

IBERDATA

HOSPITALAR



COMPANY PRESENTATION

a part of





IBERDATA has been present in the Portuguese hospital market for over 30 years, a longevity that is based on the quality and innovative approach of the equipment we select, international references in their area of activity, and the know-how of our sales and service teams.

Having followed and contributed to the evolution of the Portuguese national health service, we have also had to respond to changes in the market.

To this end, IBERDATA partnered with **IBERMAN SA**, the largest Spanish company in the hospital maintenance sector, allowing us to offer a more comprehensive and innovative set of services in the response to the requirements and needs of our clients.

The first Portuguese company to launch several innovative technologies in the national market which have not only been adopted by other manufacturers, but also, in some cases, are considered today as mandatory for patient safety:



- Measurement of muscular relaxation in anaesthesia
- Integration of several physiological parameters in one monitor only
- Modular physiological monitor
- Anaesthesia system
- Bispectral index
- Biphasic defibrillator
- Electronic anaesthesia record keeping

IBERDATA

Reference company

Company founded in 1987

Name originated from the distribution agreement with **Datex**, of Finnish **Instrumentarium Group** (today GE Healthcare)

1987 initial invoicing of 60.000.000\$00 escudos (300.000,00€)

Annual growth of 50% during the following 3 years

Exclusive distribution agreements with leading manufacturers

IBERDATA

Reference company

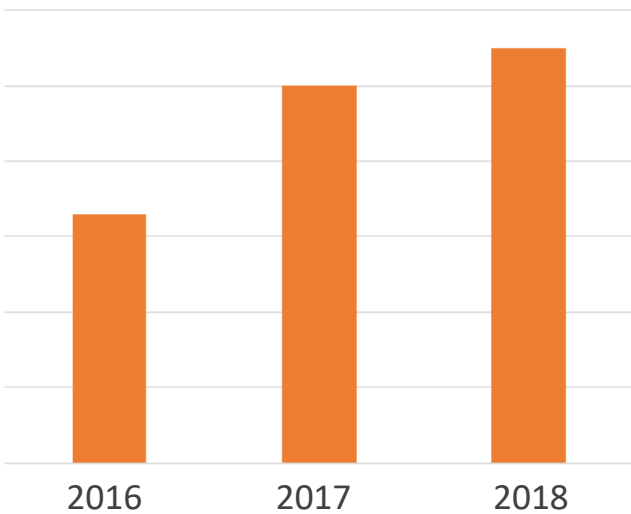
Hiring policy of highly educated and trained employees, namely in the area of electronic engineering

1994 marks a period of accentuated growth, tripling the sales volume within 3-4 years

Sales volume of 10 M€ in 2000-2001, immediately before the first international economic crisis

In 2015, the company goes through a M&A by Iberman SA, a part of GEE, the leading provider of hospital maintenance in Spain

Sales Volume

**Portugal:**

60 employees

Worldwide:

More than 800 employees

- **IBERDATA** is present on a daily basis both in the private and public sector hospitals;
- **IBERDATA** is recognised as a highly reliable partner by clinical professionals all over the country who count on us to provide them with innovative solutions that help streamline their daily work;
- **IBERDATA** strives to continuously add value to its portfolio based on the requirements of our clients.

WE BUILD RESULTS

VISION

To position IBERDATA as the reference supplier of "Life Solutions" (Soluções de Vida) for Healthcare Institutions.

MISSION

To deliver adequate solutions for the needs of Healthcare Institutions, by providing better means of diagnosis and treatment, allied to user comfort, ergonomics and safety;
To provide technical and sales services with professionalism and dedication, seeking to exceed customer expectations.

- Continuous specialization and sales leadership in the following markets:

Hospital & Medical
Equipment
Maintenance

Operating Theatre
& Anaesthesia
Equipment

Intensive & Critical Care
Equipment and
Solutions

Emergency Equipment
and Solutions

Imaging Equipment and
Solutions



- Focus on innovative technologies
- Focus on advantages for the user



- Great technical and commercial skills of employees
- Specialization in business key areas
- Solid partnerships with clients
- Caring for the added value of products
- National covering of service and sales services
- Solid financial structure

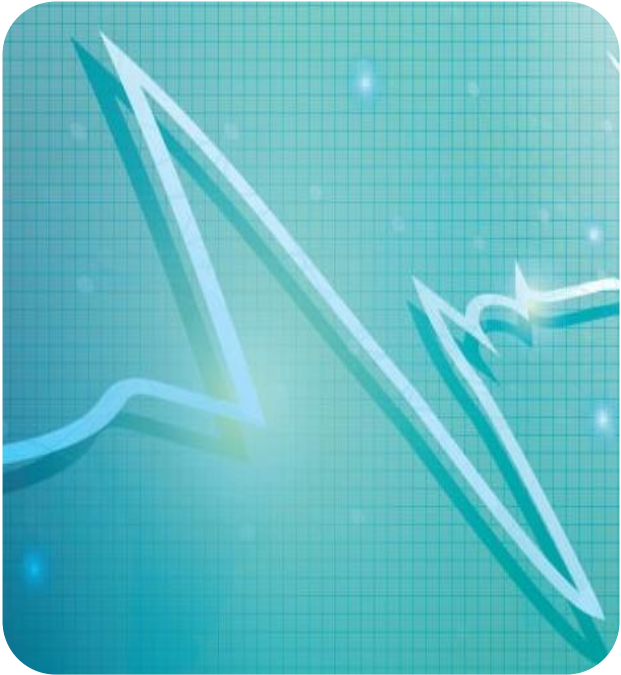
- Sustained growth





- Public and Private Hospitals
 - Hospital and Medical Equipment Maintenance
 - ICU and Emergency
 - Operating Theatre and Anaesthesia
 - Mobile Imaging
 - Cardiology
 - Clinical Information Systems
- Surgical clinics
- Cardiology practices
- Imaging clinics

IBERDATA provides a complete set of services, and logistics is paramount for the first rate service we aim to provide



Everything that has been said reduces downtime and maximizes usability, with a fast logistic network of transports and warehouses.

Delivering equipment and accessories

Our purchasing centre is where agreements are negotiated with suppliers and from which supplies and international distribution are made.

Consequently, we have created warehouses where a varied stock of material is available.

Replacement equipment

A service required for the most needed equipment.

We use the latest technologies so that the hospital does not suffer interruptions.

Technological renewal and innovation

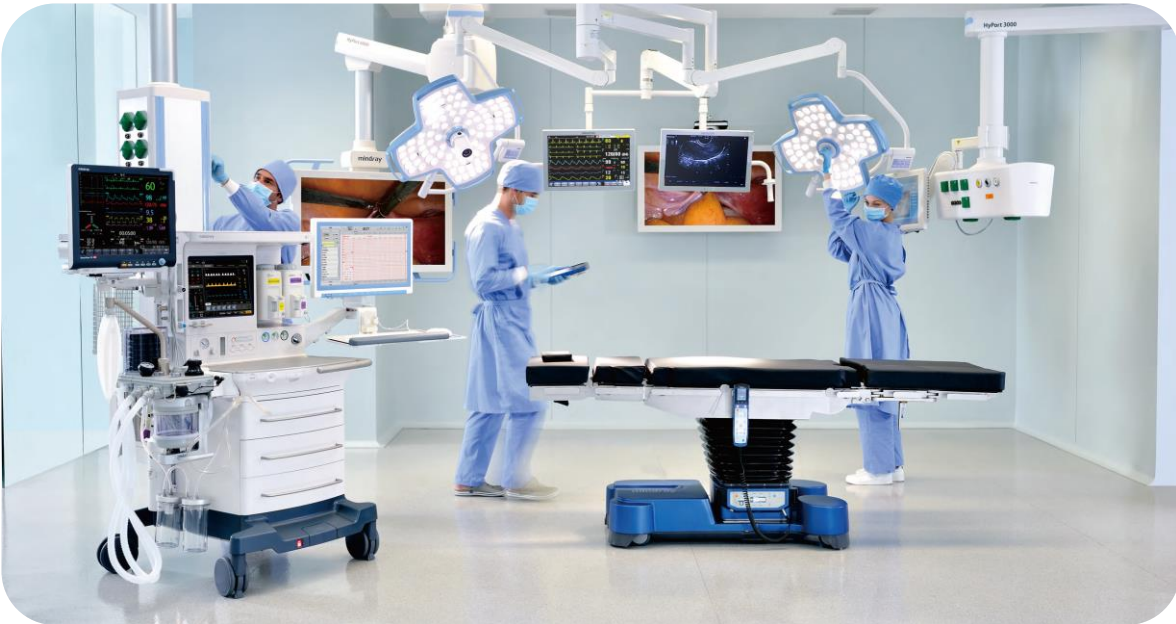
The obsolescence of equipment and facilities, new technological advances and energy efficiency, make us work more as strategic partners. For this reason, technological renewal is a key long-term factor for hospitals.

The sales organization reflects the market demand, as far as specialization and geographic distribution are concerned, and is divided between Lisbon and Porto.

- Two sales divisions:

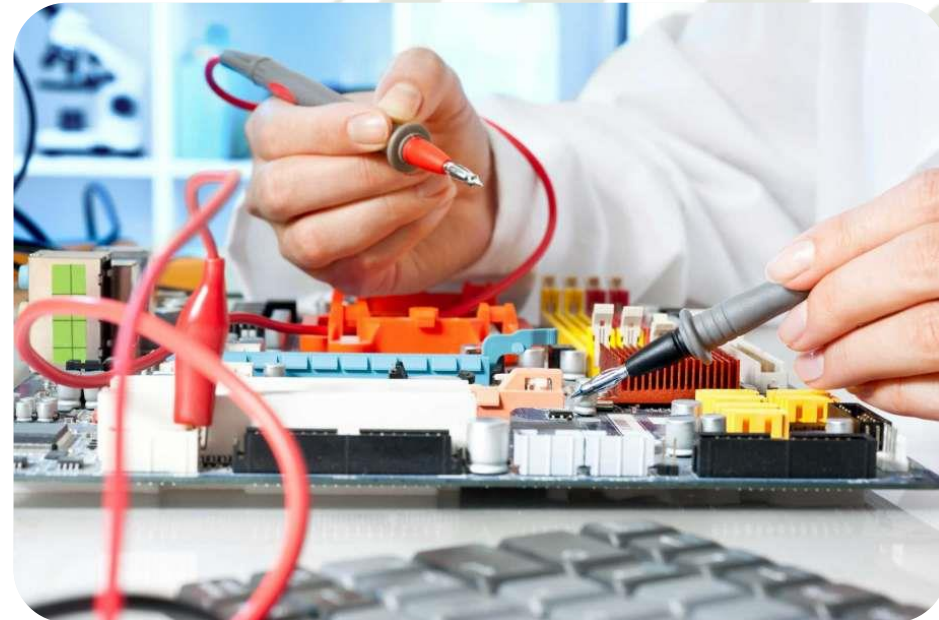
- **Medical Equipment**

- Sale of medical devices and solutions



- **Full Hospital Maintenance**

- Provision of technical services to the complete range of hospital equipment



Hospital
Maintenance

Technical service
Repairs
Maintenance
Consulting
...

Operating Room
& Anaesthesia

Anaesthesia systems
Patient monitors
Surgical lighting
Operating tables
...

Critical &
Intensive Care

Ventilation
Patient monitors
Monitoring centrals
ICU beds
Lighting
Pressure care
...

Emergency

Ventilation
Patient monitors
Defibrillators
Patient trolleys
Lighting
...

Imaging

C Arms
Ultrasound
Digital mobile X-ray
Protection garments
...





Ambu, Denmark
Ressuscitation, Diagnostics & training BLS/ALS manikins



Air Liquide, France
Critical care ventilation



Armstrong Medical, Northern Ireland
Respiratory care & CO2 absorbent



Dr. Goos Suprema, Germany
Protection garments for X-ray



Ella-Legros, France
Film viewers, podoscopes & archiving



Merivaara, Finland
Hospital furniture for **OR, PACU, Wards, Rooms, ObGyn, Patient transport, doctor's office & Observation**



Marsden, UK
Medical scales



Mindray, China
Anaesthesia systems, patient monitoring, ventilation, lighting and ultrasound



Trulife, Ireland
Gel and silicone pads for **pressure care**



Webbit, Italy
Drug identification



WEIKO, Itália
LED & conventional **Film viewers**



Ziehm Imaging, Germany
C Arms for orthopaedic, endoscopic & vascular surgery



Zoll, USA
Defibrillators

The following slides show the main elements of our sales line:



HyLED surgical lamps



Anaesthesia Systems



C-Arms



Resona 7 for Ob/Gyn



DC-70 for General Exams



TE7 for POC



Doctor's office



Nursing



Administration



Operating Theatre



Patient Wards



Emergency



Occupational health



Pharmacy & Stocks



Physiotherapy



Nutrition



Management



Configuration



M1 2018



Operating tables

Hospital beds

Delivery beds

Trolleys



ICU and Emergency Ventilators

Defibrillators

Incubators



Resuscitators and Masks

Intubation/Videoscopes/Laryngoscopes



Drug Identification



Pressure care and positioning pads



X-ray protection



CO2 Absorbent



Monitoring Accessories

What differentiates us



1. Our technicians are integrated in the hospital

Total coverage and immediate attention

2. Network of professional technicians available 24/7, all year round

Commitment and responsibility

3. Technological centre

Including third level electronics labs, repair of rigid and flexible endoscopy multi-brand equipment, repair of ultrasound transducers and probes, etc.

4. Quick restocking system

Large stock of consumables, as well as accessories, replacement parts and equipment loan

5. Replacement equipment



Guaranteed by the certifications and authorisations we have obtained.

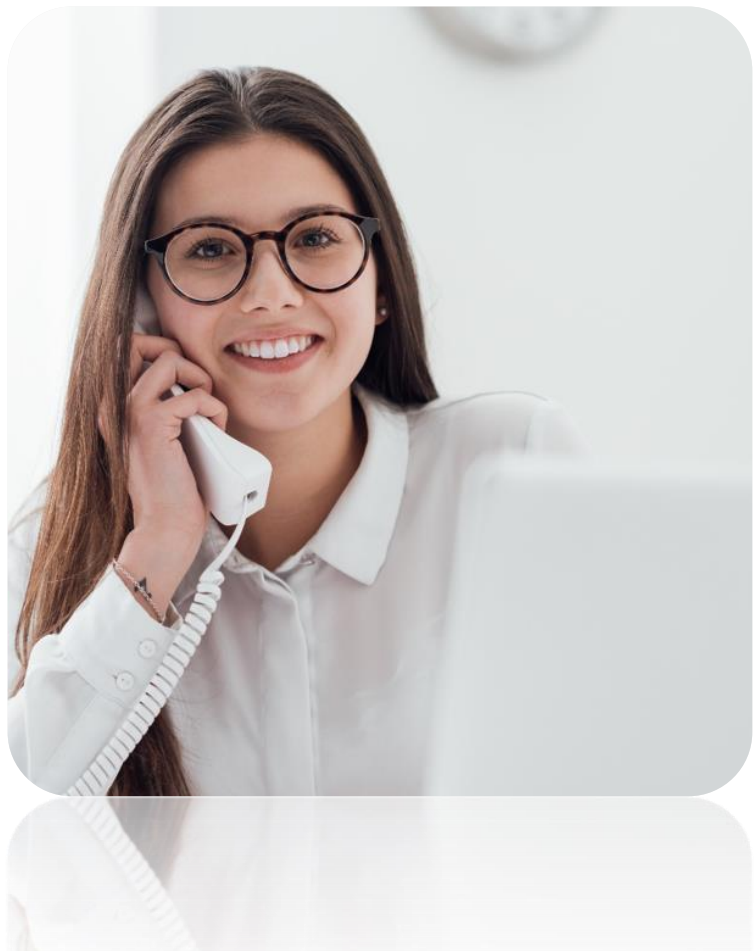
IBERMAN SA was the first certified company in its sector in Spain.

IBERDATA was one of the first in Portugal. Since then, we've continuously broadened the parameters, scope and content of our activity.



A **IBERDATA** is a certified company according to the ISO 9001: 2015 standard.

[Download our ISO Certificate](#)



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