the employees are treated equally, and each one of team is responsible for the organization's success. With the extensive years of experience, higher qualifications, and deep understanding of the core business, EHS's team has upraised the healthcare and medical industries to a different level



**Mohd Kenanah**  
CEO



**Adel Amro**  
Country Manager - KSA



**Abdulla Al Kiswani**  
Sr. Account Manager & MVS



**Suresh B. Subramani**  
Director - Sales



**S. N. Venkataraman**  
Head of Operations  
& Tech Support Group



**Safwan Harris**  
Comm Ops  
Manager



**Ahmed Qawasmeh**  
Head – Business  
Development



# Our Partners in Enablement

As caregivers, we improve the quality of life of every individual by collaborating with our international network of reliable and prestigious healthcare partners.

We partner with the most reputable names in the health industry, those who share the same values as ours. Together we provide innovative solutions to improve the quality of everyone's life. Our products and services have been recognized for their reliability, convenience, and sophistication





# Our Customers | Government



وزارة شؤون الرئاسة  
MINISTRY OF PRESIDENTIAL AFFAIRS



وزارة الصحة ووقاية المجتمع  
MINISTRY OF HEALTH & PREVENTION



هيئة الصحة بدبي  
DUBAI HEALTH AUTHORITY



شركة أبوظبي للخدمات الصحية ش.م.ع.  
Abu Dhabi Health Services Co. P.J.S.C



United Arab Emirates  
G.H.Q. Armed Forces



MUBADALA



# Our Customers | Private



المستشفى الكندي التخصصي  
Canadian Specialist Hospital



Ahalia Hospital



مستشفى كينجز كوليدج لندن  
King's College Hospital London



Zulekha Hospital  
Your Health Matters

فقيه

مستشفى د. سليمان فقيه  
Dr. Soliman Fakeeh Hospital



Saudi German Hospitals  
GROUP



مستشفى قرقاش  
GARGASH HOSPITAL



مركز كليمنصو الطبي  
CLEMENCEAU MEDICAL CENTER

LIFELINE  
HOSPITAL

مستشفيات أمينة  
amina HOSPITALS

Al Jalila Children's  
Specialty Hospital



Emirates  
Hospitals  
& Clinics  
An Emirates Healthcare Company

Aster  
HOSPITAL  
We'll Treat You Well



مستشفى بلهول الأوروبي  
Belhoul European Hospital  
نعم بالصحة... نمتنع بالحياة  
Use life to the full



مستشفى دانة الإمارات  
Danat Al Emarat Hospital  
النساء والأطفال  
WOMEN & CHILDREN



مستشفى ثومبي  
THUMBAY HOSPITAL  
HEALTHCARE • EDUCATION • RESEARCH



مركز الخليج الدولي للسرطان  
Gulf International Cancer Center



مستشفى الزهراء دبي  
AL ZAHRA HOSPITAL DUBAI  
Care in Style  
رعاية راقية



# EHS Solutions

At EHS, we intend to equip every healthcare provider with our sophisticated products, technology, and solutions. Together with our partners, we aim to reach, assist and treat as many patients as we can.



## Health Solutions

Total healthcare Solutions

Consultancy mgt/ Projects



## Service Solutions

Managed  
Services

TSG

Commercial &  
operation

# Total Healthcare Solutions





# Patient Monitoring and Critical Care Solutions

Through our partnership with industry-leading suppliers, EHS offers state-of-the-art, personalized, end-to-end patients monitoring and critical care solutions. The monitoring system enables the specialists to track patient's health throughout serial of data collected. These solutions are provided, but not limited to the following segments such as:



Over the years EHS has created an enviable track record of successfully deploying solutions in hospitals under the supervision of:

- Clinics acute care
- Cardiology
- Stepdown/HDU
- Neurology
- ICU
- Respiratory
- NICU
- Urology
- CCU
- Pulmonology
- Burns
- Anesthesia



# Hospital Room Solutions

The look and feel of a healthcare environment play a meaningful role in shaping the patients' experiences and can be an important factor in assessing their future healthcare provider. For that reason, healthcare companies are now studying & implementing ways to enhance the patient room experience with modern and comforting ambiances. At EHS, we are proud to have partnered with leading and reliable brands - such as:



Through our knowledge & expertise of managing patient room requirements, we offer an unmatched experience to our patients. We have proven expertise in providing total room solutions including managing and executing VIP room fit-outs in the region.

Our Hospital Room Solutions adhere to the strictest quality standards (FDA, CE & UL Listing) as well as Greenguard standards.



# Neonatal Care Solutions

Through our reliable and extensive range of products, we meet the complex need of infants, families, and caregivers, which include innovative neonatal ventilation systems, specialized incubators, mobile monitors, state-of-the-art IT systems, and much more.

EHS' products and solutions are reliable, easy to use & implement, which enable caregivers to cater to the patient's needs efficiently & effectively.





# Surgical Solutions

As part of our ongoing journey to establish and maintain the global medical standard, EHS deliver the newest technology and products to the surgery sector in order to counter the diverse complexity.

Our products provide highly specialized and individualized care; offering technology in several fields such as:

- Image-guided cranio-maxillofacial (CMF)
- ENT
- Orthopedic
- Spine
- Trauma
- Neurosurgery
- Intraoperative Imaging
- Integrated Operating Room Solutions
- Treatment Planning
- Medical Image Sharing and Enhancement.





# Ultrasound Solutions

As solutions' provider, we made a promise to improve the quality of life of every individual by collaborating with international network of reliable and prestigious healthcare partners such as Samsung. Together, we will provide our customers the latest solutions and the most sophisticated technology in order to elevate the overall health performance to a higher level.

Along with Samsung Medison, we will supply our customers with a comprehensive solution that guarantees more precise diagnosis and treatment with top-notch technology in OB/GYN, GENERAL IMAGING, POINT OF CARE, CARDIOLOGY, and PRIMARY CARE.

To satisfy clinicians' needs for excellent images, Samsung Medison provides newly developed ultrasound systems with outstanding features as well as accurate imaging and comfortable ergonomic design



**SAMSUNG**  
SAMSUNG MEDISON





# Radiology & Imaging Solutions

EHS offers a full range of Diagnostic Imaging solutions that facilitate high-resolution imaging across different specialties in the healthcare industry. We share exclusive partner-ships with market leaders and standard bearers such as:



Our current portfolio of products in this sector includes:

- Digital Xray
- Mobile DR & Xray
- Fluoroscopy
- Mobile C-arm
- General Xray
- Ultrasound Scanner
- Digital Angiography system, PACS
- QA Products
- Radiology Accessories

Our experienced and professional team has equipped and installed all the mentioned solutions in numerous leading hospitals across the UAE including MOH, SEHA, DHA, and Military Hospitals as well as in well-known private clinics and hospitals in the region. The installation phase has been strictly followed by the FDA and CE regulations





# Oncology Solutions

EHS has gone an extra mile and partnered with world-class oncology solution providers. We supply the market with the newest products and services in order to prevent, diagnose and provide a complete treatment process. Our oncology team is well trained and over-qualified in order to stay tuned and up to date with the recent technology, and equipment. In order to cover all customers' need., the team is also responsible to be familiar with all brands that are offering Oncology products domestically and internationally.

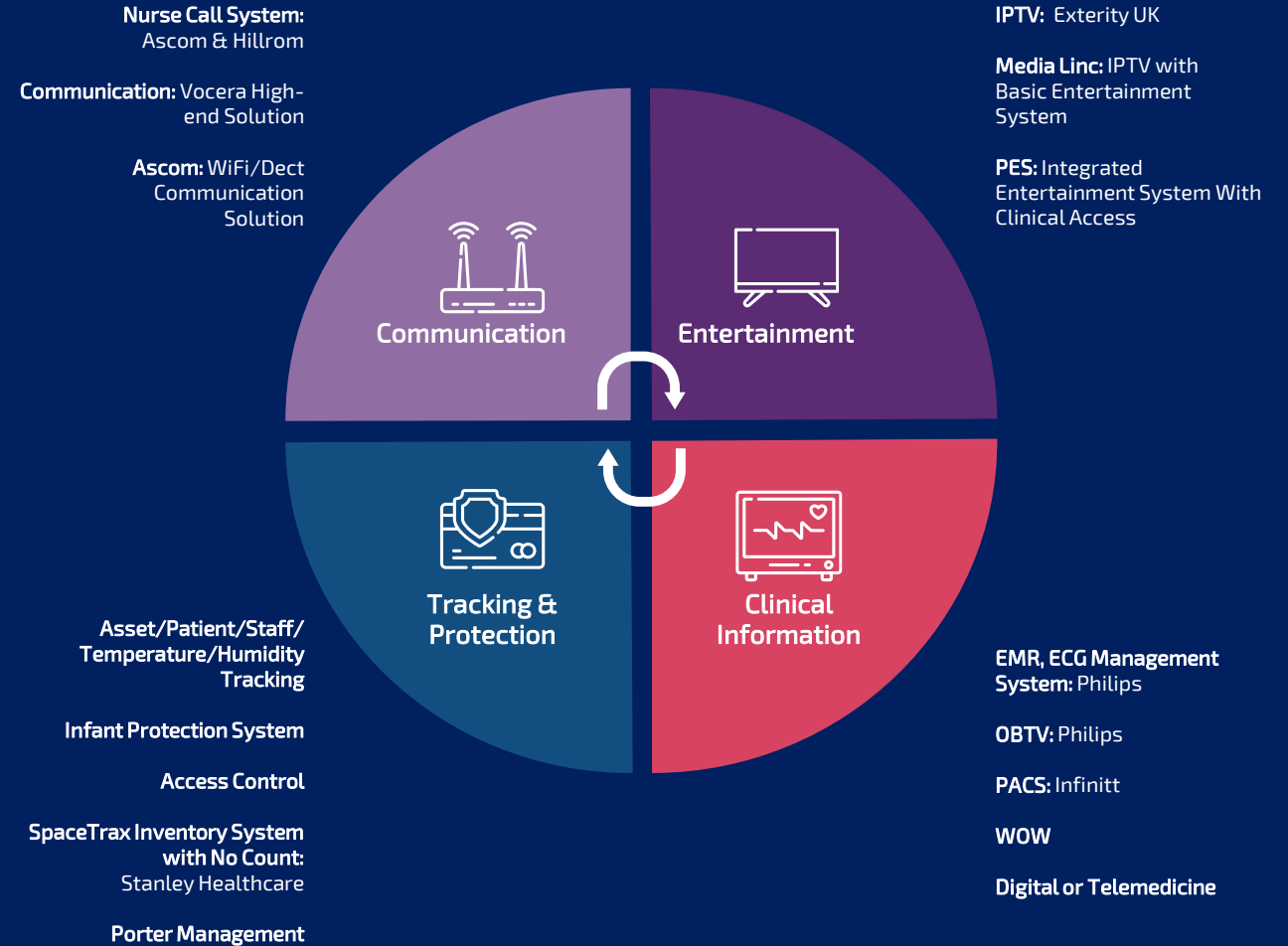


# Digital Transformation Systems

Our Healthcare & Information Technology solutions will enable caregivers to enhance their daily operation and create greater efficiencies in all aspects of healthcare management.

EHS's Digital transformation system provides several services under one platform. The main factors of the newly invented system are as follow:

- Communication
- Entertainment
- Clinical Information
- Tracking & Protection





# Sterilization & Infection Control Solutions

We offer complete solutions for CSSD that include Department consultation, Design, equipment's supply, Quality assured consumables, sterilization packaging material, waste management solutions and the most advanced instrument traceability solution.

We deliver the top of the range of CSSD equipment, lab sterilizations products and mortuary. We deal with several brands such as: Matachana, Famos, Healthmark, Westfield and Sterimed.

EHS provide easy to use, and high-quality products allowing hospitals in limiting the infection ration which in return protect and enhance patients' safety

With the onset of COVID 19, we have ventured into manufacturing and distributing Personal Protection Equipment (PPE). Our solutions are FDA and CE certified.

- 3 Ply Masks
- KN95 Masks
- Protective Isolation Coveralls
- Rapid Test Kits
- Face Shield
- Air Purifiers



# Bio Medical Testing & Radiation Solutions

At EHS, we use state-of-the-art equipment that is automated, medically tested and designed to ensure patient's safety. We provide solutions for testing and calibration such as safety analyzers, pressure testers/simulators, and radiation measurement solutions.



# Laboratory Solutions

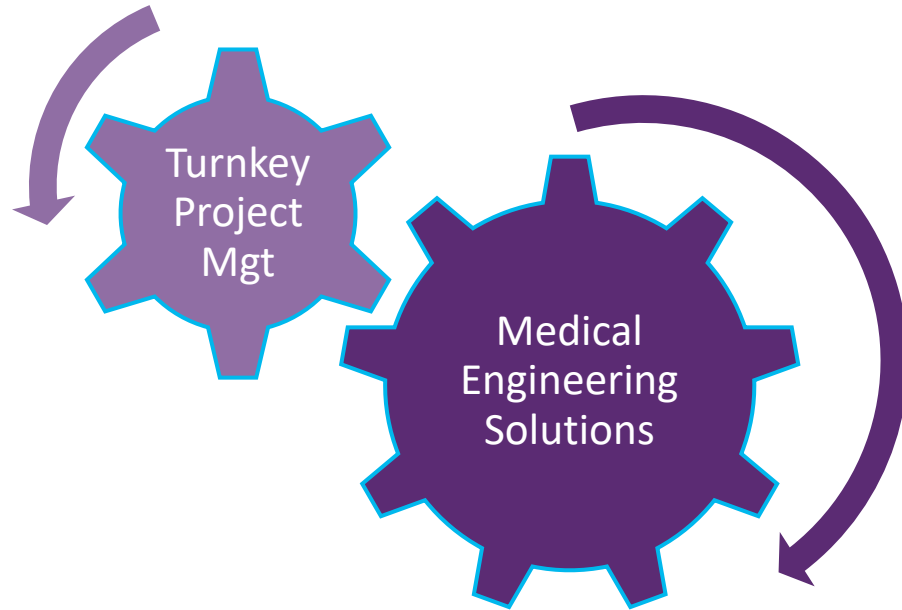
EHS has an extensive range of products and services that are designed to enhance diagnostic capabilities and complement existing healthcare infrastructures. We deploy an entire range of solutions across a host of allied segments, providing the highest quality medical equipment and products that are environmentally friendly with CE markings to ensure that they are compliant with FDA standards.

Over the years, our sales team and technical engineers have provided and maintained several customized and effective solutions across leading government and private hospitals, pharmaceutical companies, educational institutes and R&D labs in the MENA region.

## Clinical Products Portfolio

- Histopathology equipment (tissue processor, microtome, tissue embedding system, slide strainers)
- Medical refrigerators and freezers
- Laboratory ovens & Incubators
- CO2 incubators
- Centrifuges (all types)
- Ice makers & Biological safety cabinets
- Laminar flow hood
- Elisa readers and washers
- Water baths
- Shakers and water stills
- Tablet counters
- Adult and baby weighing scales
- Mortuary refrigerators
- Autopsy tables and pathology workstations
- Laboratory microscopes
- Osmometer
- Weighing balances and many other products.

# Consultancy and Project mgt/ Medical Engineering Solutions



- EHS turnkey projects department plays a significant role in offering comprehensive Solutions to create medical facilities that suit the client's requests and requirements. WE adhere to the industry environment standards, partner product's installation standards and the customer quality standards
- EHS offers unique medical engineering solutions consist of Medical Gas piping system , Modular Operating Rooms with OR integration , Pneumatic tube system and Architectural Products (BHU, Pendants, NCS). This business unit work closely with planning engineers at the early stage of any project offering design, load calculations, HVAC pressure calculations, purity testing etc.

- Turnkey Project Management
- Medical Engineering Solutions
- Mobile health clinic & field hospitals

We offer enhanced support through our consultancy and management team for projects that require and include:

- |  |                           |
|--|---------------------------|
| • Turnkey Maintenance & Contract Solutions | • Project management      |
| • Medical equipment planning               | • Procurement             |
| • Medical Infrastructure Solutions         | • Logistics planning      |
| • Medical Engineering Solutions            | • Execution               |
| • Design & Planning                        | • Installations           |
|  | • Training                |
|  | • Warranty maintenance    |
|  | • Value engineering study |



UNITED ARAB EMIRATES  
MINISTRY OF PUBLIC WORKS



هيئة الصحة بدبي  
DUBAI HEALTH AUTHORITY



مدينة دبي الطبية  
Dubai Healthcare City



وزارة الصحة  
MINISTRY OF HEALTH







# Mobile Health Clinics & field hospitals

EHS has gone beyond expectations, we have expanded our covered solutions to include The Mobile Health Clinics, blood collection units, and even labs.

We have worked with some key entities like ADNOC and Ambulatory Health Services in the region

At EHS, we have all the capabilities and resources to supply the market with mobile field hospitals



# Our Projects



- Silla Hospital
- ADNOC
- New Ruwais Hospital – 28Mn
- Mobile Health Clinic
- Gayathi Hospital
- Cleveland Clinic Abu Dhabi – 140Mn
- Salma Children Hospital
- Plus Medical Hospital
- Advanced Center for Daycare Surgery (ACDS)
- Khalifa University
- Etihad Clinic
- Canadian Specialist Hospital
- American Hospital
- City Hospital
- Fakeeh Hospital
- DP World Clinic
- Salma Children Hospital
- Plus Medical Hospital
- Burjeel Medical City Project
- Cosme Surge Specialty Hospital
- Al Qua Clinic
- Al Qassimi Maternity Hospital – 80Mn
- Rashid Hospital
- Al Amal Psychiatric Hospital
- Zayed Military Hospital – 35 Mn
- Corniche Hospital
- New Al Ain Hospital
- Tawam Hospital

Regional

King Hussein Cancer Center – Jordan



# Completed Projects

CLIENT	PROJECT	LOCATION	SCOPE OF WORK	VALUE
Cleveland Clinic Abu Dhabi	Cleveland Clinic Abu Dhabi	Abu Dhabi	Supply of Medical Equipment and Medical Furniture	140 M
Ministry of Public Works (MOID)	Al Qassimi Maternity Hospital and Emergency Extension	Sharjah	Supply, Installation, Commissioning & Maintenance of Medical & Radiology Equipment and Medical Furniture	80 M
Zayed Military Hospital	CCU & Cathlab Project and Cardiology Ward	Abu Dhabi	CCU & Cath Lab: Complete Turnkey; Design, build, supply and install Medical & Radiology Equipment and Medical Furniture. Cardiology Ward: Renovation of complete; Design, build and equipping the Ward.	35 M
ADNOC	ADNOC New Ruwais Hospital Project	Ruwais, Abu Dhabi	Supply & Installation of Medical Equipment and Furniture	28 M
Ministry of Public Works (MOID)	Al Amal Psychiatric Hospital	Dubai	Supply of Medical & Radiology Equipment and Medical Furniture	20 M
Musanada	Gayathi Hospital Project	Gayathi, Abu Dhabi	Supply and Installation of Furniture, Fittings and Equipment	15 M
American Hospital	American Hospital Bed Head Units	Dubai	Supply & Installation of Beds, Bed Head Units and Medical Gas	11 M
Dept. of Health and Medical Science	Trauma Care - Rashid Hospital	Dubai	Supply and installation of complete monitor and CIS system	10 M
Khalifa Bin Zayed Al Nahyan Foundation	King Hussein Cancer Centre Project	Amman, Jordan	Supply, Installation, Testing, Commissioning, Training and Maintenance Warranty for 3 years of Medical Equipment for KHCC	90 M



# On-Going Projects

CLIENT	PROJECT	LOCATION	SCOPE OF WORK	VALUE
Fakeeh Academic medical Center, Dubai	Fakeeh Academic Medical Center, Dubai	Dubai	Supply & Installation of Medical Equipment	31 M
Ministry of Infrastructure Development	Maereed Clinic – MOH	Ras Al Khaimah	Supply & Installation of Medical Equipment & Medical Furniture	3.7 M
Clemenceu Medical Center, Dubai	Clemenceu medical Center, Dubai	Dubai	Supply & Installation of Bed Head Units & Hospital Furnitures	6.0 M
Trans Gulf Electro-mechanical LLC	Specialized Rehabilitation Hospital	Abu Dhabi	Supply & Installation of Medical Gas Systems	2.0 M
Thumbay Maketing & Distribution Co,	Thumbay Hospital, Ajman	Ajman	Supply & Installation of Pneumatic Tube System & Pharmacy automation	2.0 M
VPS	Burjeel Medical City	Abu Dhabi	Supply & Installation of Medical Equipment	27.4 M
DHA	Dubai Field Hospital	Dubai	Supply & Installation of Covid Field Hospital	
SEHA	Rahba Quarantine Facility	Abu Dhabi	Supply & Installation of Rahba Hospital Expansion	







# **Service Solutions**

*Speed, Innovation, Team Spirit*

# Managed Services

Devoted to our sustainable business plan, EHS now manages the MOH Medical Screening for Residency at Sahara Center.

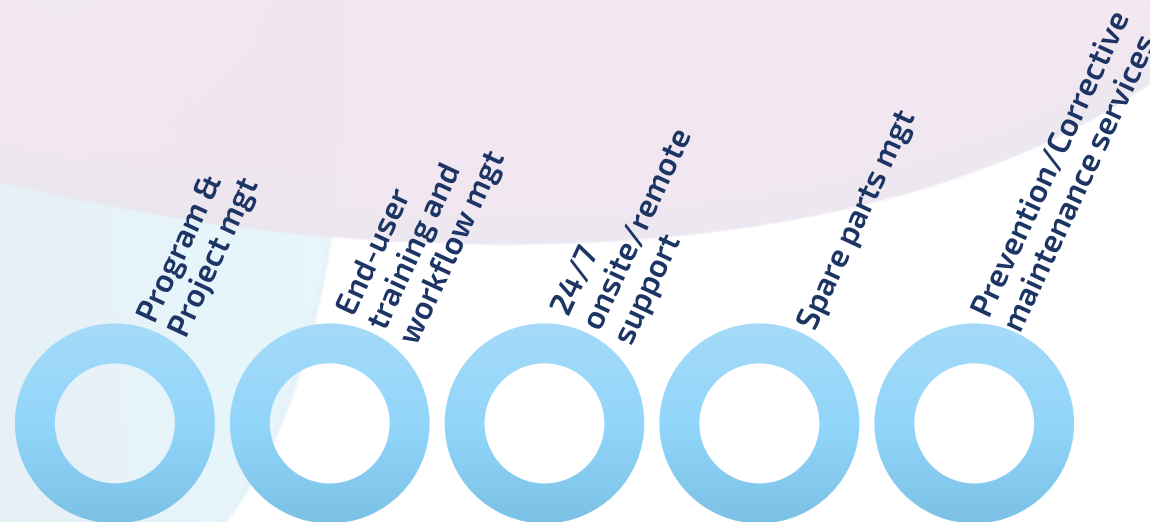
The services includes:

- Medical application forms typing
- Medical screening & examination for residence visa
- Emirates ID Services



# Technical Support Group

- \* EHS technical team is accredited with ISO 9001: 2015 certification that extends 24/ 7 support to the medical facilities. The team is also trained and certified by various manufacturers.
- \* Our Maintenance Management Solutions Unit handles warranty maintenance and servicing the installed equipments through annual maintenance contracts. It is required in managing and maintaining the lifesaving of the biomedical equipment in hospitals, medical institutions, clinics, and diagnostic centers. The Maintenance Management business unit adds tremendous value to the life cycle cost of the equipment warranty support/service contracts , and upgrades.



# Commercial Operation Department

## Commercial Operation

- Implement Process improvements and ensure that they have positive impact on overall business and sales productivity
- Unburden the sales force from administrative tasks and reduce non-selling time by providing support in Quote & Tendering process
- Sales pipeline tracking & management to ensure all the deals are correctly mapped in CRM
- Provide visibility to the management in terms of estimated orders, revenue booking and continuously track closure for orders, sales and GP
- Perform Deep Dive Analysis for all the Verticals. Track results and Perform gap analysis between target and committed numbers
- Commercial reviews of all contracts to ensure risk is mitigated.



## Quote & Tender

- Monitor and search new tenders opened by customers
- Act as a business support team internally in providing relevant details and circulating new customer orders
- Provide support to customers in case of queries against delivery and Purchase Orders
- Providing support to sales team to prepare and submit quotes as per customer RFQ / RFP's
- Ensure all the tender requirements and compliance list are followed before submitting any offer
- Perform Pre-tender risk assessment which includes:
  - Pricing
  - Risk identification & mitigation
  - Preparing BOQ & Compliance checklist
  - Alignment with all stakeholders (commercial, service, deliveries, sales, legal & finance)







# Together, we improve the **QUALITY OF LIFE**

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