

IMEX.

Equipment and Hospital Management





Your medical partner

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01

Company Information

About us

Our values

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About us



Imex is a Spanish company with more than 20 years of experience in the health sector, during which it has developed its distinctive philosophy.

We help our clients to stand out from the competition through professional support and the most advanced technology in the field of medical equipment.

Our objective:

To become your medical partner.

Our vision is to serve as a profitable partner by offering unique alternatives

- **High technology** to help clients stand out.
- **Excellent service** which conveys safety and peace of mind.
- A reliable, credible, attentive, and effective **human team**.
- Differentiating policies and actions that **improve profitability** and expand your business.



Our values

An abstract graphic in a light beige color on a dark brown background. It features a thick diagonal line that starts from the bottom left and extends towards the top right. To the left of this line, there are several horizontal and vertical bars of varying lengths, some of which intersect with the diagonal line, creating a complex geometric pattern.

Innovation at the service of results. We perform a continuous and systematic process of comparative evaluation of products and services to help you differentiate yourself against the competition in the market. We are committed to technological development and innovation geared towards the continuous improvement of processes, products, and services.

Quality beyond the products. We believe in quality beyond the products themselves, and as such we work with transparency, efficiency, and proactivity to advance viable solutions while adopting new proven organizational formulas and renewing our methods of conduct and communication with clients, suppliers, and professionals

Our values

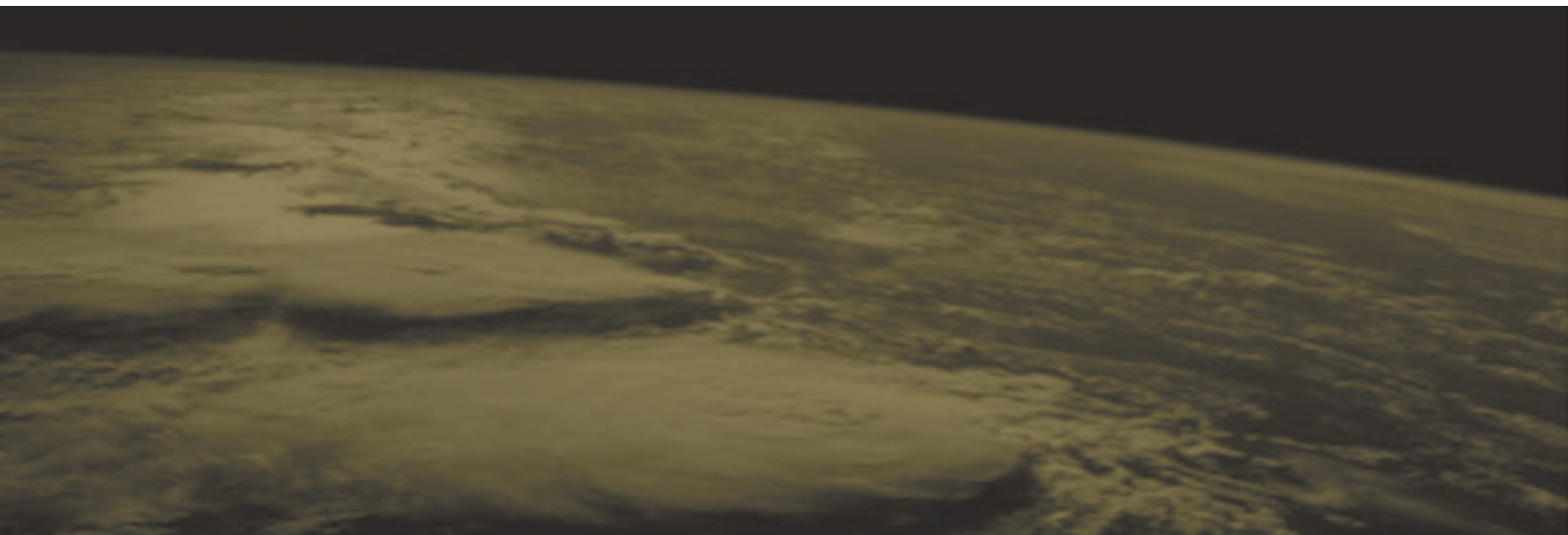
An international calling

We bring together history and experience in the healthcare sector, along with extensive knowledge of the environment and the various mechanisms of the healthcare systems in several countries.

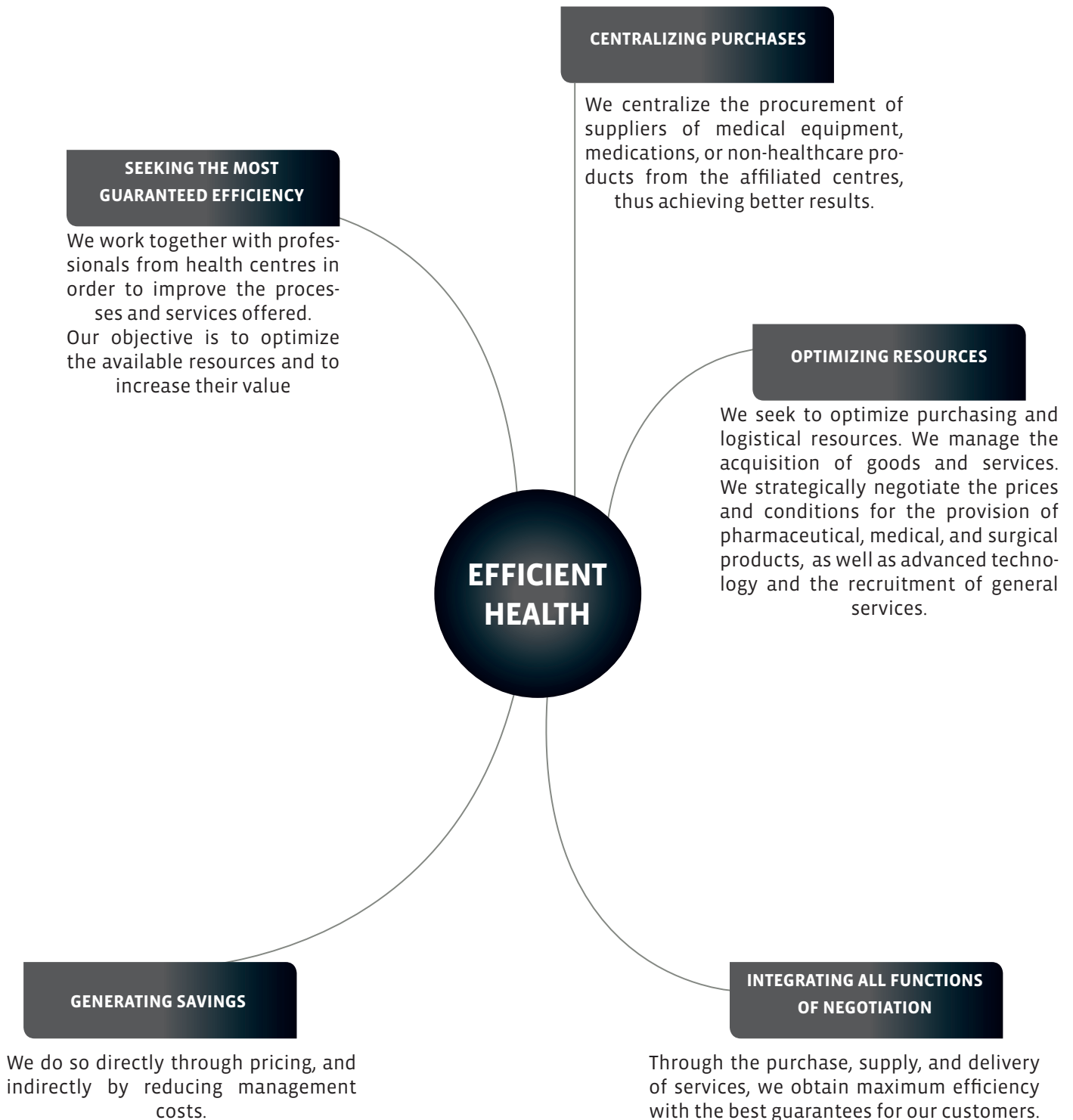
We are skilled in healthcare management and have experience with administrative healthcare concessions in Spain.

Towards sustainable and responsible health

Imex's business philosophy is based on the criteria of Economic, Social, and Environmental Responsibility. We believe in sustainability understood as the result of daily work based on cutting-edge medicine. Our commitment to our customers is based on fair and lasting collaboration through good business practices.



Our values



Human team



Multidisciplinary team

In order to execute a hospital equipment project, it is important to have a multidisciplinary team, which collectively boasts more than 50 years of experience, specializing in:

- Purchase of hospital equipment
- Management of lab services.
- Full management of healthcare services.

While at the same time having expertise in:

- Exclusive distributions of healthcare products.
- Negotiating hospital
- maintenance.
- Planning, constructing, implementation, and consolidation of projects.

Imex will provide all of the material and human resources needed to properly meet all of the stipulated deadlines and terms of the project.

To do this, it shall select the right personnel from among the team of people dedicated to the purchase of Clinical Equipment at the Imex procurement centre, which is in charge of the acquisition of materials from all of the centres that we make up.

Human team

CV Noelia Quirós Menéndez

Hospital Project Coordinator



Imex - Hospital Project Coordinator

Coordination of equipment facilities, including general items, clinical furnishings, and apparatuses for hospitals, clinics, and medical environments in general.

Juan Carlos I Hospital , (2014): Preparation of bids, purchase orders, personnel management, and logistics for the installing equipment in rooms.

Hospitals of the Valencian Community, (2009-2015): Facility Coordination through a public tender for the renewal of all patient chairs and a liaison for public hospitals in the Valencia region.

Torrejón Hospital (Madrid), (2013-2014): Preparation of bids, purchase orders, and personnel management for the installation of furnishings and equipment in high-traffic areas, common spaces, offices, consultation rooms, and public areas.

Heart Clinic in Argel (Argel, 2012 - 2015): Execution of a comprehensive equipment project, purchase management, an equipment program, and the implementation of an interior design project.

Hospital 9 de Octubre (2005 - 2016): Daily management of clinic equipment maintenance: Hospital beds.

Oftalvist Group (2008 - 2016): Equipment management for all of the Oftalvist clinics from 2008 to the present: interior design, provision of furnishings, clinical equipment, corporate image: Madrid, Jerez, Alicante, Alcoy, Valencia (various centres).

Nisa Virgen del Consuelo Hospital (2015): Equipping the new ophthalmology area, customer service, consultations, and operating rooms.

Mediterranean Ophthalmological Foundation (2005-2011): Full provision of equipment and clinic furnishings, as well as the operating room area. Execution of bids, purchase management, and coordination of installation and maintenance for 5 years.

GeroCleop (2012): Full provision of equipment and clinic furnishings in 5 residential centres of the GeroCleop Group. Execution of bids, purchase management, and coordination of installation and logistics.

- Search and management of new suppliers and products.
- Project coordination: subcontractors, financial management, and monitoring.
- Preparing offers, planimetrics, and tracking performance.
- Coordination of logistics and equipment assembly, planning, monitoring, and attaining objectives.
- End-of-Installation review.

Our experience

Imex is a highly recognized company in the Hospital Equipment sector in Spain, with over 20 years of experience creating social and healthcare spaces

We create practical, comfortable, ergonomic, and human spaces. They are designed to simplify daily clinical practice, and to ensure a pleasant environment for patients.

Since 1997, Imex has specialized in creating suitable environments to enhance the experience of both healthcare professionals and patients, by creating unique environments suitable for each kind of space:

- Conference and Lecture Halls
- Rooms
- Waiting rooms
- Operating areas
- Cleanrooms
- Intake/Reception areas
- Hotels and Accommodations
- Laboratories
- Kitchens, etc.

We have ample experience in the field of administrative healthcare concessions in Spain, with over 15 years of experience in the public-private partnership model.

Part of our activities includes the comprehensive management of healthcare and social services, as well as the development of national and international healthcare projects.



Our experience

More than 5,000 professionals receive daily assistance from our purchasing centre. Our knowledge, along with an ability to adapt to our clients' needs, has positioned us as an active partner in the quest for efficient healthcare.



Imex relies on a Platform of Technology, Logistics, and Shared Hospital Services

It develops projects related to medical technology for the Group's hospitals as well as for other clients, both nationally and internationally, throughout the life of the healthcare centre:

Planning, Design, Construction, and Operation

as an expression of our commitment to Technology, which is understood as an ally for professionals, the Health Organization, and citizens, and it applies the latest technological innovations to healthcare with the development of plans for investment in technology and infrastructure involving a commitment to private investment in public health infrastructures worth more than €700 million over the next 15 years.

Our experience

Concessions

	Rooms	Nº Professionals	Population serviced	Surgical operations	Inversion undertaken
Hospital de la Ribera	301	1.800	256.000	21.000	140 MM€
Hospital de Torrevieja	250	1.400	170.000	16.000	90 MM€
Hospital de Denia	266	1.400	160.000	15.000	97 MM€
Hospital de Vinalopó	212	1.400	150.000	15.000	146 MM€
TOTAL	1.029	6.000	736.000	67.000	473 MM€

In Spain, it participates in hospitals and integrated health areas of Alzira, Torrevieja, Denia, Vinalopo, as well as the company Erescanner Salud, which manages the MRI service. In the Community of Madrid, it has a presence with the company BR Salud, which manages the Central Laboratory Service of San Sebastián de los Reyes, providing coverage for six public hospitals. It also took part in the planning, construction, commissioning and consolidation of the Hospital de Manises (Valencia) and the Hospital de Torrejón de Ardoz (Madrid) through December 2012.

In the international area, it is a participant in the first two PPP Model Hospitals in Latin America: The Hospital del Callao and Hospital Villa Maria del Triunfo, in Peru, and it is a technological provided for several public hospitals in Chile, using Florence electronic medical records.

Our experience

Presence



Hospital de la Ribera (Alzira)
Opened: 1999



Hospital de Torrevieja
Opened: 2006



Hospital Marina Salud (Denia)
Opened: 2009



Hospital de Vinalopó
Opened: 2010



Hospital Universitario Marqués de Valdecilla, Fase III

Our experience

Other projects



Hospital Villa María del Triunfo,
Perú



Erescanner Salud
Resonancias magnéticas



Hospital Callao,
Perú



Laboratorio Central
Apertura: 2009



“Florence” Information System
installed in:

- 15 public hospitals in Chile
- Three sanatoriums in Uruguay
- 2 clinics in Honduras

Our experience

Proven technical experience



● HOSPITAL DE TORREVIEJA

Construction and Physical Implementation of the Budget: January 2005 to October 2006

Surface area: 62,000m²

Main features:

- 12 operating rooms
- 16 Intensive Care Unit (ICU) areas
- 14 Post-Anaesthesia Recovery Unit areas
- 35 Ambulatory Surgery stations
- 250 hospital beds
- 60 outpatient spots

Total value of the equipment included in the initial project: €22 million

Our experience

Proven technical experience



● HOSPITAL DE VINALOPÓ

Construction and Physical Implementation of the Budget: January 2009 to June 2010

Surface area: 44,000m²

Main features:

- 12 operating rooms
- 16 Intensive Care Unit (ICU) areas
- 14 Post-Anaesthesia Recovery Unit areas
- 16 Ambulatory Surgery stations
- 196 hospital beds
- 96 outpatient spots

Total value of the equipment included in the initial project: €21.17 million

Our experience

Proven technical experience



HOSPITAL DE TORREJÓN

Construction and Physical Implementation of the Budget: January 2011 to October 2012

Surface area: 60,000m²

Main features:

- 12 operating rooms
- 16 Intensive Care Unit (ICU) areas
- 14 Post-Anaesthesia Recovery Unit areas
- 20 Ambulatory Surgery stations
- 250 hospital beds
- 89 outpatient spots

Total value of the equipment included in the initial project: €21 million

Our experience

Proven technical experience



HOSPITAL MARQUÉS DE VALDECILLA

Construction and Physical Implementation of the Budget: January 1999 to June 2015

Surface area: 87,000m²

Main features:

- 28 operating rooms
- 16 Intensive Care Unit (ICU) areas
- 14 Post-Anaesthesia Recovery Unit areas
- 16 Ambulatory Surgery stations
- 196 hospital beds
- 96 outpatient spots

Total value of the equipment included in the initial project: €15 million

Our experience

Equipment projects



Our experience

Equipment projects



Our experience

Equipment projects



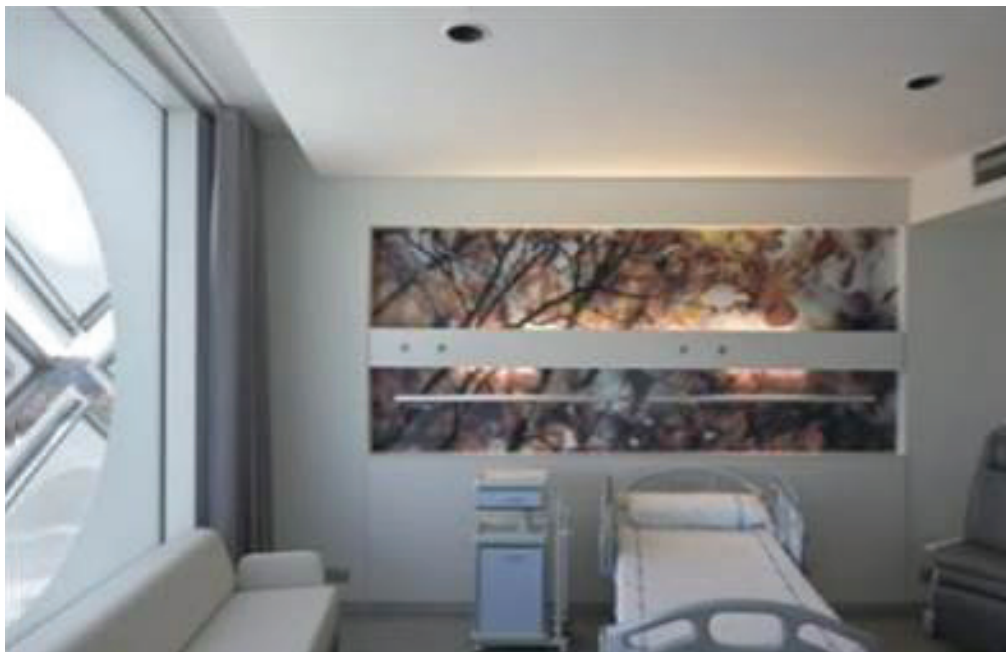
Our experience

Equipment projects



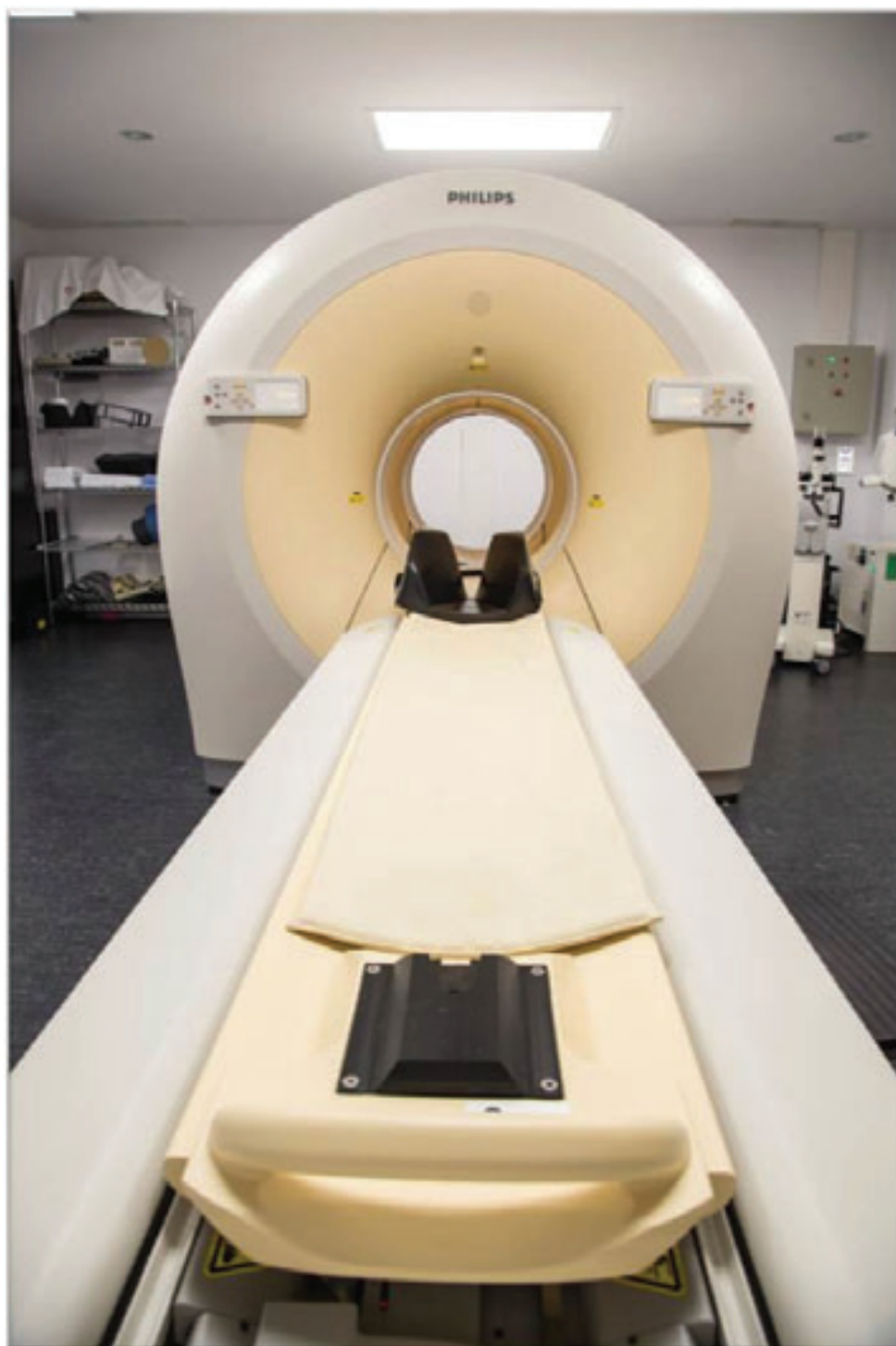
Our experience

Equipment projects



Our experience

Equipment projects



Our experience

Equipment projects



Our experience

Equipment projects



Our experience

Equipment projects



Our experience

Equipment projects



02

What we do: Services

Purchasing platform

Consultancy

Pharmacy and Medical Supplies

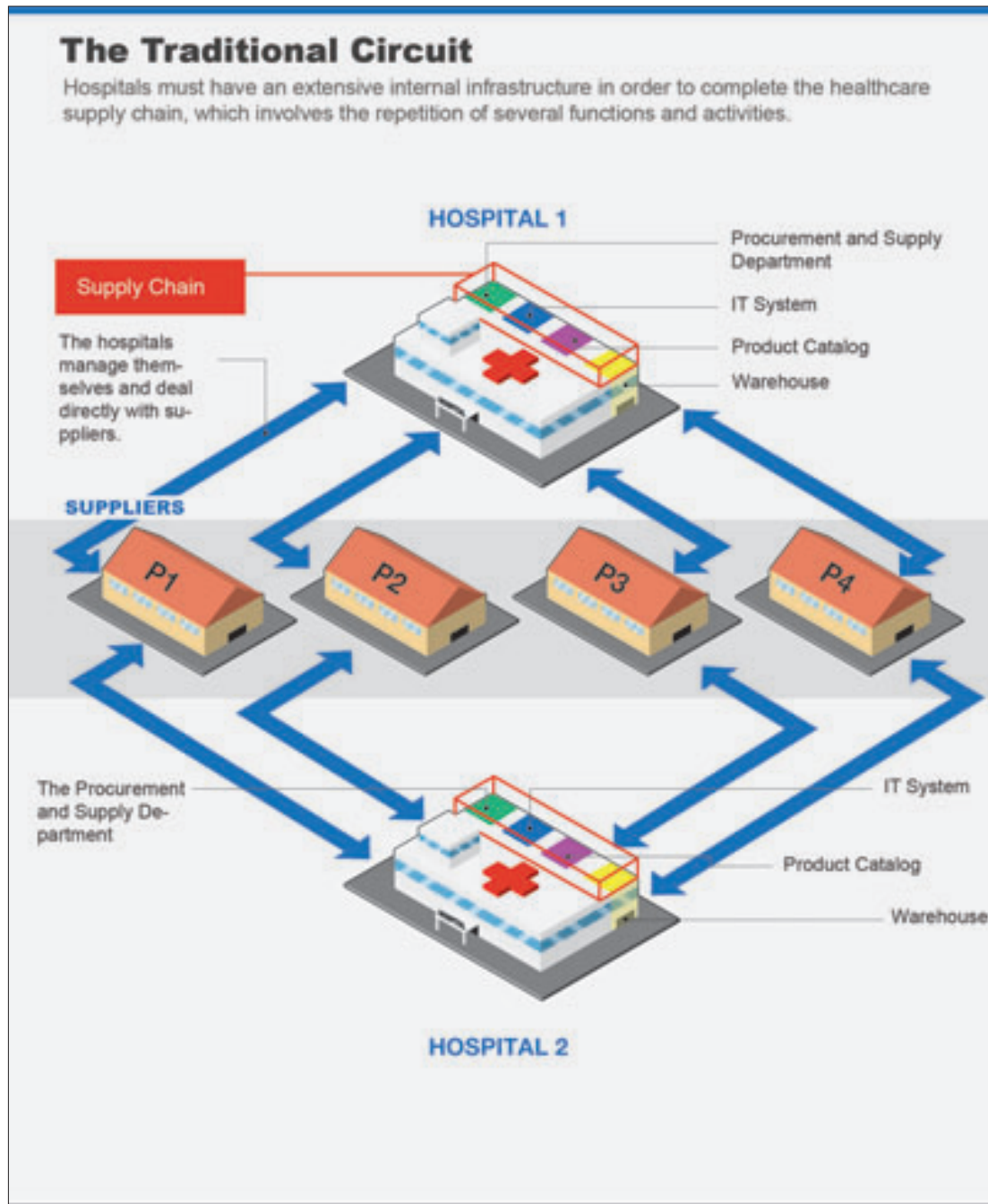
Investments and Equipment

General Services

Exclusive furniture manufacturing

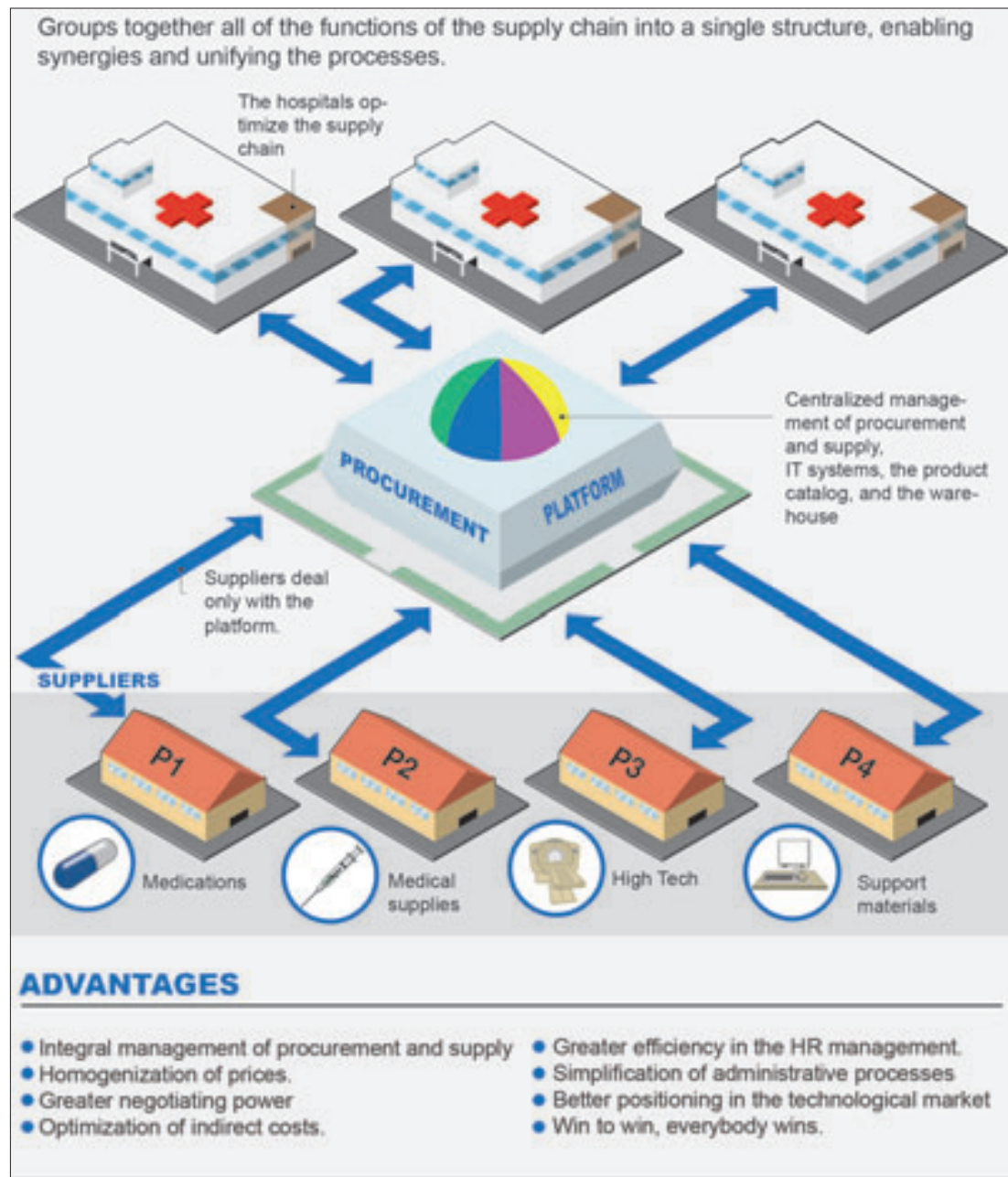
Integration

Purchasing platform



The integrated procurement platform and shared services were established in order to become a point of reference within the health sector in Spain by volume of activity and innovation in the provision of services. It integrates the functions of purchasing, procurement, and provision of pharmaceutical, medical and health, surgical, and high-tech products, as well as other services acquired or contracted by hospital centres.

Purchasing platform



Consultancy

Do you know the status of your company in the market?

Do you need new negotiation mechanisms and more efficient forms of internal organization?

Would you like to learn about new work methods that can translate into savings of time and money for your centre?



You can count on the advice of a group of **specialized professionals** in the health sector that will help you to reflect on the way you work, thus helping you to identify any strengths and weaknesses in order to use this information to customize solutions and assist you throughout the process.

An exchange of knowledge is essential for mutual learning, and this is our approach at Imex. Our advisory service relies on the knowledge and experience developed daily by **more than 5,000 professionals** working in our centres, with the aim of continuous improvement.

We would like to share our knowledge and extensive experience to our customers, looking for the best solutions for everyone. **We offer solutions which are viable, tested, and guaranteed** by the professionalism and transparency of our relationships with all suppliers and agents involved.

Consultancy

Our work in this area includes the following services:

- Purchasing Consultancy.
- Benchmarking of the healthcare market based on real cases.
- Consultancy for global studies on the provision of general services in the healthcare sector.
- Suitability of the product catalogue.
- Technical healthcare assistance (plans for operations, installation, and commissioning).
- Consultancy studies to analyse the innovation and improvement of health equipment.
- Internal and external logistics. Management and optimization of inventories and warehouses: distribution planning, stock management, organization of secondary storage, etc.
- Consultancy for IT systems.

Medical supplies and pharmaceuticals

Did you know that 20% of the total expenditure for healthcare organizations is for medical and pharmaceutical supplies?

Do you compare your negotiated prices with other hospitals, clinics, or centres nearby to see if they are competitive?

Have you identified which services have more or less efficient costs compared to other hospitals, clinics, or centres near you?

Do you receive updated information about new products hitting the market each day?

Do you have the necessary support and guarantees to evaluate a new product in your hospital?

Have you checked if your catalogue is in compliance with regulations?



Logistics Centre for the hospitals of Torrevieja and Vinalopó, Alicante.

The purchasing and procurement functions, not being at the core of healthcare organizations, are closely related to the **quality of the service** provided to patients and have a strong impact on costs and the internal efficiency of the system. Traditionally these purchasing processes have not been understood as strategic needs within healthcare organizations, thus being relegated to the application of new technologies and the inclusion of management techniques which are successful in other sectors, without taking into account the **niches for improvement** available due to the variability of clinical practice, both for medical and pharmaceutical supplies.

At Imex, we understand that the process of buying medical and pharmaceutical supplies is not just a tool for improvement and **gaining efficiency**, but also serves as a tool for **quality, assurance, and safety** for patients and professionals.

Medical supplies and pharmaceuticals

Our work in this area includes the following services:

- Definition of a complete catalogue of products covering all medical specialities.
- Ability to compare prices in different geographic areas, with large groups of both public and private purchases, clinic associations, health insurance companies, etc.
- Searches for new premium products sold by suppliers with proven experience to ensure the provision of an appropriate level of quality for the healthcare sector and to guarantee compliance with any applicable regulations.
- Product reviews backed by our professionals, thereby ensuring results in the quest for greater efficiency.
- Identifying the best practices and implementing them at all of our centres.

Investments and equipment

Do you need to implement a new healthcare service and require assistance to make the best decisions?

Do you want to compare different equipment options based on specific care needs?

Do you need technical orientation for the implementation of complex equipment?



Hemodynamics/Vascular Unit of the Hospital of Torrevieja, Alicante

The high cost of medical equipment, constant technological advances affecting it, and the complexity of installation and commissioning all warrant the existence of a **comprehensive technology** strategy for healthcare organizations.

At Imex, we develop all of the processes related to the medical equipment needed to perform healthcare activities, from Full Equipment Plans for complex buildings to concrete proposals to meet the **real needs** of the customer.

We will accompany you throughout the entire process to ensure that the facilities meet the applicable inspection requirements established by the regulations in effect.

Investments and equipment

Our work in this area includes the following services:

- Consultancy studies to analyse the innovation and improvement of health equipment.
- Preparing specifications.
- Comparing technical and economic offers. Assessing possible suppliers.
- Proposing solutions which are adaptable over time. Studying the total cost of equipment operation (associated maintenance, energy consumption, cost of associated consumables, replacements, etc.)
- Managing procurement. Receiving equipment. Meeting project installation deadlines.
- Improving the area for equipment installation. Coordinating the agents involved: monitoring, installation control, and commissioning.

General services

Do you know if the cost of hotel services, cleaning, or maintenance at your centre is within market parameters?

Are you satisfied with the quality of the service offered?

Do you need to contract general services yet lack the right equipment to conduct a study thereof?

Would you like to learn about innovating methods of procurement and energy management that translate into savings?



Generation Units of the Hospital of Vinalopó in Elche (Alicante).

The **planning, management, and negotiation** of general non-hospital services such as cleaning, installation or electrical maintenance, hospital laundry, food service, etc. is very important for a healthcare organization, both for the influence these things have on the level of quality perceived by Users, as well for as the impact on the cost structure of the organization.

At Imex, we have extensive experience in the management of general services in the healthcare environment, both public and private, and we offer comprehensive consultation for companies who wish to improve the efficiency and quality of such general services.

Furthermore, our **ongoing search for efficiency** has provided us with many successful experiences in terms of energy cost savings through innovative technological and management tools, validated and proven within the healthcare sector.

General services

Our work in this area includes the following services:

- Finding and negotiating with potential suppliers. Managing the contracting of services.
- Adapting the service to the activities of the centre. Planning the provision of services.
- Control over service provision quality.
- Consultancy for global studies on the provision of general services in the healthcare sector. Consultancy for energy efficiency.

Exclusive furniture manufacturing

Within the IMEX structure, the **Project Department** is responsible for carrying out the design and implementation of equipping the desired spaces.

We provide different solutions, depending on the installation in question. We are able to cover all of the phases of the project, depending on the needs of our client by integrating the design function of custom-made elements, such selecting **exclusive products to meet the needs** of each customer.

We begin with a period of **joint analysis**, in which we define the needs and purpose of the equipment needed for each project.

From this point, a **project is developed** in which measurements and planning specifications are performed, whereby various solutions are provided to optimize the spaces.

Our ability to manufacture **specific products** to meet concrete needs leads us to apply concepts of interior design and engineering.

We are able to work with wood, metal and upholstered elements, employing the latest generation of numerical control equipment, banders, airtight cabins for paint and finishes, etc., as well as skilled artisans for the manual labour to meet all of the finishing needs needed for each project and in order to provide distinct solutions.



Integration

We integrate all of the functions of purchasing, procurement, and provision of pharmaceutical, medical, surgical, and high-tech products, as well as other services acquired or contracted by healthcare centres and required for the provision of comprehensive and quality health care.



PURCHASING

- Hospital equipment (advanced technology, medical equipment, laboratories, furnishings, IT hardware).
- Drugs, medical supplies, hygiene and cleaning materials.
- Changing area.
- Office supplies.

NON-HEALTHCARE SERVICES

- IT.
- Electro-medical maintenance; Building maintenance.
- Cleaning, Food services, Laundry, Garden and road management.
- Waste management; Disinfection; Insect and rodent control.
- Management of non-caregivers.

CONSULTANCY

- Purchasing Consultancy.
- Benchmarking of the healthcare market.
- Product catalogue.
- Product auction.

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