

# Neusoft Medical Systems

South America Region  
Colombia / Ecuador  
BUDGET

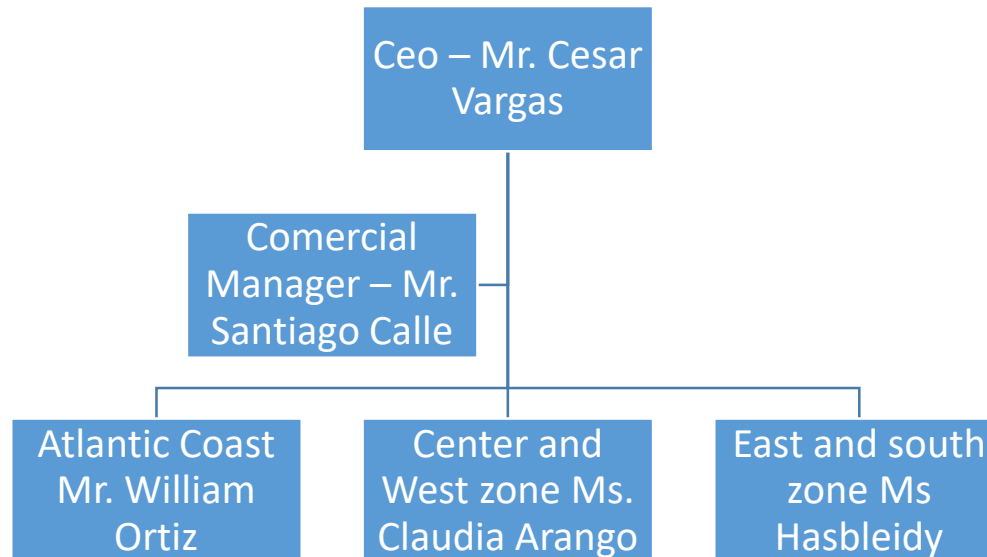


# Distributor Colombia

## ART CORPORATION

Direct representation for all Colombian territory

Sales force :



COLOMBIA

MARKET OPPORTUNITIES BY CITIES

| Negocio - Estado                                     | Abierto                 |
|------------------------------------------------------|-------------------------|
|                                                      |                         |
| Etiquetas de fila                                    | Suma de Negocio - Valor |
| Bogota, Bogotá, Colombia                             | \$ 8.835.000            |
| Cali, Valle del Cauca, Colombia                      | \$ 6.350.000            |
| Barranquilla, Atlántico, Colombia                    | \$ 4.273.000            |
| Pasto, Nariño, Colombia                              | \$ 2.695.000            |
| Popayán, Cauca, Colombia                             | \$ 2.540.000            |
| Valledupar, Cesar, Colombia                          | \$ 2.400.000            |
| Ibagué, Tolima, Colombia                             | \$ 2.080.000            |
| Cajicá, Cundinamarca, Colombia                       | \$ 1.560.000            |
| Sincelejo, Sucre, Colombia                           | \$ 1.450.000            |
| Medellín, Antioquia, Colombia                        | \$ 1.325.000            |
| Tuluá, Valle del Cauca, Colombia                     | \$ 1.000.000            |
| Buenaventura, Valle del Cauca, Colombia              | \$ 1.000.000            |
| Neiva Huila                                          | \$ 1.000.000            |
| Buga, Guadalajara de Buga, Valle del Cauca, Colombia | \$ 1.000.000            |
| Cartago, Valle del Cauca, Colombia                   | \$ 1.000.000            |
| Cartagena, Bolívar, Colombia                         | \$ 904.000              |
| La María, Rionegro, Antioquia, Colombia              | \$ 700.000              |
| Manizales, Caldas, Colombia                          | \$ 485.000              |
| Cúcuta, Norte de Santander, Colombia                 | \$ 474.000              |
| Pereira, Risaralda, Colombia                         | \$ 400.000              |
| Envigado, Antioquia, Colombia                        | \$ 365.000              |
| Tocancipá, Cundinamarca, Colombia                    | \$ 310.000              |
| Yopal, Casanare, Colombia                            | \$ 220.000              |
| Total general                                        | \$ 42.366.000           |



COLOMBIA

| Negocio - Estado  | Abierto                 |
|-------------------|-------------------------|
|                   |                         |
| Etiquetas de fila | Suma de Negocio - Valor |
| NEUMRI            | \$ 17.375.000           |
| CLASSIC 16        | \$ 6.470.000            |
| NEUVANTAGE        | \$ 5.850.000            |
| NEUSIGHT          | \$ 4.710.000            |
| NEUWISE           | \$ 2.000.000            |
| ESSENCE 16        | \$ 1.815.000            |
| SUPERSTAR         | \$ 1.110.000            |
| 64 IN PRO         | \$ 1.050.000            |
| NEUVISION 460     | \$ 722.000              |
| NEUMAMMO          | \$ 705.000              |
| 128 PRO           | \$ 500.000              |
| NEUECCHO 15       | \$ 59.000               |
| Total general     | \$ 42.366.000           |

MARKET OPPORTUNITIES BY MODALITY AND SYSTEMS

| Negocio - Estado  | Abierto                 |
|-------------------|-------------------------|
|                   |                         |
| Etiquetas de fila | Suma de Negocio - Valor |
| CT                | \$ 9.835.000            |
| MR                | \$ 24.335.000           |
| PET/CT            | \$ 6.710.000            |
| US                | \$ 59.000               |
| XRAY              | \$ 1.427.000            |
| Total general     | \$ 42.366.000           |

# BUDGET FOR SYSTEMS 2020

## COLOMBIA

| COLOMBIA       |                  | Q1  |            |            | Q2         |            |           | Q3         |               |            | Q4        |     |            | TOTAL EQUIPOS |         |  |  |    |
|----------------|------------------|-----|------------|------------|------------|------------|-----------|------------|---------------|------------|-----------|-----|------------|---------------|---------|--|--|----|
|                |                  | JAN | FEB        | MAR        | APR        | MAY        | JUN       | JUL        | AUG           | SEP        | OCT       | NOV | DEC        |               |         |  |  |    |
| CT             | 16 CLASSIC       |     |            | \$ 150.000 |            |            |           | \$ 150.000 |               | \$ 150.000 |           |     | \$ 150.000 | 4             |         |  |  |    |
|                | NEUVIZ 64 IN PRO |     | \$ 278.000 |            |            |            |           |            |               |            |           |     |            | 1             |         |  |  |    |
|                | NEUVIZ 128       |     |            |            |            |            |           |            |               |            |           |     |            | 0             |         |  |  |    |
| MR             | SUPERSTAR        |     |            | \$ 320.000 |            |            |           |            |               |            |           |     |            | 1             |         |  |  |    |
|                | NEUVANTAGE       |     |            |            | \$ 660.000 |            |           |            |               |            |           |     |            | 1             |         |  |  |    |
|                | NEUMR 1.5        |     |            |            |            |            |           |            |               |            |           |     | \$ 720.000 | 1             |         |  |  |    |
| PET/CT         | NEUSIGHT         |     |            |            |            | \$ 710.000 |           |            |               |            |           |     |            | 1             |         |  |  |    |
| XRAY           | NEUVISION 460    |     |            | \$ 44.000  |            |            |           |            | \$ 44.000     |            |           |     |            | 2             |         |  |  |    |
|                | NEUMAMO          |     |            |            |            |            |           |            |               |            | \$ 90.000 |     |            | 1             |         |  |  |    |
| TOTAL          |                  | \$  | 792.000    |            |            | \$         | 1.370.000 |            |               | \$         | 344.000   |     |            | \$            | 960.000 |  |  | 12 |
|                |                  |     |            |            |            |            |           |            |               |            |           |     |            |               |         |  |  |    |
| TOTAL COLOMBIA |                  |     |            | \$         | 3.466.000  |            |           |            | TOTAL EQUIPOS |            |           |     |            | 12            |         |  |  |    |

# BUDGET FOR CUSTOMER 2020

COLOMBIA

| Q1                 |                  |            | Q2               |                 |            |
|--------------------|------------------|------------|------------------|-----------------|------------|
| CLIENTE            | EQUIPO           | VALOR      | CLIENTE          | EQUIPO          | VALOR      |
| CLINICA LUNGA VITA | NEUVIZ 64 IN PRO | \$ 278.000 | OIC DR. LARA     | NEUVANTAGE      | \$ 660.000 |
| IMEXHS             | CT CLASSIC       | \$ 150.000 | RX DEL HUILA     | PET CT NEUSIGHT | \$ 710.000 |
|                    | SUPERSTAR 0,35   | \$ 320.000 |                  |                 |            |
|                    | NEUVISION 460    | \$ 44.000  |                  |                 |            |
| TOTAL              | \$ 792.000       |            | TOTAL            | \$ 1.370.000    |            |
| Q3                 |                  |            | Q4               |                 |            |
| CLIENTE            | EQUIPO           | VALOR      | CLIENTE          | EQUIPO          | VALOR      |
| CMI PEDIATRICA     | CT CLASSIC       | \$ 150.000 | IMEXHS           | CT CLASSIC      | \$ 150.000 |
| PARAMEDICOS        | CT CLASSIC       | \$ 150.000 |                  | NEUMRI 1.5      | \$ 720.000 |
| IPS BARRANQUILLA   | SUPERSTAR 0,35   | \$ 44.000  | IPS BARRANQUILLA | NEUMAMMO        | \$ 90.000  |
| TOTAL              | \$ 344.000       |            | TOTAL            | \$ 960.000      |            |
|                    |                  |            |                  |                 |            |
| FOCUS CUSTOMER     |                  |            |                  |                 | 8          |

# CUSTOMER FOR STRATEGIC ALLIANCES - COL



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*Tu vida es muy importante para  
nosotros.*

Bienvenidos



*Un Compromiso con la Vida*

CALIDEZ E INNOVACIÓN



# Distributor Ecuador

## **TRADEMEDIC CIA LTDA**

Direct representation for all Ecuadorian territory

Sales force :

- 1 Person for Coast
  - 1 Person for Center
- 
- Establish relationships with other small
  - associates

|                                 |                         |
|---------------------------------|-------------------------|
| Negocio - Estado                | Abierto                 |
|                                 |                         |
| Etiquetas de fila               | Suma de Negocio - Valor |
| Quito, Ecuador                  | \$ 7.362.000            |
| Cuenca, Ecuador                 | \$ 3.020.000            |
| Guayaquil, Ecuador              | \$ 2.978.000            |
| Portoviejo, Ecuador             | \$ 1.870.000            |
| Milagro, Ecuador                | \$ 500.000              |
| Guayaquil, Guayaquil, Ecuador   | \$ 450.000              |
| Lago Agrio, Nueva Loja, Ecuador | \$ 450.000              |
| Machala, Ecuador                | \$ 230.000              |
| Total general                   | \$ 16.860.000           |

MARKET OPPORTUNITIES BY CITIES



ECUADOR

| Negocio - Estado    | Abierto                 |
|---------------------|-------------------------|
|                     |                         |
| Etiquetas de fila   | Suma de Negocio - Valor |
| NEUVANTAGE          | \$ 5.300.000            |
| 64 IN PRO           | \$ 3.000.000            |
| CLASSIC             | \$ 2.338.000            |
| NEUMRI              | \$ 1.900.000            |
| NEUSIGHT            | \$ 1.650.000            |
| NEUANGIO 30C DELUXE | \$ 1.000.000            |
| SUPERSTAR           | \$ 900.000              |
| NEUVISION 460       | \$ 355.000              |
| NEUECCHO 15         | \$ 155.000              |
| NEUMMAMO            | \$ 150.000              |
| NEUVISION PORTATIL  | \$ 112.000              |
| Total general       | \$ 16.860.000           |

MARKET OPPORTUNITIES BY MODALITY AND SYSTEMS

| Negocio - Estado                | Abierto                 |
|---------------------------------|-------------------------|
|                                 |                         |
| Etiquetas de fila               | Suma de Negocio - Valor |
| Quito, Ecuador                  | \$ 7.362.000            |
| Guayaquil, Ecuador              | \$ 3.428.000            |
| Cuenca, Ecuador                 | \$ 3.020.000            |
| Portoviejo, Ecuador             | \$ 1.870.000            |
| Milagro, Ecuador                | \$ 500.000              |
| Lago Agrio, Nueva Loja, Ecuador | \$ 450.000              |
| Machala, Ecuador                | \$ 230.000              |
| Total general                   | \$ 16.860.000           |

# BUDGET FOR SYSTEMS 2020

## ECUADOR

| ECUADOR       |                  | Q1  |            |            | Q2        |            |         | Q3            |           |         | Q4  |            |         | TOTAL EQUIPOS |
|---------------|------------------|-----|------------|------------|-----------|------------|---------|---------------|-----------|---------|-----|------------|---------|---------------|
|               |                  | JAN | FEB        | MAR        | APR       | MAY        | JUN     | JUL           | AUG       | SEP     | OCT | NOV        | DEC     |               |
| CT            | 16 CLASSIC       |     |            | \$ 150.000 |           |            |         | \$ 150.000    |           |         |     | \$ 150.000 |         | 3             |
|               | NEUVIZ 64 IN PRO |     |            |            |           | \$ 270.000 |         |               |           |         |     |            |         | 1             |
| MR            | SUPERSTAR        |     |            |            |           |            |         | \$ 320.000    |           |         |     |            |         | 1             |
|               | NEUVANTAGE       |     |            |            |           |            |         |               |           |         |     |            |         | 0             |
|               | NEUMR 1.5        |     |            |            |           |            |         |               |           |         |     |            |         | 0             |
| ANGIO         | NEUANGIO         |     | \$ 400.000 |            |           |            |         |               |           |         |     |            |         | 1             |
| XRAY          | NEUVISION 460    |     |            |            |           |            |         |               | \$ 44.000 |         |     |            |         | 1             |
|               | NEUMAMO          |     |            |            |           |            |         |               |           |         |     |            |         | 0             |
| TOTAL         |                  | \$  |            | 550.000    | \$        |            | 270.000 | \$            |           | 514.000 | \$  |            | 150.000 | 7             |
| TOTAL ECUADOR |                  | \$  |            |            | 1.484.000 |            |         | TOTAL EQUIPOS |           |         | 7   |            |         |               |

# BUDGET FOR CUSTOMER 2020

ECUADOR

| Q1              |               |            | Q2        |                  |            |
|-----------------|---------------|------------|-----------|------------------|------------|
| CLIENTE         | EQUIPO        | VALOR      | CLIENTE   | EQUIPO           | VALOR      |
| CL PANAMERICANA | NEUANGIO 30C  | \$ 400.000 | IMAGENTES | NEUVIZ 64 IN PRO | \$ 270.000 |
| CL PACIFICO     | CT CLASSIC    | \$ 150.000 |           |                  |            |
|                 |               |            |           |                  |            |
|                 |               |            |           |                  |            |
| TOTAL           | \$ 550.000    |            | TOTAL     | \$ 270.000       |            |
| Q3              |               |            | Q4        |                  |            |
| CLIENTE         | EQUIPO        | VALOR      | CLIENTE   | EQUIPO           | VALOR      |
| IMAGENTES       | SUPERSTAR     | \$ 320.000 | DR CALERO | CT CLASSIC       | \$ 150.000 |
| DR. LUCIN       | NEUVISION 460 | \$ 44.000  |           |                  |            |
| DIMAGEN         | CT CLASSIC    | \$ 150.000 |           |                  |            |
| TOTAL           | \$ 514.000    |            | TOTAL     | \$ 150.000       |            |
|                 |               |            |           |                  |            |
| FOCUS CUSTOMER  |               |            |           |                  | 6          |

# CUSTOMER FOR STRATEGIC ALLIANCES - ECU



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Guía del Paciente

Novedades

Contactos



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[SERVICIOS](#)

[DOCTORES](#)

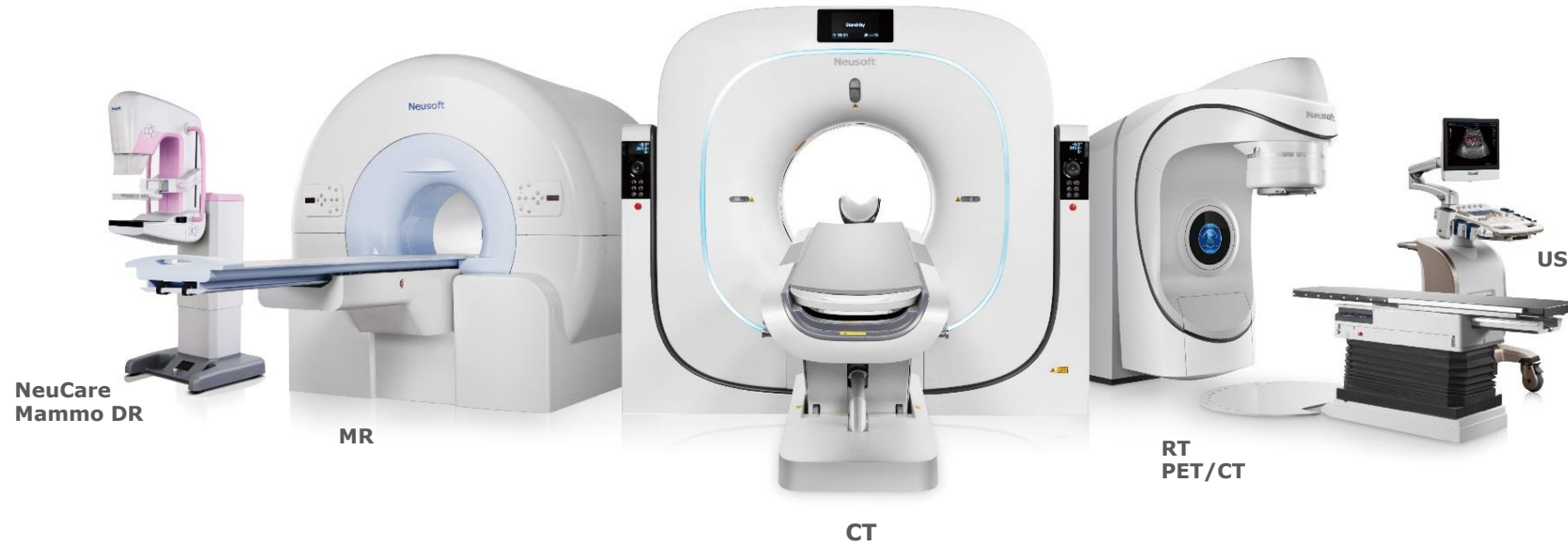
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[NOTICIAS](#)

[CONTACTO](#)

[AGENDA](#)





**GRACIAS**