



Medway Teb Pouyan

member of the ICD Group



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Medway Teb Pouyan Company

Member of the ICD Group

**Specialized in Premium Supply Chain Management and
Dialysis Products' Distribution**

Medway at a Glance

Medway Teb Pouyan Company is the official and exclusive representative of the ICD Group's producers in providing sales, after-sales and customer care services. The company was established in 2013 and is committed to the supply chain management of dialysis products in an intelligent and ever-learning organizational context.

Services

- Selling high-grade standardized products
- Distribution with novel and original approaches
- Desirable support services

Building upon expert human capital, applying supply chain management knowledge, investing in collective wisdom and cooperation, and possessing modern infrastructures and equipment are the company's distinguishing features.

Goals

- Developing a robust, efficient, and quick distribution network
- Constant and interactional communication with customers
- Supply and distribution of premium pharmaceutical products and medical equipment
- Well-timed supply of the equipment and products in the desired destination for customers
- Accessibility to an appropriate and varied treatment package of pharmaceutical products and medical equipment
- Facilitating and speeding up the information transfer between the customers and suppliers
- Export of ICD Group members' products

Vision

Medway Teb Pouyan Company aims at being an intelligent, pioneering, and innovative organization in a five-year vision. According to Medway Company's policy, in such organization, experts and professional personnel are employed and it benefits from modern and up-to-date infrastructures and equipment together with smart trading to be typical in the industry of pharmaceutical and dialysis equipment and to consolidate its presence in regional markets.

Organizational Values

- To believe in and to have a commitment to honesty and business ethics
- To follow a customer-based organizational culture to satisfy customers as much as possible
- To consider the customers as partners and make an effort to satisfy their requirements
- To act according to knowledge and experience
- To delegate personal authority and freedom of action counting on capable and intelligent human resources



Suppliers and Products

Medway Teb Pouyan Company is the official and exclusive agent of the manufacturers of the ICD Group. At the present time, the company's primary suppliers are Meditechsyst Company and Pharmed Medical Industries and Nova Pharmed Chemia. We intend to cooperate with other manufacturers as well.



Meditechsys Company

Dialyser Manufacturer

Meditechsys Company was established in 2002. It prioritizes the production of dialysers which are produced in Iran in compliance with ISO 13485:2016 standards and meet European Union CE mark requirements. The company has managed to avail itself of the proficiency, experience, and technical partnership from pioneering allies in France, Germany, and Canada. Having more than 15 years' experience, the company is the exclusive private sector manufacturer of varied high-flux and low-flux dialysers, and satisfies a considerable amount of the country's therapeutic demands. Achieving self-sufficiency is regarded as the company's primary objective and ensuring the increase in production, it has initiated the export of dialysers and aims at exporting products to the international markets.



Pharmed Medical Industries

Manufacturer of Dialysis Disposables and Blood Bags

Pharmed Medical Industries was established in 2012. Adopting knowledge and experience from pioneers in the world, it is dedicated to the production, supply, and promotion of dialysis disposables by applying the latest technologies in the world. Sodium bicarbonate powder (bag and cartridge), blood line sets, fistula needle sets, dialysis catheter, hemodialysis concentrates, phlebotomy bag and blood bag are the disposables which are produced by the company utilizing high-grade raw materials and in compliance with ISO 13485, cGMP and CE requirements.



Operational Specifications of Ploysulfone Dialysers

Polysulfone Dialysers														
Type	UF Coefficient (Ultrafiltration) (ml/mmHg.h)	KoA ml/min	Clearances (ml/min)										Blood Priming Volume (ml)	Surface Area (m ²)
			Urea		Creatinine		Phosphate		VitaminB ₁₂		Inulin			
			Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300		
PS 10 LF	6.8	637	183	231	164	196	140	158	73	78	–	–	59	1.0
PS 13 LF	8.8	746	191	243	176	218	150	178	86	93	–	–	69	1.3
PS 16 LF	12.9	1064	195	266	184	237	161	192	111	125	–	–	86	1.6
PS 18 LF	17.0	1292	205	276	206	259	180	211	129	144	–	–	105	1.8
PS 100 HF	32	778	184	246	168	205	156	186	105	118	72	78	59	1.0
PS 130 HF	43	836	189	251	175	221	170	205	120	135	86	95	69	1.3
PS 160 HF	55	1145	195	270	191	252	183	233	142	165	108	120	86	1.6
PS 180 HF	59	1265	196	275	193	260	187	242	149	176	116	131	105	1.8

Operational Specifications of Ployethersulfone Dialysers

Polyethersulfone Dialysers														
Type	UF Coefficient (Ultrafiltration) (ml/mmHg.h)	KoA ml/min	Clearances (ml/min)										Blood Priming Volume (ml)	Surface Area (m ²)
			Urea		Creatinine		Phosphate		VitaminB ₁₂		Inulin			
			Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300	Q _B = 200	Q _B = 300		
PES 10 LF	8.4	518	171	214	155	185	134	154	91	99	–	–	59	1.0
PES 13 LF	10.4	629	181	230	169	207	149	176	108	121	–	–	71	1.3
PES 16 LF	12.1	757	188	244	178	224	158	188	117	131	–	–	90	1.6
PES 18 LF	22.0	1123	213	269	206	252	178	208	124	141	–	–	119	1.8
PES 130 HF	54	916	191	257	186	241	177	221	136	156	99	107	72	1.3
PES 160 HF	62	1167	194	271	191	254	184	237	148	172	111	124	89	1.6
PES 180 HF	78	1321	198	277	195	263	189	245	153	180	118	133	110	1.8

Fistula Needle Set

Product Name	Product Code	Sterilization	Set/ Packing	Wing Type	Wing Color	Safety Guard	Tube Length	Needle Length	Gauge
Fistula needle Venous (MC)	4218342	ETO	180	Rotating	Green	No	150 mm	25 mm	16 G
Fistula needle Arterial (MC)	4218340	ETO	180	Rotating	Green	No	150 mm	25 mm	16 G
Fistula Needle Venous(MC)	4218354	ETO	180	Rotating	Orange	No	150 mm	25 mm	17 G
Fistula Needle Arterial(MC)	4218356	ETO	180	Rotating	Orange	No	150 mm	25 mm	17 G
Fistula Needle Arterial(MC)	4218364	ETO	180	Rotating	Blue	No	150 mm	25 mm	15 G
Fistula Needle Venous(MC)	4218366	ETO	180	Rotating	Blue	No	150 mm	25 mm	15 G

Blood Line Set

Type	Product Code	Tube Pump (mm)			Volume (ml)		Sterilization Method
		Inner Diameter	Outer Diameter	Length	Arterial Set	Venous Set	
Universal	4212200	6.5	9.8	380	82	62	ETO
Blood Line Set, SF	4212220	6.5	9.8	380	82	76	ETO
Blood Line Set, SB	4212214	6.5	9.8	340	82	74	ETO
Blood Line Set, SG	4212216	8.0	12.0	380	90	62	ETO
Blood Line Set, SF Without Bag	4212222	6.5	9.8	380	82	76	ETO
Blood Line Set, SB Without Bag	4212212	6.5	9.8	340	82	74	ETO
Blood Line Set, SG Without Bag	4212219	8.0	12.0	380	90	62	ETO

Various options are available

Bicarbonate Sodium Powder Bag and Cartridge

Product	Bag Material	Pieces/Packing	Dialysate Flow Rate	Product Code
RenaBag 650g	PA/PE	16	500 ml/min	4315210
RenaCart 650g	PP	10	500 ml/min	4315310

Hemodialysis Concentrates

Product	Volume (liter)	Packaging	Pieces/Packing	Product Code
Acidic I	5	Gallon	3	4316205
Acidic II	5	Gallon	3	4316210
Acidic III	5	Gallon	3	4316215

Hemoconcentrator

Dialyser Type	Fiber Type	Housing Raw Material	Cross Section Area	TMP
PES 160 HF	Polyethersulfone	Polycarbonate	1.6 m ²	Maximum 500mmHg

Hemodialysis Catheters

Product Code	Product
4222215	RenaCath Straight Catheter 11Fr*15cm
4222220	RenaCath Straight Catheter 12Fr*15cm
4222265	RenaCath Curved Catheter 11Fr*15cm
4222268	RenaCath Curved Catheter 12Fr*15cm

Blood Bags

Product Code	Configuration	Collection vol.	CPD vol.	SAGM vol.	Transfer Bag 1	Transfer Bag 2	Transfer Bag 3
4512210	Triple Blood Bag	450 ml	63 ml	100 ml	Empty Transfer bag suitable for storage of red cells, plasma or 5 days platelet storage	SAGM Transfer bag suitable for storage of red cells, plasma or 5 days platelet storage	—
4512290	Quadruple Blood Bag	450 ml	63 ml	100 ml	Empty Transfer bag suitable for storage of red cells, plasma and dry diluted buffy-coat preparation, or 5 days platelet storage	Empty Transfer bag suitable for storage of red cells, plasma dry or diluted buffy-coat preparation, or 5 days platelet storage	SAGM Transfer bag suitable for storage of red cells, plasma or 5 days platelet storage

Blood Bags

Product Code	Configuration	Collection vol.	CPD vol.	Transfer Bag 1	Transfer Bag 2	Transfer Bag 3
4512240	Single Blood Bag	450 ml	63 ml	—	—	—
4512265	Double Blood Bag	450 ml	63 ml	Empty Transfer bag suitable for storage of plasma	—	—
4512230	Triple Blood Bag	450 ml	63 ml	Empty Transfer bag suitable for storage of red cells, plasma or 5 days platelet storage		—

Product Code	Configuration	Collection vol.	CPDA-1 vol.	Transfer Bag 1	Transfer Bag 2	Transfer Bag 3
4512250	Single Blood Bag	450 ml	63 ml	—	—	—
4512260	Double Blood Bag	450 ml	63 ml	Empty Transfer bag suitable for storage of plasma	—	—
4512220	Triple Blood Bag	450 ml	63 ml	Empty Transfer bag suitable for storage of red cells, plasma or 5 days platelet storage		—
4512280	Quadruple Blood Bag	450 ml	63 ml	Empty Transfer bag suitable for storage of red cells, plasma and dry diluted buffy-coat preparation, or 5 days platelet storage		



Medway Teb Pouyan Company's Services

Sales

Medway Teb Pouyan Company has managed to facilitate the ordering process in a reliable way by resorting to modern technologies. The company features the following services:

- Consultations for selecting and ordering products
- Facilities in the ordering and buying process
- Constant access to sales and marketing personnel
- Supplementation of a full treatment package conforming to customers' demands



A relief package for dialysis patients



Distribution

Medway Company adopts a customer-based policy to guarantee high quality treatment services and to provide pharmaceutical packages according to demands by medical centers. Such policy results in optimizing products' quality which are provided with following features:

- Lowering the costs of distribution
- Integration of standards for production and provision of products and services
- Offering facilities in form of various treatment packages
- Well-managed after-sales services
- Reduced bureaucracy
- Integrated delivery

Customer Care Services

As the agent of the ICD Group, Medway Company leads innovative plans for after-sales services in the field of dialysis equipment. Several strategies have been anticipated in this system including:

- Customer voice system
- Observation on dialysis centers and clinical evaluation of the products (all clinics are covered by this program)
- Customer complaints are handled in minimum time span
- Consultancy and trainings
- Advocating customer rights

Standard

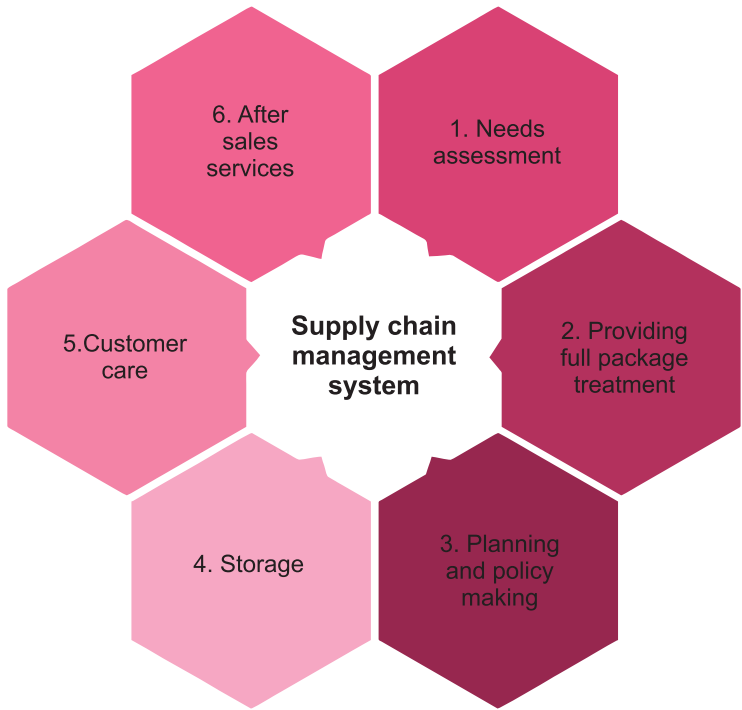
ISO 9001: 2015
ISO 10002: 2014
Good Distribution Practice (GDP)
EN ISO 13485: 2016



Supply Chain Management System

Medway Teb Pouyan Company provides products through reliable manufacturers in order for facilitating the supply process for medical centers. Confiding in their experience and knowledge, Medway Company's managers have designed an efficient system in consonance with the demands of clinics in a way that such centers will no longer waste time recognizing products by various manufacturers. The dialysis products offered by Medway Company are of premium quality, conform to international standard regulations, and are compatible with each other in usage. Among the distinguishing features of Medway Company are:

- Proficient and expert human resources
- Accuracy in securing customers' demands in proper time
- Modern and efficient transportation system
- Interactive information exchange between customers and suppliers



Supply Chain Management Procedures

Information Management

Business intelligence is considered as an instrument and system for developing information technology for Medway Company. Information management system is used to gather and transfer data and also to prepare emergency reports for making intelligent and precise decisions. Such data center is a worthy infrastructure for implementing necessary information systems both for the company and customers.

Electronic Sales and After-sales Services

We provide online sales system including customer portal to motivate our customers to use intelligent and electronic systems. Using our online system, customers may register their orders, make contracts, pay the invoices, follow financial transactions and benefit from the after sales services. The customers can also have updated information on the offers they can benefit from. This system facilitates and speeds up sales and after-sales processes.

Customer Relationship Management

In the Customer Relationship Management (CRM), we gather and analyze customers' data, history and requirements to provide special services. Improving the quality of services and assessing the needs of dialysis patients and clinics are among the other advantages of CRM leading to a positive and stable relationship between us and our customers.

Geographic Information System (GIS)

Using intelligent systems for products' storage in standard conditions guarantees medical products. With geographic information system (GIS), it would be possible to monitor delivery system at any moment to be assured of receiving the intact products by the customers. Besides, GIS helps on well-managed navigation leading to use facilities in an optimized way.



Supply Chain Management

Supply Chain Management comprises all activities done for supplying products ranging from transportation and storage to the distribution process. To deliver and to distribute the products we use trucks with containers equipped with polyurethane ceilings. Temperature and humidity data are constantly logged and all vehicles are equipped with GPS. Capable personnel work for supply chain management in Medway and the modern equipment are used. PIC/S standard is met in our facilities and temperature, humidity, cleanness, storage and delivery conditions are closely monitored. In chain management we have a commitment to supply and deliver needed products to medical centers and hospitals even in farthest cities of Iran in earliest possible time and best quality.

Sales and Customer Care Services

- Customer care service department is available 24 hours 7 days a week
- Customer satisfaction is our number one priority
- All complaints and suggestions shall be taken care of in the earliest time span
- Recommendations would be of great benefit for improving the products' quality



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