



# CORPORATE PROFILE

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2020

# Emitac Group Companies

Jointly owned by the well-known Bukhatir & Ghobash Group, Emitac Group was established in 1976. The company has been growing & flourishing by meeting the most challenging requirements of a fast-evolving landscape through impeccable business acumen and technology.

We have established our presence within the region in countries like Saudi Arabia, where Etqan Medical Healthcare Solutions in Riyadh operates as an independent affiliate of EHS.

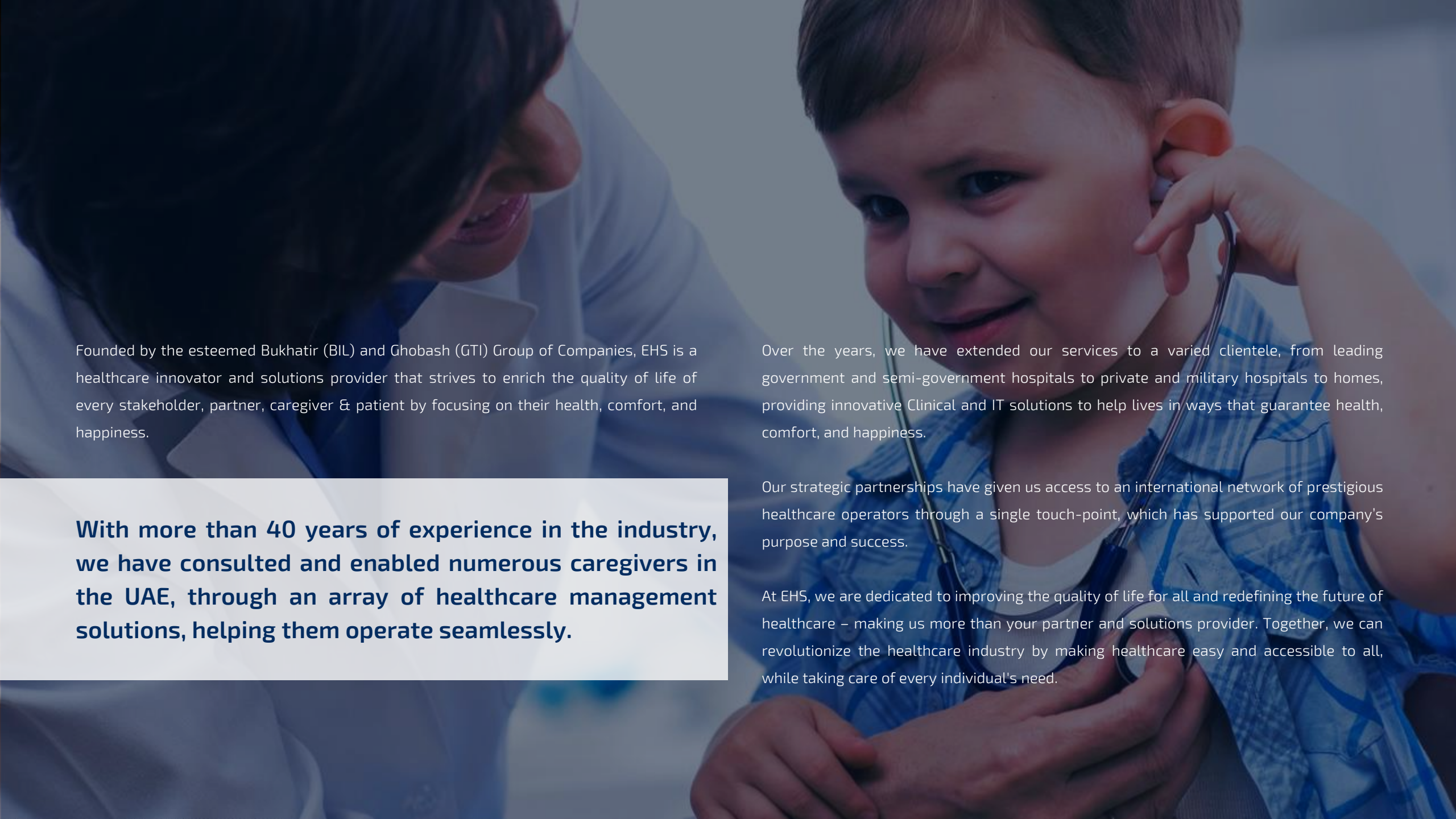


## UNITED ARAB EMIRATES



## REGIONAL





Founded by the esteemed Bukhatir (BIL) and Ghobash (GTI) Group of Companies, 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.

**With more than 40 years of experience in the industry, we have consulted and enabled numerous caregivers in the UAE, through an array of healthcare management solutions, helping them operate seamlessly.**

Over the years, we have extended our services to a varied clientele, from leading government and semi-government hospitals to private and military hospitals to homes, providing innovative Clinical and IT solutions to help lives in ways that guarantee health, comfort, and happiness.

Our strategic partnerships have given us access to an international network of prestigious healthcare operators through a single touch-point, which has supported our company's purpose and success.

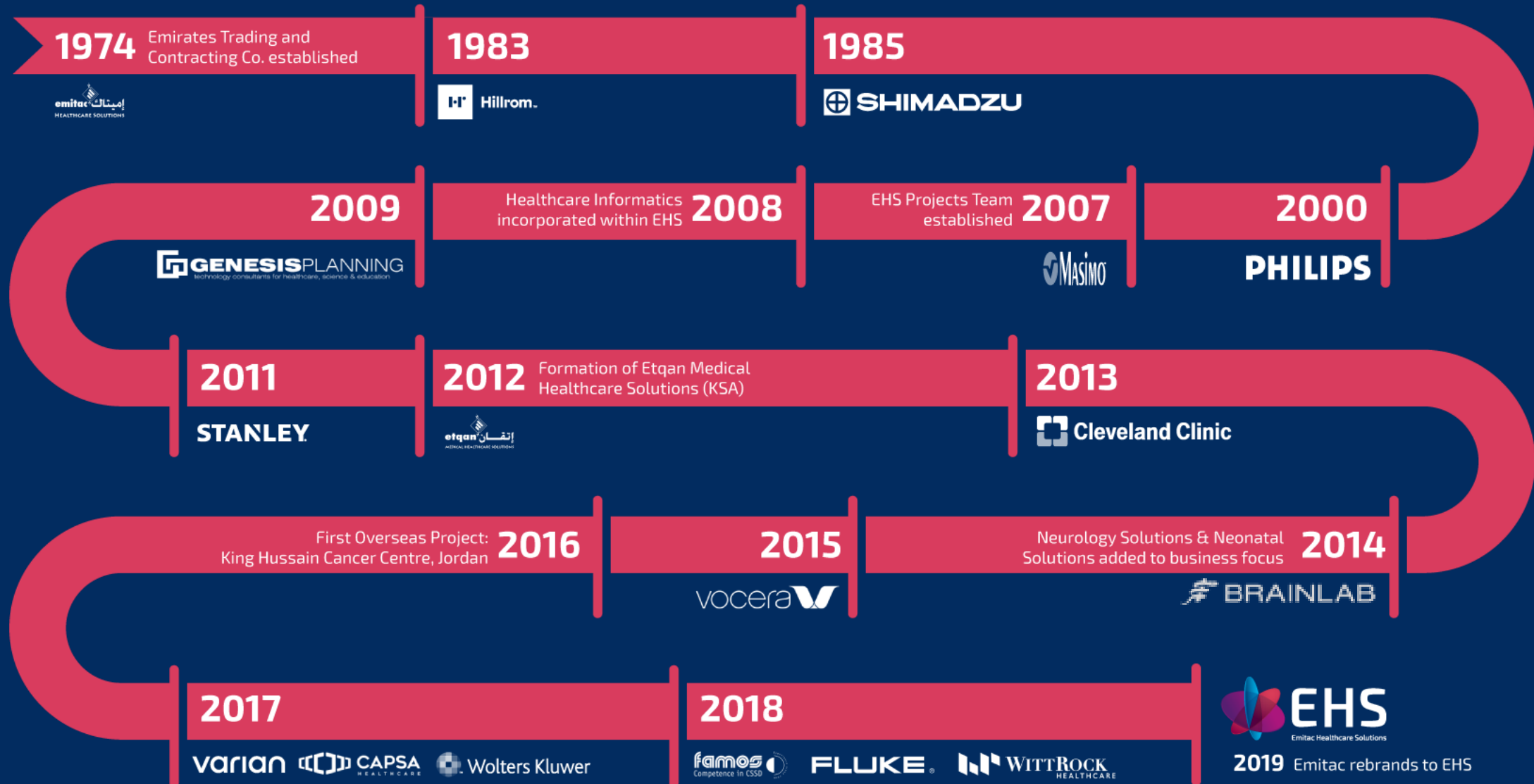
At EHS, we are dedicated to improving the quality of life for all and redefining the future of healthcare – making us more than your partner and solutions provider. Together, we can revolutionize the healthcare industry by making healthcare easy and accessible to all, while taking care of every individual's need.





We exist to improve  
the **Quality of Life!**

# Our Legacy



# Our Customers | Government

هيئة الصحة  
HEALTH AUTHORITY



وزارة الأشغال العامة  
MINISTRY OF PUBLIC WORKS



وزارة الصحة ووقاية المجتمع  
MINISTRY OF HEALTH & PREVENTION



SEHA صحة  
شركة أبوظبي للخدمات الصحية  
Abu Dhabi Health Services CO.P.S.C



هيئة الصحة بدبي  
DUBAI HEALTH AUTHORITY



Sheikh  
KHALIFA  
MEDICAL CITY



مستشفيات الغربية  
Al Gharbia Hospitals



وزارة شؤون الرئاسة  
MINISTRY OF PRESIDENTIAL AFFAIRS



TAWAM HOSPITAL  
IN AFFILIATION WITH  
JOHNS HOPKINS  
MEDICINE



مستشفى الرحبة  
AL RAHBA HOSPITAL



مستشفى الكورنيش  
Corniche Hospital



مستشفى المفرق  
Mafraq Hospital

مستشفيات الظفرة  
Al Dhafra Hospitals



مستشفى العين  
بإدارة جامعة فيينا الطبية وقاميد  
AL AIN HOSPITAL  
Managed By Vienna Medical University & Vamed



مدينة دبي الطبية  
Dubai Healthcare City



United Arab Emirates  
G.H.Q. Armed Forces



مؤسسة خليفة بن زايد آل نهيان للأعمال الإنسانية  
KHALIFA BIN ZAYED AL NAHYAN  
FOUNDATION

# Our Customers | Private



مستشفى كينغز كوليدج لندن  
King's College Hospital London





# Our Partners in Enablement

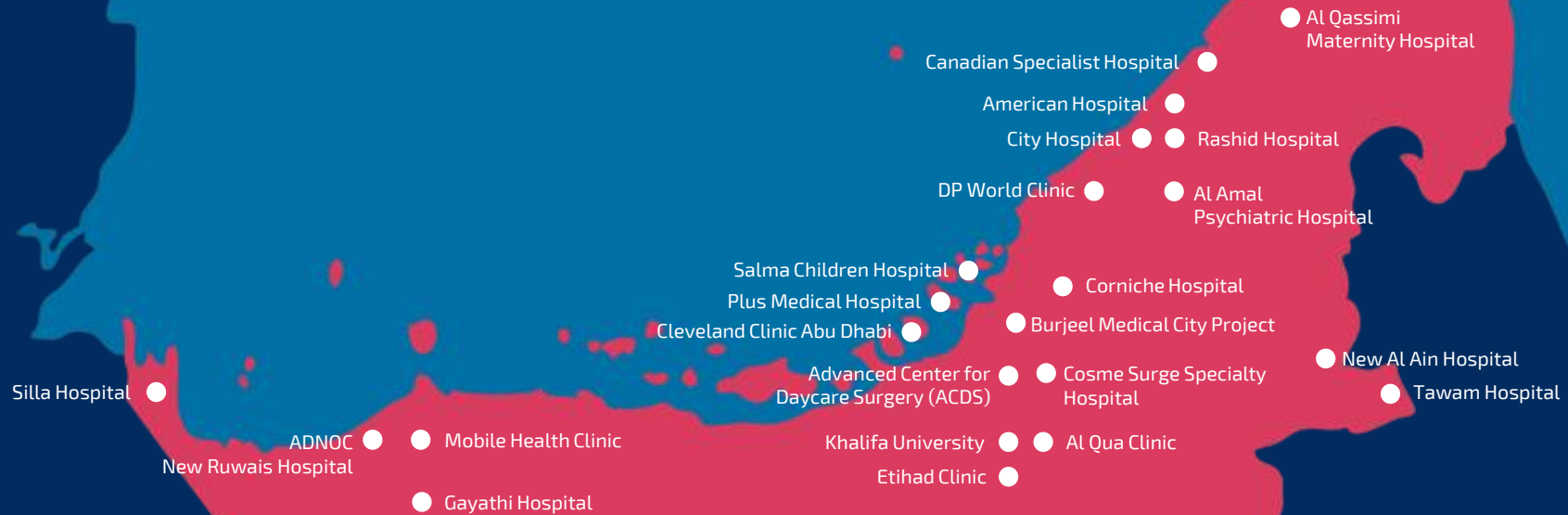
As caregivers, you can improve the quality of life of every individual by collaborating with our international network of reliable and prestigious healthcare partners.

We partner with the most reputable names in the industry, who share the same values as us and provide innovative solutions to improve the quality of life for all. Our products and services have frequently been recognized for their reliability, and our purpose of enabling caregivers has made EHS the most trusted healthcare solutions provider amongst patients and organizations.





# Our Projects



# Our Awards



# Our Core Team

We are a team of loyal, highly-skilled employees with years of experience and an inborn passion for providing the best solutions needed to improve the healthcare industry and enable caregivers to help patients recover effectively.



**Mohd Kenanah**  
CEO



**Vibhin Vijayan**  
Group Head of HR



**Suresh B. Subramani**  
Director - Sales



**Kauser Batliwala**  
Finance Manager



**S. N. Venkataraman**  
Head of Operations



**Mahesh Thangaraju**  
Divisional Director  
Radiology & Oncology (UAE)



**Ibrahim Mudallal**  
Area Business Manager  
Surgical (UAE)



**Soud Bali**  
Head of Projects  
(UAE)



## HOSPITALS & HEALTHCARE INSTITUTIONS

### Total Healthcare Solutions

- Patient Monitoring & Critical Care Solutions
- Radiology and Imaging Solutions
- Oncology solutions
- Neurosurgical Solutions
- Healthcare Informatics and Technology
- Neonatal Care Solutions
- Clinical and Laboratory Solutions
- Hospital Room Solutions
- Operating Room Solutions
- Medical Consumables, Sensors and CSSD Solutions
- Digital Health and AI

### Consultancy & Management

- Turnkey Project Management
- Medical Engineering Solutions



## SEAMLESS SOLUTIONS

### Managed Services

- Sahara Visa Screening Center

### Technical Customer Support

- Bio Medical Testing & Radiation Calibration Solutions

### Annual Maintenance Contract

- Predictive Maintenance
- Safety tests
- Turnkey service contracts
- Planned preventive maintenance
- Round the clock service





# Hospitals & Healthcare Institutions

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At EHS, we intend to equip as many healthcare providers with products, technology, and solutions from our reliable partners so that we can reach, assist and treat as many patients as we can.

This particular segment focuses on all of our products that equip hospitals and healthcare institutions to enable and facilitate the day to day operations. We provide the following products and solutions:

**Total Healthcare Solutions and Consultancy & Management.**



# Hospitals & Healthcare Institutions

## Total Healthcare Solutions

- Patient Monitoring & Critical Care Solutions
- Radiology and Imaging Solutions
- Oncology solutions
- Neurosurgical Solutions
- Healthcare Informatics and Technology
- Neonatal Care Solutions
- Clinical and Laboratory Solutions
- Hospital Room Solutions
- Operating Room Solutions
- Medical Consumables, Sensors and CSSD Solutions
- Digital Health and AI

## Consultancy & Management

- Turnkey Project Management
- Medical Engineering Solutions



# A. Patient Monitoring and Critical Care Solutions

Through our partnerships with industry-leading suppliers, EHS offers state-of-the-art, personalized, end-to-end patients monitoring and critical care solutions that are inclusive of clinical informatics provided by highly skilled and experienced professionals.

These solutions are provided, but not limited to the following segments like:

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



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





## B. Radiology & Imaging Solutions

EHS offers a full range of Diagnostic Imaging solutions that facilitate high-resolution imaging across different specialties in the healthcare environment. 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 these solutions within the strict FDA and CE regulations 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.





## C. Oncology Solutions

We have gone the extra mile and partnered with world-class oncology solution providers to understand cancer better and offer products and services that provide a complete treatment process. Our oncology team ensures we keep up to date with the latest industry trends, thus being at the forefront of our industry and being able to advise treatment centers their strategy on their offerings.



# D. Neurosurgical Solutions

As part of our ongoing journey to establish a global medical standard by delivering high technology products and providing advanced healthcare, we strive to restore control and improve balance for patients with a variety of conditions.

Our products provide highly specialized and individualized care; offering technology in the fields of:

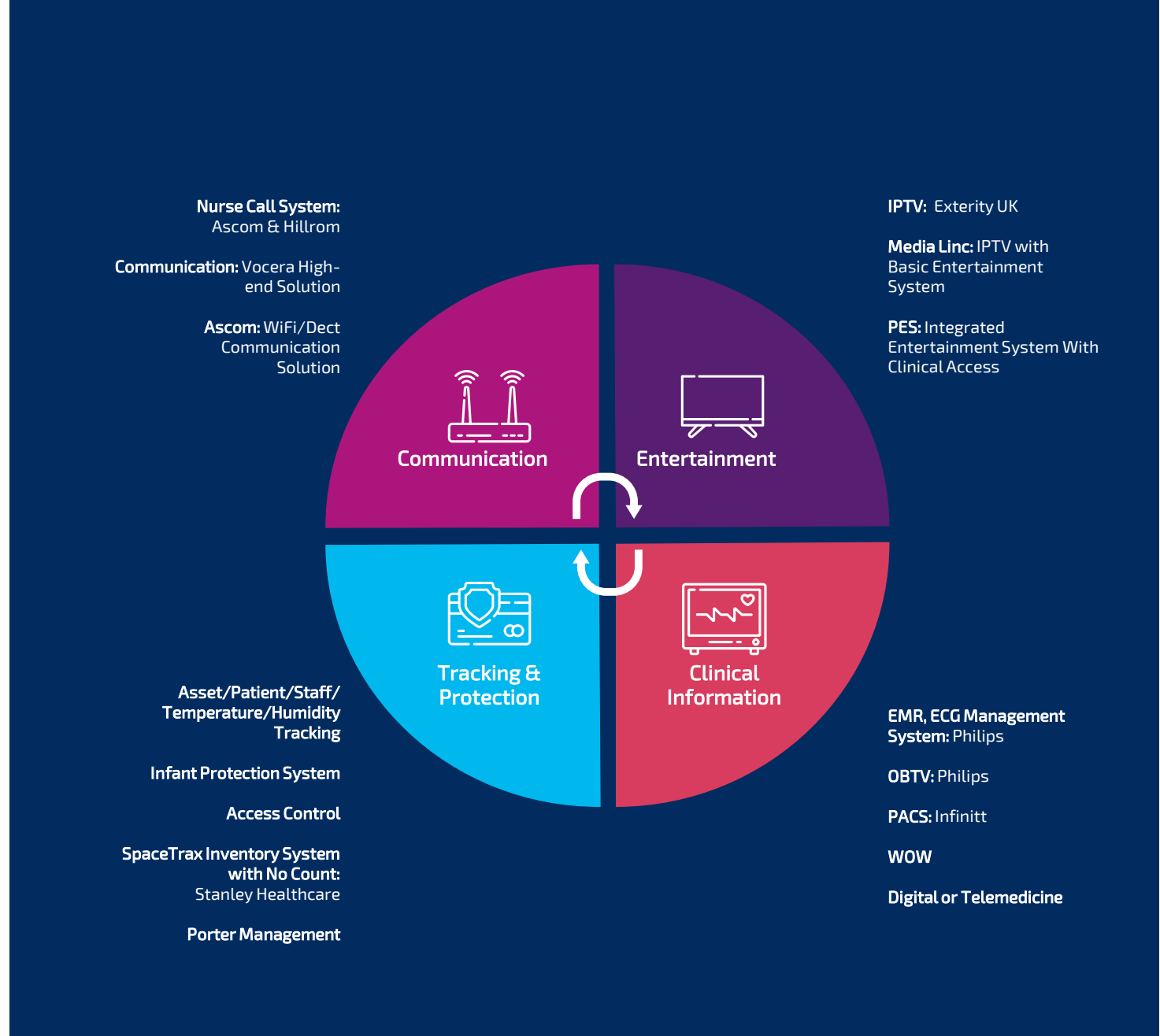
- Image-guided cranio-maxillofacial (CMF)
- ENT
- Orthopedic
- Spine
- Trauma
- Neurosurgery
- Intraoperative Imaging
- Integrated Operating Room Solutions
- Treatment Planning
- Medical Image Sharing and Enhancement.



# E. Healthcare Informatics & Technology

Our Healthcare & Information Technology solutions will enable caregivers to enhance their operations and create greater efficiencies in all aspects of healthcare management. We cater to all technological needs of a modern healthcare provider ranging from clinical information solutions to the installation of communications systems, through our research and development, such as:

- Communication
- Entertainment
- Clinical Information
- Tracking & Protection



## F. Neonatal Care Solutions

Through our reliable and extensive range of products, we meet the complex needs 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, allowing caregivers to cater to the patient's needs efficiently & effectively and focus on the best outcome for the patient.



PHILIPS

HARD  
MANUFACTURING CO., INC.

ACUTRONIC



natus.

STANLEY





## G. Clinical and Laboratory Solutions

Our extensive range of products and services are designed to enhance diagnostic capabilities and complement existing healthcare infra-structures, where 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 including:

- Life Sciences
- Biotechnology
- Pharmaceuticals
- Chemicals & Petrochemicals
- Environmental
- Clinical
- Diagnostics

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.

phcbi

BAKER

DETECTO  
Precision of medical test. Accuracy by test.

FOLLETT  
Innovative solutions. Inspired by us.

HERMLE  
LABORTECHNIK

MEDITE



## G. Clinical and Laboratory Solutions

### 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
- Lab-oratory microscopes
- Osmometer
- Weighing balances and many other products.



# H. 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. With this in mind, 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 for our patients. We have proven expertise to provide 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.



# I. Anesthesia & Operating Room Solutions

Through EHS's partnerships with reliable world-renowned brands, our portfolio includes state of the art Anesthesia and Operating Room Solutions, where we offer healthcare providers across the region ultra-modern operating room lighting, tables, and accessories - a prerequisite for any healthcare industry leader.





# J. Medical Consumables, Sensors & CSSD Solutions

We deliver the most advanced and reliable sensors, medical consumables, disposables to all medical institutions we serve. Our products are gentle on the body as well as easy to maintain and use - making them comfortable for both end users and caregivers.

We also offer reliable and safe disposables like hospital sterilization packaging materials, hygiene and decontamination solutions, Scope Control, CSSD equipment solutions and surgical instruments traceability software .



# K. Digital Health & AI

EHS is all set to launch our Robotics and AI solutions in the UAE & KSA healthcare market through partnerships with well-renowned brands.

Our partners have enabled EHS to transform the healthcare industry through innovation, technology, and expertise by equipping us with the right clinical resources and professionals needed to achieve and deliver excellence.





## 2. Consultancy & Management

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

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

- **Turnkey Project Management**
- **Medical Engineering Solutions**

We have executed large, full spectrum healthcare assignments for the public and private sector as one of the Design Consultants for the region and are supported by GENESIS (P+W), a renowned leader providing in medical equipment planning and architectural designing solutions.



UNITED ARAB EMIRATES  
MINISTRY OF PUBLIC WORKS



وزارة الصحة  
MINISTRY OF HEALTH

# A. Turnkey Project Management

EHS turnkey projects department plays a significant role offering comprehensive Solutions to create medical facilities that suit the client's requests and requirements while adhering to industry environment standards, partner product installation standards and customer quality standards. Over the years, we have executed several large, full spectrum healthcare assignments for public and private sectors, such as Ministry of Public Works, Ministry of Health, Dubai Health Authority, CCAD, ADNOC, SEHA and has set an

excellent track-record in deploying full-fledged healthcare turnkey operations in the region. Led by a committed team of professionals, consisting of PMP certified project managers, qualified architects, designers and medical equipment planners this business unit takes full responsibility of the entire project cycle; right from Analysis, Estimation, Value Engineering, Securing, Implementation and Issue Management till Project Handover.







## B. Medical Engineering Solutions

EHS offers a unique full Package 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 early stages of the project sand offer design, load calculations, HVAC pressure calculations, purity testing etc. to insure full compliance to the authority requirements and implement the project as per the standards with aesthetic feel.

# Our 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

# Our 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



# Seamless Solutions

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# Seamless Solutions

## Managed Services

- Sahara Visa Screening Center

## Technical Customer Support

- Bio Medical Testing & Radiation Calibration Solutions

## Annual Maintenance Contract

- Predictive Maintenance
- Safety tests
- Turnkey service contracts
- Planned preventive maintenance
- Round the clock service

# 1. Managed Services

Devoted to our sustainable business plan, EHS now manages the MOH Medical Screening for Residency at Sahara Center, where we offer the services below:

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



## 2. Technical Customer Support

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We commit to consistently enhance our products to improve their sustainability and make them effective for the long-run by providing periodical technical maintenance support to ensure that all of our equipment and supplies are maintained for seamless operation.

The Technical Team accredited with ISO 9001: 2015 certification extends 24/ 7 support to the medical facilities by manufacturer Trained & certified engineers.

# A.

## Bio Medical Testing & Radiation Calibration Solutions

At EHS, we use state-of-the-art equipment that is automated, medically tested and designed to help you ensure every patient's safety. We provide solutions for testing and calibration such as safety analyzers, pressure testers and simulators, radiation measurement solutions which are essential for successful operations and critical for the performance of life-support and other similar biomedical equipment.





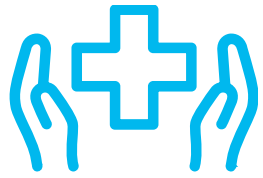
# 3. Annual Maintenance Contract

Our Maintenance Management Solutions Unit handles warranty maintenance and servicing of installed equipment through our Annual Maintenance Contracts, playing an essential role in managing and maintaining lifesaving 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 , upgrades and offers a number of services as part of its maintenance contract.



## Services

- Predictive Maintenance
- Safety tests
- Turnkey service contracts
- Planned preventive maintenance
- Round the clock service



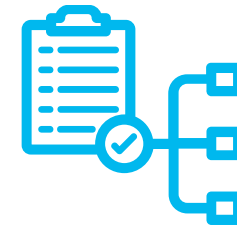
## Predictive Maintenance

We conduct Corrective Maintenance on medical equipment upon the detection of failures; these can be identified during routine inspections or flagged by the client/end user. The team fixes the issue by manufacturer recommended procedure & using dedicated test tools.



## Safety Tests

Patient safety is at the heart of what EHS does and is the primary focus for our Bio-Medical Equipment Maintenance Service. To ensure the highest safety levels, we carry out electrical safety tests & other specific parameter tests after every Planned Preventative Maintenance works.



## Turnkey Service Contracts

EHS specializes in the installation of various projects ranging from radiology to health informatics. We take care of the whole project life cycle, from design to installation, as per the client's requirements. As a business, we also provide & manage turnkey contract support.



## Planned Preventive Maintenance

The education and training of clinical staff is a critical program at EHS, a world-class program that delivers advanced applications and customer focused training. EHS has protocols in place to conduct periodic training for clinical staff that work with Critical Life Support Equipment. EHS also provides training for our clients or training of new staff as an additional service; this ensures equipment is used at optimum levels and in accordance with manufacturers recommendations. As a company, we develop yearly training programs to ensure our staffs are at the forefront of the industry. These programs are developed and submitted to hospital authorities for their approval to ensure these are tested to stringent standards.



## Round The Clock Service

We are consistent in our efforts to deliver continuous, cost-effective technical support that help ensure maximum uptime and performance. Offering round the clock remote technical support, you can rely on us when you need us the most. Our onsite support staff is available based upon your business requirements; we provide technical support over the phone and via email as well.



# Let's improve the Quality of Life together

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