



**DELTA**  
**MEDICAL**  
HEALTHCARE PRODUCTS AND SERVICES



# At A Glance

Established in 1981 Delta Medical has built a legacy in the health care and pharmaceutical industries. Based in Cairo, Egypt with over 240 employees our collective efforts have allowed us to maintain a strong presence, in Egypt and in the MENA region.

Our team provides trust, quality, and durability with our State of the art products and serving our clients through our qualified teams to gain loyal customers creating a solid relationship. The latter and our superior after sales service have contributed to the steady growth of our network and we now serve the biggest hospitals and Pharmaceutical manufacturers in the country and the region.

# Our Strengths

- Quick response teams Aftersales service and maintenance, with a 7/24 emergency line Durable products that suit the region's culture and needs.
- Educational programs for hospital staff on operation, handling, and Infection control.
- Solid relationships with banks Expanded network with decision makers our KOLS
- Loyal Customers
- Wide market share
- Strong Partnership with our suppliers of over 30 years
- Reputable trusted name since 1981
- High caliber employees and experienced
- Loyal employees of over 35 years with Delta Medical with a high retention rate
- Continuous expansion and steady growth



## Our Values

### Trust

In our years of experience, we have built long lasting relationships based on trust and honesty.

We make promises to our clients that we take responsibility for and therefore are transparent in all our communication. Our integrity is integral to our existence and we hold ourselves accountable.

### Quality

Delta has built a strong reputation on the durable quality products it provides. We aim for excellency by responsive after sales. Sales knowhow and high caliber, experienced team and maintenance team.

### Loyalty

As a company that has one of the lowest turnovers in the industry we are committed to the wellbeing of our employees and customers. Thus we are able to provide a positive environment in the business culture maintain loyal customers as a result of continuous respectable relation with our workforce.





# Our Vision

The healthcare industry is developing at a rapid rate with technology and innovations improving results for businesses and care for patients. Delta has positioned itself at the forefront of this era of change. We envision a transformation where new globalized ideas are shared and are currently reaching out to work with the world's best healthcare organizations.

We strive to build relationships and connections

that will develop more intelligent healthcare systems, reduce waste.

(1.) Improve quality standards globally of the regional healthcare industry.

(2.) Continue the legacy of our three qualities, quality, trust. & Loyalty

(3.) Consequently, positive change in society starting with our stakeholders and beyond.

# Our Mission

Our mission is to be the leading distribution partner of the highest quality healthcare systems. To continuously help our clients improve the quality of care and service delivered to their patients and customers.

In order to operate at optimal levels, we seek to enhance our internal operations, and invest in our team's capabilities. Simultaneously we seek to always address the current and prospective market needs. We work hard in sustaining our high market share by supplying and servicing the best the world has to offer and by giving our customer's maximum flexibility and satisfaction before, during and after sales.

Maintaining win/win relationships with our employees, client, and suppliers.

Be the go-to company in our industry in Egypt.

# The Delta Medical Story

In 1981, Delta Medical was born in an era where the healthcare sector in Egypt was underdeveloped and underserved. The story of after sales began when Dr Hany Enan a general practitioner

who began his career in sales at a small local company saw a vast opportunity in improving the Egyptian market by providing access to high quality products. He began building the blocks to what would become

Delta Medical,

the biggest capital equipment supplier in Egypt. Starting off with only two employees and growing to 240 employees with the founder has cultivated a culture of Quality, trust, and loyalty. This constructive environment drove the growth

of the business and allowed Delta medical over the last four decades to acquire a slew of new agencies and provide total solutions to meet the needs of a growing market.





# **Delta Moving Forward**



As a key innovator CEO Maryam Enan's vision was to move Delta from an Egyptian market leader to a regional heavy weight. Investing in Delta's team capabilities through varied trainings and courses, she inspired a new development in the company and a venture into diversifying the supplier portfolios. that now representing over 75 % of the business.

With a strongly qualified team, visionary leadership, COO Sarah Enan. Delta Medical continues to overcome obstacles and turn them into new opportunities, poised to provide groundbreaking solutions expansion in the MENA region.



# Healthcare Products & Service

Delta Medical exists to serve the medical community with the support and resources needed to provide efficient and reliable healthcare. We set the bar through our strong global network, disrupting the local market with innovative and superior medical products that were otherwise unavailable.

Currently the healthcare sector represents 70% of our business, and when we began our focus was solely on providing sterilization equipment, today our business has evolved and are now the country's largest suppliers and distributors of medical supplies and equipment. Delta Medical acts as sole representatives and importers of leading healthcare products made by medical brands from the USA and Europe.

Our product range includes full solutions for:

- . Infection control
- . Operating Rooms
- . Hospital furnishings
- . Pharmaceutical filling lines

# Medical Equipment

We are the top providers to all medical organizations and hospitals in Egypt ranging from private, government, universities and military; today we serve 75% of the major hospitals in Egypt. We support all our clients with the provision of innovative products and their maintenance and 24/7 aftersales services





## Sterilization & Infection control solutions

Offers Customers a unique mix of innovative capital equipment products, such as sterilizers, washers, disinfection machinery, Heat Sealing Machine and stainless-steel products  
Consultation, space planning & total solutions including consumables & accessories



## OR Solutions

Offers a wide variety of high-quality surgical lighting products for operating rooms, Integration Systems, surgical table, Pendants & Bed head units. Many success stories for the past three years in Wall cladding for Operating Rooms, Recovery, Intensive Care Units and Corridors.



## Hospital Beds and furnishings

Providing customers with the most innovative intensive care technology for the following specialties:

- Hospital beds
- Patient Lifting Systems
- Stretchers
- Vital Signs Monitoring
- Diagnostic Cardiopulmonary
- Thermometry



Hillrom™

WelchAllyn®

## Waste Management

Using only steam and electricity to process highly infectious hospital waste on-site, without emitting harmful substances. Our shredding machines are perfectly suited for the chemically aggressive material & highly contaminated materials keeping a healthy environment.



## Medical Supplies and consumables

- Quality Assurance Products
- Biological & Chemical Indicators for Steam ETO
  - Low temperature Autoclave Tapes
  - Bowie Dick Tests
- Steam & ETO Incubators, Sterilization Rolls
  - Pouches



## Surgical Endoscopy

Providing Surgical solutions by the Endoscopy for the following specialties:

- Laparoscopic surgery
- Open Surgery (Electrosurgery )
  - UROLOGY
- Gynecology (Hysteroscopy)
  - ENT



# Pharmaceutical Industrial Equipment

Delta's Pharmaceutical division specializes in supplying water still systems;

- . Freeze Dryers,
- . Clean Areas,
- . Pharmaceutical Sterilizers
- . Filling Lines
- . GMP Regulator

It is involved in all phases of pharmaceutical industrial projects starting from consultation, conceptual design and plan, to execution, supply, installation, operation and technical support.

The division also performs Turnkey projects for pharmaceutical companies. Currently our company supplies %90

of the pharmaceutical companies in Egypt.



# Key Personnel

***Dr. Hany Enan:*** Chairman – Founder and Owner

***Ms. Maryam Enan:*** Chief Executive Officer and Board Member

***Mrs. Sarah Enan:*** Chief Operating Officer and Board Member

***Eng. Mamdouh Mostafa:*** Vice President

***Dr. Khaled El Tablawy:*** General Manager

***Mr. Ahmed Shabrawy:*** Financial Controller

***Eng. Hussein Nematallah:*** Director of Sales

***Mr. Mowafak Mokhtar:*** Financial Accounting Manager

***Eng. Ayman El Kassas:*** Technical Support Manager



# Healthcare Selected References

## *Public Hospitals:*



## Private Hospitals:





# Turkey Projects

العيون الدولي  
INTERNATIONAL EYE HOSPITAL



مستشفى روض الفرع العام  
Rod El-Farag Hospital



نور العيون  
Nour El Oyouun  
مركز جراحات العيون والليزك



In its 38 years of operations, Delta has supplied more than 300 MOH hospitals in Egypt with CSSD, operating rooms and central labs. Delta's diverse product range is continuing to expand with partnerships in the healthcare sterilization field. With a team of 30 engineers and 15 technicians with an average of 12 years of experience we now have more than 350 maintenance contracts. This allows us to continue to represent these top tier brands and build long lasting relationships due to our guaranteed high satisfaction after sales service.



01

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02

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03

A team of 30 engineers  
and 15  
technicians

04

12 years of  
experience

05

350 maintenance  
contract.

06

Delta supplies 90% of  
the pharmaceutical  
companies in Egypt

07

Turnkey  
Provider



Street 14 - Block 659 - Mokattam, Cairo, Egypt