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MEDIWORLD

Middle East



Dr Thumbay Moideen
Founder President of Thumbay Group

Touching lives

with high-quality affordable healthcare

FEATURES

Patient Safety Solutions
to prevent up to 70pc of
adverse events

NEWS & UPDATES

Emdadat transforms
healthcare with SAP Ariba

HEALTH DESTINATION

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MediWorld ME aims to create the ultimate platform to share the latest news, updates & developments from the healthcare & medical technology industry within & beyond the GCC countries

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Editor's Note

Private sector participation grows in UAE's healthcare sector

As we welcome the hot summer days in the UAE, most of the families have already finalized their vacation plans for the year. Considering the exodus of the majority of the families, the airlines even started sending reminders to the travellers to arrive early at the airport to beat the rush. Typically, the expats not only spend their summer vacation in their home countries but also visit mainly government-run medical facilities for their annual checkup or any pending treatment. This has been due to lower medical costs shouldered by their governments at various rates.

However, the UAE's medical industry has grown leaps and bounds in a very short span of time with the private sector heavily investing in required infrastructure. As the insurance system develops further, more and more residents prefer seeking treatment here in the UAE even for complex medical cases. Our main feature in this edition is Thumbay Group, which is a diversified business conglomerate in 20 sectors with the Thumbay Hospital network being the largest network of private academic hospitals in the Middle East region. Dr Thumbay Moideen, Founder President tells more about his business adventure in the UAE and shares his experiences.

As experts put it, bioelectronics is an emerging branch of medical science dealing with combined application of the principles of biology and electrical engineering, which has led to the development of vital devices such as the artificial pacemaker and the plethora of medical imaging devices. MediWorld ME talked to Nexeon MedSystems on their promising deep brain stimulation (DBS) therapy and how this helps mitigate Parkinson's symptoms.

On the lighter side, we feature Sri Lanka as our medical destination and find out what this beautiful island country has to offer to international patients. Sri Lanka has a free and universal healthcare system and scores higher than the regional average in healthcare with a high life expectancy and a lower maternal and infant death rate compared to its neighbors. Considering its own indigenous medicine system and the island's rich tradition of Ayurveda medicine, hospitals specializing in traditional medicine could increase their revenue by catering to tourists interested in alternative medicine.

Inviting our readers to explore more on our website, we look forward to receiving your support and comments on our contents.

Happy Holidays!

Editor, MediWorld ME

06-Cover Story

Touching lives with high-quality affordable healthcare



10-Feature
Regaining lost motor control



14-Feature
Patient Safety Solutions to prevent
up to 70pc of adverse events



Medical Destination

18-Sri Lanka: Scoring higher than average in healthcare



23-27 News & Updates

- Emdadat transforms healthcare with SAP Ariba
- “Around 30pc of Scoliosis Surgeries in the UAE are revision cases”
- Dubai Bone & Joint Center partners with Dubai Police to offer exclusive service
- Work begins at the UAE's first Proton Beam Therapy Centre
- Preventative vaccine for cervical cancer can save lives

35-Type 2 diabetes & safe fasting in Ramadan reviewed



39-Events Calendar

40-Quick References

37-Getinge announces global launch of new GSS Steam Sterilizer



38-MediCapture rolls out new MVR pro medical video recorders





Dr Thumbay Moideen
Founder President of Thumbay Group

Touching lives

with high-quality affordable healthcare

As a diversified business conglomerate with business interests in 20 sectors in the UAE and other countries, the Thumbay Group moves forward with major expansion plans and plans to raise the size of its workforce to 25,000

By Vasujit Kalia

Introduction

Dr Thumbay Moideen, Founder President of Thumbay Group, didn't know his life was about to change when he had a chance meeting with the ruling family of Ajman. Since then there has been no looking back for him. Right from establishing the first and only private medical university in the region to having an international retail business to being the biggest affordable healthcare provider in the country, Dr Moideen has done it all. Below are excerpts from our conversation with this outstanding businessman.

Since your inception in 1998, you have traversed a long way can you shed some light on this illustrious journey - how difficult the journey was and what challenges you have faced?

I used to travel a lot to different parts of the world on business tours. On one such visit to the UAE, I had a chance meeting with the Ruling Family of Ajman and that meeting changed the direction of my business. I was asked to establish a medical college in Ajman. I took up the offer and in a way, accidentally jumped into education and healthcare. Once Gulf Medical University (GMU) was established, we focused all our efforts in making the institution one of the best in the region, and we succeeded. Today, students from over 80 countries pursue their studies at our university, in Medicine, Dentistry, Pharmacy and Physical Therapy. We also offer masters programs in Clinical Pathology, Toxicology, Human Reproductive Biology, Public Health and Physiotherapy.

We were the first to establish the first private teaching hospital in the region. Even establishing a hospital was a big challenge. But, due to our perseverance and hard work, we are today one of the biggest healthcare providers in the country and the first to establish an Academic Health System in the region's private sector. My elder son Akbar Moideen Thumbay looks after the Healthcare Division, as its Vice President. We treat patients from 175 nationalities. We are accredited by JCI which is an international recognition of our high quality affordable healthcare services.

Furthermore, we are the only private medical university in the region, the only private academic health system in the region with its attached THUMBAY hospitals, THUMBAY clinics, THUMBAY Day Care hospitals, THUMBAY pharmacies, and the only private Innovation and Research Division that makes us unique and different. The doctors at the THUMBAY Hospitals network which are a part of the Gulf Medical University Academic Health System (GMUAHS) hold dual roles as Academic Faculty in the professorial and academic ranks as well as treating patients and involving in scientific research.

The THUMBAY Group today is a diversified business conglomerate with business interests in 20 sectors in the UAE and other countries. Our group currently includes Gulf Medical University, THUMBAY Hospital network, THUMBAY Day Care Centers, THUMBAY Clinics, an international chain of Coffee Shops called Blends &

"We were the first to establish the first private teaching hospital in the region. Even establishing a hospital was a big challenge. But, due to our perseverance and hard work, we are today one of the biggest healthcare providers in the country and the first to establish an Academic Health System in the region's private sector."

- Dr Thumbay Moideen, Founder President of Thumbay Group

Brews Coffee Shoppe, and international chain of health clubs called Body & Soul Health Club & Spa, chain of THUMBAY Pharmacies, THUMBAY Labs – one of the largest networks of CAP-accredited diagnostic labs in the region, Zo& Mo optical shops, THUMBAY Media, THUMBAY Technologies, THUMBAY Builders, The Flower Shoppe, THUMBAY Marketing and Trading Division, HEALTH magazine, Nutri Plus Vita Stores among others.

My younger son Akram Moideen Thumbay oversees the activities of THUMBAY Builders and THUMBAY Technologies as the Director. Initially, we did face challenges, but we have overcome challenges and used every opportunity to our advantage and have become a name to reckon with in a short span of time.

The foundation of your philosophy is "Growth through Innovation" can you elaborate on it?

We have developed a very strong value system in our organization. We have always supported integration and a sense of belonging. We concentrate on Excellence, Trust, Knowledge, Innovation and Integrity as our main pillars of the organization. It is easy to gain the confidence, as long as we as promoters are clear in our ideas and involve the team in decision making. Similarly, we developed great confidence in our clients by offering them the best of education and healthcare.

Our team is trained at regular intervals to tune with the latest trends. Involvement and group work is our philosophy. Though I guide my team in finalizing and implementing the work, I brainstorm and discuss in detail before we implement any services or ideas. Presently I am heading a team of professionals and am involved in planning and policy making.

How has the health care sector evolved over the decades across the UAE?

The healthcare sector in the United Arab Emirates has witnessed a big expansion over the last four decades. The industry is expanding rapidly to meet both the evolving needs of a growing population and the nation's ambition to become a regional medical tourism hub. This rapid expansion is challenging the ability of the U.A.E. to both provide adequate medical personnel and contain costs.

The UAE government entities have adopted a series of long-term initiatives, above all the 'U.A.E. Vision 2021', to address these challenges and guide the sustainable growth of this sector. There are several other reasons for the growth of the healthcare market. These include the introduction of universal health insurance. Another factor is increasing affluence, which is leading to demand for higher-quality healthcare.

However, U.A.E. government entities have adopted a series of long-term initiatives, above all the 'U.A.E. Vision 2021', to address these challenges and guide the sustainable growth of this sector. There are several other reasons for the growth of the U.A.E. healthcare market. These include the introduction of universal health insurance. Another factor is increasing affluence, which is leading to demand for higher-quality healthcare.

Artificial Intelligence would significantly help doctors and healthcare professionals of the future, increasing the efficiency of diagnoses by improving speed and accuracy. AI would also help generate a lot of data, which would be of great help to preventive medicine, by detecting pre-symptoms signs of patients and even addressing chronic conditions.

You have been awarded with so many awards and accolades. Please tell more on these recognitions and how these awards motivate you to work harder and achieve more?

Appreciation and recognition are major factors that motivate us to work harder and aim higher. Recognitions can be an incredibly powerful tool and in my case it helps me motivate my team and get the best out of them. I feel all these recognitions are in a way attributed to the efforts of my team and reflect upon their commitment and dedication to realize my goals.

You are known for your community service initiatives can please tell us more about few CSR projects you are associated with?

We have been involved in community service for almost two decades. We have been conducting free health camps benefiting people across the various segments of the society. Touching the lives of the needy has been our motto. Some of the initiatives have been

'Go Green' Initiative: The tagline of the 'Go Green' initiative is, "There is no planet B", emphasizing the need to protect the earth by planting more trees and spreading greenery, through the slogan: Save the



Planet, Plant a Tree. We have launched 'Planting a sapling' at the hospital premises to kick-off the initiative. We strongly feel that the campaign would inspire people to learn to respect and care for their environment through hands-on efforts. Thumbay Group would include more environment-focused activities in its CSR plan.

Sponsor a Medical Professional: The 'Sponsor a Medical Professional' program of GMU provides a global platform for corporates, philanthropists, service organizations, non-governmental organizations and agencies of the State to contribute their might in resolving the dearth of medical professionals all over the world. It is an opportunity to develop a global partnership for health development.

Happiness Hour: The concept of 'happiness hour' was conceived by Thumbay Group following in the footsteps of the UAE government's National Programme for Happiness and Positivity, a unique program designed to establish an environment that ensures the happiness and well-being of society. As part of the 'Happiness Hour' initiative, all establishments under the Thumbay Hospital network of academic hospitals and Thumbay Clinic's state-of-the-art family clinics, both owned and operated by the healthcare division of Thumbay Group –offered free consultations across all specialties, to patients during the "happy hour".

Free Health Camps: Regular Health Camps are held as a part of the humanitarian services of the Group, individually or in partnership with other service organizations. Free consultation in different areas of medicine is given at these camps. Thumbay Hospital also organizes Blood Donation Camps on a regular basis.



Holistic Treatment: Thumbay Hospitals' Family Medicine Department provides health care services in an integrated holistic manner and in harmony with the other Departments in the Hospital. Family Medicine

The Thumbay Hospital network is the largest network of private academic hospitals in the Middle East region. The hospitals and Thumbay Clinics are presently located in Dubai, Ajman, Sharjah, Fujairah, Umm Al Quwain, Ras Al Khaimah and Hyderabad (India). Together, these hospitals and clinics treat patients from over 175 countries and offer world-class care at affordable costs.

specialty provides physical, social and psychological health care to discover the hidden cause of sickness.

Health Card: Considered by many as an expression of care, the Thumbay Hospital Health Card offers many benefits locally and internationally.

CSR activities of Thumbay Group also include corporate sports events and scholarships for deserving students each year.

Free/ Subsidized Medical Treatment: Medical treatment is the right to all and is practiced in all our establishments where several needy patients have been offered completely free treatment or offered huge discounts to help the people to get quality medical care.

The patient affairs department of the Thumbay Hospital, the first ever such unit in the private sector in the UAE, has been instrumental in identifying needy patients for free or very subsidized medical care. Thumbay Hospital has been in the forefront of holding regular free health camps, which include free Lab Tests, free radiology tests and free medicine and thus

identify the poor and needy patients who ultimately benefit from these services.

What are some of the peculiar ailments in UAE and how equipped you are to treat them?

The Thumbay Hospital network is the largest network of private academic hospitals in the Middle East region. The hospitals and Thumbay Clinics are presently located in Dubai, Ajman, Sharjah, Fujairah, Umm Al Quwain, Ras Al Khaimah and Hyderabad (India). Together, these hospitals and clinics treat patients from over 175 countries and offer world-class care at affordable costs.

And your expansion plans?

Thumbay Group is presently going through a very important phase of expansion, both in size and global presence, in accordance with its long-term strategic



plans. Not only would this phase of expansion expand the size of the group's businesses tenfold, but this would also raise the size of our workforce to 25,000.

Some of the key aspects of the strategic plans include:

- The Thumbay academic hospital network will increase its capacity to 1000 beds in the UAE, 1500 beds in India and 750 beds elsewhere in the Gulf and in Africa.
- GMU is soon to add Engineering and Management courses.
- Plans are also afoot to open three new University campuses across 3 different countries.
- By 2022, we also plan to add 25 Thumbay labs, 100 Thumbay pharmacies, 40 Zo & Mo Opticals outlets, 100 Blends & Brews coffee shops, 25 Body & Soul health clubs, 50 Nutri Plus Vita stores.

Regaining lost motor control



"DBS is a technology that delivers small pulses of electricity to a very specific part of the brain that can help patients regain lost motor control," explains Will Rosellini, Chairman and CEO of Nexeon MedSystems

Bioelectronics is an emerging branch of medical science dealing with combined application of the principles of biology and electrical engineering. This is a crucial field in medicine and has led to the development of vital devices such as the artificial pacemaker and the plethora of medical imaging devices that are available today. Since electricity is a major part of the human body's operating system, the bioelectronics field holds a lot of promise in the coming years.

Global bioelectronics market

Global bioelectronics market is expected to grow at a lucrative rate during the forecast period at a modest CAGR of 12.1 per cent during 2017 – 2022, owing to the increasing advancements in surface chemistry and in semiconductor technology related to man-made devices and interface of biology, and advancements in devices and technologies that will enable applications in the areas such as prosthetics, disease detection, and disease prevention.

Increasing demand for diagnostic as well as monitoring devices such as blood cardiac pacemakers, glucose level and other implantable medical devices are likely to fuel up bioelectronics market. Rising incidence and prevalence rate of diabetes accompanied by growing need to measure and observe blood glucose level is likely

"DBS works much like a pacemaker in that an implantable battery send small electrical signals through a wire, but instead of the wire going to the heart it actually goes into the brain where it can help regulate a malfunctioning network within the nervous system. While DBS has been on market for nearly three decades, it has seen very little innovation." - Will Rosellini, Chairman and CEO of Nexeon MedSystems

to positively impact the biosensors market. Technological advancement along with increasing innovation is expected to drive the industry growth.

The primary driver of the global bioelectronics market is, naturally, rising demand from the healthcare sector. Due to the increasing prevalence of several neural and cardiac diseases, the demand for bioelectronics devices and technology has shot up. Cancer is another increasingly prevalent disease driving the demand for bioelectronics globally. The higher precision offered by bioelectronics products in comparison with the traditional diagnostics tools is one of the major factors propelling the global bioelectronics market.

Increasing demand for diagnostic as well as monitoring devices such as blood cardiac pacemakers, glucose level and other implantable medical devices are likely to fuel up bioelectronics market. Technological advancement along with increasing innovation is also expected to drive the industry growth.

Major hub for bioelectronics

Europe is currently leading the global bioelectronics market, with Asia Pacific and North America following it closely. Europe has been a major hub for bioelectronics and other medical research for several years, and the early adoption and development of bioelectronics products has helped boost the demand for the same. The European market is expected to remain in the lead in the coming years, while North America, and the US in particular, is expected to make rapid progress.

MediWorld ME got an exclusive chance to ask Will Rosellini, Chairman and CEO of Nexeon MedSystems about his expertise in bioelectronics and his recent technological neurostimulation device called Deep Brain Stimulation (DBS) system.

Parkinson's disease (PD) is a long-term degenerative disorder of the central nervous system that mainly affects the motor system. The symptoms generally come on slowly over time. Early in the disease, the most obvious are shaking, rigidity, slowness of movement, and difficulty with walking. Thinking and behavioral problems may also occur. Dementia becomes common in the advanced stages of the disease. Depression and anxiety are also common, occurring in more than a third of people with PD. Other symptoms include sensory, sleep, and emotional problems. The main motor symptoms are collectively called "parkinsonism", or a 'parkinsonian syndrome.

The Parkinson's disease treatment market size will reach \$5.69 billion by 2022 from \$4.24 billion in 2017 at a CAGR of 6.1 per cent between (2017-2022) driven by the growth in aging population and the associated increase in the prevalence of Parkinson's disease and government funding for research, while hospitals to dominate the market during the forecast period according to ReportsnReports.com. Asia is expected to grow at the highest CAGR during the forecast period. Increasing number of players in the region and the rising aging population are some major factors driving the high growth of this regional segment.

The company mainly focuses on Movement Disorders such as Parkinson's and essential Tremor. About 10 million people worldwide and 1 million Americans live with Parkinson's disease (PD), which is more than the



combined number of people diagnosed with multiple sclerosis, muscular dystrophy and Lou Gehrig's disease (or Amyotrophic Lateral Sclerosis), according to Rosellini.

Deep Brain Stimulation (DBS) system

Every human brain is unique and every course of Parkinson's disease has its own characteristics. In deep brain stimulation (DBS) therapy, physicians aim to target a very specific part of the brain – the subthalamic nucleus – in order to mitigate Parkinson's symptoms.

Rosellini says, "We are in the process of completing our state-of-the art Deep Brain Stimulation (DBS) system for use with movement disorders such as Parkinson's disease. DBS is a technology that delivers small pulses of electricity to a very specific part of the brain that can help patients regain lost motor control".

Up until now, conventional DBS systems only allowed for stimulation with ring electrodes. With these electrodes, stimulation took the form of a ring around the electrode in the lead that was implanted into the patient's brain. This meant that while physicians tried to target a very specific area of the brain, they always ran the risk of stimulating its neighboring regions – since they could not steer the stimulation precisely. Unintended and unwanted stimulation could cause side effects such as speech problems.

Role of innovation

Innovation in healthcare and medical technology industry plays out in many ways, seeking new and better treatments to improve peoples lives. But there is also the need for innovation that also reduces the burden on the healthcare system, enabling treatment to more people, and improving the overall delivery of healthcare.

"There is a revolution in neurotech that is converging with an emerging sub-sector of Internet of Things (IoT) – what is started to be called the Internet of Medical

"The Parkinson's disease treatment market size is expected to reach \$5.69 billion by 2022 from \$4.24 billion in 2017 at a CAGR of 6.1 per cent between (2017- 2022) driven by the growth in aging population"

Things (IoMT). The IoMT refers to a connected infrastructure of medical devices and software applications that can communicate with various healthcare IT systems. The IoMT is being leveraged to improve medical care by integrating neurological data with other biometric diagnostics, thus providing medical professionals with richer information with which to make their decisions.

"The ability to link real-time neural recordings, imaging, wearable diagnostic devices, and many other sources of data will produce insights to the human condition unlike ever seen before. Once this level of connectivity is achieved, the addressable neuro-technology market will widen significantly as these therapies start to improve patient outcomes while also reducing the overall burden of management".

MICC technology

The latest generation of DBS devices allows physicians to precisely steer the stimulation to target one specific area of the brain – significantly reducing side effects from unwanted stimulation.

"Our directional DBS systems use novel lead designs with segmented electrodes that allow the activation of individual electrode contacts. In addition, the technology in the pulse generator that powers the leads – the Multiple Independent Current Control (MICC) technology – allows the physician to specify exactly the amount of current needed for every contact of the electrode".

Through activating specific electrode contacts, and defining the amount of stimulation for each contact, stimulation precision is significantly increased. It is similar to shining a light on a specific spot with a flashlight. With the new systems, physicians now have full control of the stimulation steering and an increased set of stimulation options.

Harnessing recent advancement

"DBS works much like a pacemaker in that an implantable battery send small electrical signals through a wire, but instead of the wire going to the heart it actually goes into the brain where it can help regulate a malfunctioning network within the nervous system. While DBS has been on market for nearly three decades, it has seen very little innovation. Our system is designed to harness recent advances in technology and sense a patient brain activity to better understand the various disease states and then ultimately respond to neurological changes with custom, tailored stimulation.



"Right now, we are focused on movement disorders such as Parkinson's, essential tremor, and dystonia. There is a vast array of applications that are possible beyond those areas but for now we are focused on those indications".

Raising awareness

Rosellini explains that the device is able to record neurons in brain by sensing their 'Local Field Potential' which is the electric potential recorded in the extracellular space in brain tissue – essentially can listen to the movement or oscillations within the neurons and then derive the actual physiological state of the patient's brain from the readings.

"We see a lot of commercial excitement and publicity about the possibilities of the brain/ machine interface and we believe that level of excitement and interest will continue to grow as we deliver these ground-breaking innovations and see the real life results of what technology can do".

Therapy response

"DBS provides such a life changing experience for people living with Parkinson's that patient's have an overwhelming positive response to the therapy. It's hard to imagine how difficult life would be if simply putting food to your mouth or dialing a phone were suddenly taken away. The ability to regain independence is a powerful benefit of the therapy.

"Our vision is to take DBS to the next level. We believe by creating a system that allows for self-tuning, patient specific therapy we will improve patient outcomes and reduce the cost burden on the overall healthcare system by reducing the clinical time required to manage the existing therapy".

Nexeon Medsystems is near completion of the development of their product and will be submitting it for regulatory approval this year. Will Rosellini anticipates a swift approval followed by commercial availability.

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Patient Safety Solutions to prevent up to 70pc of adverse events

Medication safety, antibiotic resistance, diagnostic errors, pressure ulcers, and sepsis, among others, will drive healthcare's avoidable cost burden of \$383.7 billion by 2022, finds Frost & Sullivan



Frost & Sullivan's recent analysis, Patient Safety in Healthcare, Forecast to 2022, assesses the 30 most pressing safety adverse events affecting patients, caregivers, and healthcare organizations across the globe. Cumulatively, these adverse episodes affected an estimated 91.8 million patient admissions across the US and Western Europe resulting in around 1.95 million deaths at an average mortality of 2.1 per cent and a significantly higher morbidity. The study also covers innovative and promising solutions, future market potential, convergence of new technologies, key market participants, competitive landscape, and investment trends.

In the next four years, adverse patient safety events in the United States and Western Europe such as healthcare associated infections (HAIs), sepsis, medication safety, pressure ulcers, diagnostic errors, antibiotic resistance and hand hygiene non-compliance will drive an estimated healthcare cost burden of \$383.7 billion.



While some adverse events, such as medication safety and hand hygiene non-compliance, are relatively well addressed by current industry solutions, under-penetrated areas such as antibiotic resistance, pressure ulcers, sepsis and unnecessary ED (emergency department) admissions will be the high opportunity growth areas for future.

Further trends driving growth in the patient safety market include:

- A move to value-based, quality-driven reimbursement models;
- Advancements in medical, surgical, and patient care technologies;
- Integration between med-tech and digital health technologies such as data analytics, remote monitoring, and surveillance;
- Data interoperability and enhanced use of predictive analytics for outcomes improvement; and
- Emerging use of newer technologies such as blockchain, artificial intelligence and wearables to limit patient safety violations.

"Up to 17 percent of all hospitalizations are affected by

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one or more adverse events and around 15 per cent of hospital expenditure is attributable to addressing them. The fact that 30 to 70 percent of these are potentially avoidable makes it imperative to prevent them from happening," explains Anuj Agarwal, Transformational Healthcare Senior Research Analyst at Frost & Sullivan.

"To reap growth opportunities, care providers and market participants should target their patient safety value proposition toward low-penetration areas with significant disruptive potential like antibiotic resistance, cybersecurity, avoidable ED admissions, pressure ulcers, and sepsis."

In the next four years, Frost & Sullivan predicts the following developments:

- Patient safety transitioning from an ancillary to a core value proposition for care providers;
- High adoption of patient and asset tracking as well as identification technologies;
- Increased consolidation in the industry with large med-tech companies going for provision of targeted solutions for key unmet need areas;
- Significant use of remote healthcare technologies such as Internet of Medical Things (IoMT) coupled with increasing healthcare data exchange, leading to disproportionate increase in cybersecurity risks such as protected health information (PHI) compromise and medical device/ implants data breach; and
- Collaboration to develop guidance documents and draft policies for best practices on risk mitigation.

"The lack of clarity on available business models, fragmented and isolated vendor solutions addressing a specific set of issues in a particular segment, and disagreement on ideal patient safety solutions and implementation costs are major hurdles currently facing the market," observes Agarwal.

Patient Safety in Healthcare, Forecast to 2022 is part of Frost & Sullivan's Transformational Health Growth Partnership Service program. Frost & Sullivan works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Cigna in the region-Exploring the healthcare opportunity



The GCC healthcare industry has witnessed a significant rise in growth opportunities, especially as governments across the region have highlighted healthcare as a key focus area for the coming years. The UAE alone will be one of the largest insurance markets in the region, with a market size expanding to AED71.5 billion in 2020.

With the positive trends in this space, Cigna has set out on a journey to continuously enhance our capabilities as a health and well-being partner of choice for clients and customers across the region.

MediWorld ME has talked to Art Cozad, CEO of Cigna Insurance Middle East to find out more about their growing presence in healthcare scene in the region. According to the spokesperson, Cigna has come a long way since the acquisition of the ZIME general insurer license in June 2017. Today, the company is uniquely positioned as a premier provider of health and well-being products and services. Its global expertise and wide range of specialized healthcare benefits and wellness programs enable to go deeper in the region.

Following the acquisition, the company's first-ever solution for the region's Individual Private Medical Insurance (IPMI) segment in Dubai was launched. Cigna HealthguardSM addresses market needs,

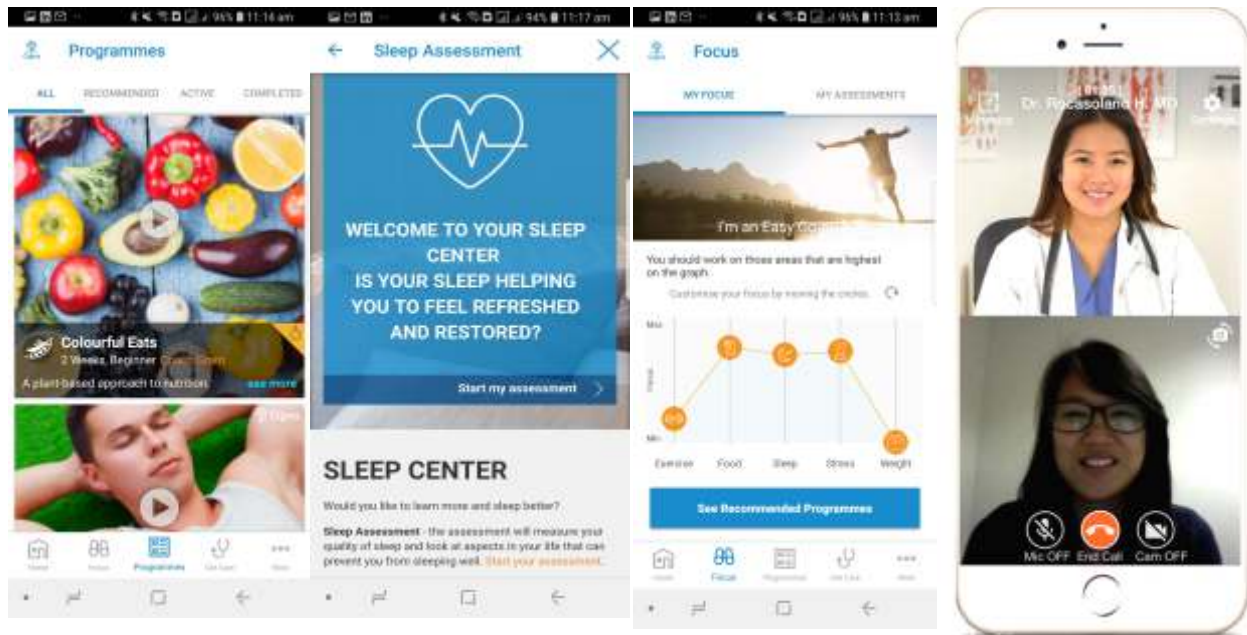
many of which are underscored by its 2017 360o Well-being Survey. This includes the growing gap in workplace health insurance benefits, with 45 percent of UAE respondents saying they pay 'out of pocket' for their medical expenses. The survey also reveals that UAE residents worry about financing their family's health needs, with close to 50 per cent concerned they are unable to pay for their family's or own medical expenses.

Growth prospects

"Cigna continues to accelerate towards its target of becoming the first choice for clients and customers for health and well-being solutions by the year 2022. Some ambitious year-on-year targets – to secure double-digit revenue growth – are expected to help drive continued business expansion.," Mr. Cozad remarks.



Art Cozad



In fact, Cigna inaugurated its new office in the Dubai World Trade Centre (DWTC) in March 2018, which will serve as the headquarters for its MENA operations. The new office is a symbol of Cigna's commitment to the Middle East as they hire and develop more local talent and create long-term value for its partners and customers. As a result, its regional workforce has more than doubled in the past year to over 200 highly qualified professionals.

Transforming healthcare

The region's healthcare sector is witnessing a dynamic change, with factors such as preventive care, a rise in specialist medical services, and integrated healthcare solutions paving the way for maturity in the sector. Notably, the role of technology can help people to manage wellness more proactively, and shift the dialogue from treatment to prevention.

This is reinforced by the findings of the company's 360o Well-Being Survey, which indicates that 57 percent of UAE respondents would be willing to share health data with insurance companies and 34 per cent are open to using a health app to measure their health and fitness goals. E-checkups are also on the rise with 15 per cent of UAE respondents having already done remote check-ups with a doctor, and 25 per cent considering to do it next year.

"With over 200 per cent smartphone penetration in the UAE and close to 100 per cent in the rest of the region, we see digital as an enabler in enhancing the customer journey and bringing our customers closer to better health outcomes," the CEO of Cigna Insurance Middle East explains.


"With this in mind, we recently launched the Cigna

Wellbeing App™ for the Middle East region, which features tools and resources designed to help customers with all their wellness needs. With an extensive health library, tracking dashboard, and general health assessments, the app creates personalized programs that provide a holistic view of the user's health. Additionally, the app has a unique global telehealth service, which connects users with a doctor or specialist via phone or video, allowing them to get a first or second opinion for non-emergency conditions, within the comfort of their homes."

Bringing well-being to the community

With commitment to health and well-being, the company has also introduced a healthy family fun concept in Dubai this year, catering to all people of all ages. The Cigna Park Run will kick off a series of year-long fitness events that are designed to encourage the community to put their health first, and spend a fun day out in their neighborhood parks. The first Cigna Park Run is set to take place on May 5, at Zabeel Park in Dubai.

In a consumer-driven world where people are growing accustomed to interacting with brands on their devices at any given time, it is important for medical insurers to adapt to the trend. Consumers expect the same level of information, detail and options that they have when it comes to making health decisions, which calls for greater data transparency and access. While there have been some great strides toward empowering individuals with healthcare players working to improve the patient experience, we have yet to see a greater focus from the healthcare industry to wholly adapt to the needs of the consumer.

The background of the entire page is a photograph of stilt fishermen in Sri Lanka. The image is taken from a low angle, showing the silhouettes of several fishermen standing on tall wooden stilts in the ocean. They are holding long poles, likely for fishing. The sky is a bright, hazy yellow, suggesting a sunrise or sunset. The water is dark and reflects the light from the sky.

Sri Lanka: Scoring higher than average in healthcare

Sri Lanka, the island country in South Asia, scores higher than the regional average in healthcare having a high life expectancy and a lower maternal and infant death rate compared to its neighbors.

Sri Lanka, is an island country in South Asia, located in Indian Ocean to the southwest of the Bay of Bengal and to the southeast of the Arabian Sea. It is separated from the Indian subcontinent by the Gulf of Mannar and the Palk Strait. The legislative capital, Sri Jayawardenepura Kotte, is a suburb of the commercial capital and largest city, Colombo.

Sri Lanka has a free and universal healthcare system. It scores higher than the regional average in healthcare having a high life expectancy and a lower maternal and infant death rate compared to its neighbors. The country is known for having one of the world's earliest known healthcare systems and has own indigenous medicine system. OPD facilities are readily available in public hospitals situated in major towns and cities, with laboratory and radiology facilities common in most. All doctors and nurses in the government hospitals are qualified and trained, with some of the most experienced staff working at the teaching hospitals.

Despite low levels of health expenditures, Sri Lanka's health indicators are comparable to more developed countries in the region. The public healthcare system also has long waiting lists for specialized care and advanced procedures. As a result, reliance on private care is increased.

Medical equipment & pharmaceuticals

Asia has the fastest growing medical device market in the world due to the vast population of the region and the rapid expansion of the healthcare industry. Although US companies have had difficulty entering these markets in the past, government regulations are relaxing to allow more private investment and loosen regulatory hurdles.

Developing Asian markets have high growth potential in the future compared to more mature markets in Europe. Many markets deemed as 'developing' have highly urbanized population centers with rising expendable wealth, making certain sectors of markets attractive to US companies.

Demand for healthcare services is rising due to an ageing population. Nearly sixteen percent of the population was 65 years of age and over at end-2016 and that figure is likely to double by 2030.

The government continues with its policy of providing free healthcare at public hospitals. The government expenditure for the health sector was approximately \$1.2 billion in 2016. The increased burden for public health care provides opportunities for private sector operators to expand their presence in this sector.

Increasing access to private health services is also a focus of the government, as it is difficult for the public sector alone to meet the demand for healthcare

The success of Sri Lanka's health sector is largely due to its effective public delivery system, which provides both preventive and curative care at low cost. Government-provided healthcare is free for all citizens and accounts for almost all-preventive care and most in-patient treatment.

services. The private sector has invested considerably in healthcare, especially in Colombo and some of the major cities, which has eased some of the burden for the state. The demand for private sector health care has increased with higher income levels and changing preferences. The provision of health insurance has also supported the growth in the private health care sector. However, in October 2016, the Government of Sri Lanka issued regulations setting maximum retail prices for 48 medicinal product formulations.

Public vs. private sector

Approximately 70 per cent of that market share is held by the private sector while public institutions hold the remaining market share. According to pharmaceutical industry experts, the local pharmaceutical industry has grown at a rate of about 15 percent in the past five years and the industry has good prospects for high-volume growth in the future.

The government is encouraging investment in the pharma sector to manufacture drugs locally. Registering of drugs can be time consuming with extensive details required by the authorities. Dismissal of local agents by foreign principals is also complex as the agent has to provide a no objection letter to the authorities for a new agent to be appointed.

The Cosmetic Drugs and Devices Regulatory Authority regulates the pharmaceutical sector to ensure the quality, safety, and efficacy of drugs and medical equipment. Although many pharmaceutical imports are from regional sources, the higher quality and efficacy of Western manufactured drugs is widely acknowledged by medical practitioners and consumers.

Private hospitals in Colombo are equipped with up-to-date equipment, and these hospitals provide good opportunities for suppliers. Government tenders for equipment, pharmaceutical items, and projects represent other opportunities for foreign companies in healthcare. Engaging local representatives with experience in the medical sector and maintaining good connections to both public and private sector health providers are important for medical equipment suppliers to succeed. Diagnostic equipment, operating

The private health sector is likely to benefit from increased opportunities for medical tourism, which is still nascent in Sri Lanka. With the island's rich tradition of Ayurveda medicine and the government's focus on boosting overall tourism numbers, hospitals specializing in traditional medicine could increase their revenue by catering to tourists interested in alternative medicine.

theater equipment, intensive care equipment, clinical analyzers, and hematology equipment continue to offer the best sales prospects for prospective firms.

Effective public delivery system

Sri Lanka's expenditure on health (both public and private) was around 3.2 per cent of GDP, or \$89 per head, in 2012, according to estimates by the World Health Organization. Despite this low expenditure, the health of the population has made great strides, with life expectancy rising from around 60 in 1960 to 74 in 2012, according to the World Bank.

Furthermore, the mortality rate for children fewer than five has fallen from 98 per 1,000 live births to 9.6 per 1,000 births in 2013. Many of its health indicators rival those of more developed countries in the region, such as Thailand and Malaysia. Thailand, for example, has a higher mortality rate for children under five and a similar life expectancy, but spends more than twice as much per head on health.

The success of Sri Lanka's health sector is largely due to its effective public delivery system, which provides both preventive and curative care at low cost. Government-provided healthcare is free for all citizens and accounts for almost all preventive care and most in-patient treatment. However, the public health sector has inadequate capacity, limited access to specialist treatment and inconsistent service standards.

The availability of complex surgical procedures and specialist care in the public sector is limited to the National Hospital of Sri Lanka in Colombo, the capital, and a few other large hospitals in major cities. The waiting list for this type of care is usually very long. In addition to a disparity in the available care between rural and urban areas, the health infrastructure in the north and east of the country is poor owing to damage caused during the country's civil war.

Addressing these shortcomings is the primary role of the private healthcare sector, which tends to focus on the provision of curative, rather than preventive care, and is predominantly centered in Colombo, where disposable incomes are highest. The private sector provides around one-half of outpatient curative care



and around 5–10 per cent of inpatient care. Individuals pay for most private healthcare out of pocket, as health insurance is not widely available. Patients usually have to pay private institutions up-front for treatment. Non-governmental organizations have a very small role in the healthcare system, focusing mainly on family planning.

Healthcare demands to increase

Expenditure on healthcare has grown steadily. In the period 2005–10 Sri Lanka's total expenditure on health is estimated to have grown at a compound annual rate of around 11 per cent, according to a local government think-tank, the Institute for Policy Studies. Private sector spending grew by 12 per cent a year, while government spending increased by 10 per cent a year in that period. Total spending on healthcare per head has risen from \$49 in 2005 to \$89 in 2012, according to the World Bank.

Healthcare spending is likely to increase owing to changes in lifestyles and demographics. The share of the population aged 65 years or older rose to around 14 per cent from around 8 per cent in 2013. As the population ages, the demand for healthcare will increase and it will require changes to the current system, which is heavily geared to improving maternal and child health and fighting infectious diseases.

Although many poorer citizens will not be able to afford private healthcare, rising incomes will mean that an increasing number of people will find the sector more attractive with its perceived benefits of faster, cleaner and more flexible service delivery.

Medical Tourism

The private health sector is likely to benefit from increased opportunities for medical tourism, which is still nascent in Sri Lanka. With the island's rich tradition of Ayurveda medicine and the government's focus on boosting overall tourism numbers, hospitals specializing in traditional medicine could increase their revenue by catering to tourists interested in alternative medicine.

The growth in both public and private healthcare, moreover, will increase the opportunities to export



medical equipment and pharmaceuticals to the island. The opportunities for exporting medical equipment are likely to be greater because the government imposes price controls on all imported medicines. Although the island's changing demographics and income growth are likely to allow for the expansion of private healthcare, the government will face growing challenges to continue to provide universal low-cost healthcare to the population.

The local pharmaceutical industry has grown at a rate of about 15 percent in the past five years and the industry has good prospects for high-volume growth in the future. The government is also encouraging investment in the pharmaceutical sector to manufacture drugs locally.

Pharma outlook

With the recent development, Sri Lanka's aim of developing a pharmaceutical industry should be to penetrate the global market since the internal market is not sufficient for any big firm to operate at optimum levels. According to a report published by Indian Council on International Relations, the global market of pharmaceuticals is about \$1 trillion, and India's export of pharmaceutical products in 2013 amounted to \$13 billion, whereas Sri Lanka was nil. Hence, the pharmaceutical industry offers a very valuable opportunity for Sri Lanka to diversify its manufacturing and export base and thereby reach the goal of upper middle-income country by 2020 and a rich country by 2035.

The Sri Lanka Chamber of Medical Devices Industry (SLCMDI) appointed its new committee for 2018 at the 3rd Annual General Meeting held in Colombo recently. Speaking at the ceremony Minister of Health Dr. Rajitha Senarathne congratulated the efforts of the chamber and wished it success. He also stressed on the importance of local manufacturing of medical devices in a similar fashion to what was implemented for the pharmaceuticals industry through the State Pharmaceuticals and State Pharmaceutical Manufacturing Corporations.

In his inaugural address, President Eran Ranasinghe said, "The chamber represents the collective voice of the medical device importers. Since inception, over 40 members have rallied around the chamber, strengthening its progress. Our quest is to create lasting solutions to the medical devices industry in a regulated, equal opportunity & ethical environment. Representing the collective voice of the medical device importers, the chamber has a growing influence on national legislations. While the chamber does act as an advocate for its members on the various issues, it is also involved in championing issues affecting the medical devices importers at large."

With over 400 registered importers, the demand for medical devices in Sri Lanka is expected to grow up to \$165 million with a steady growth rate of 9.5 per cent in 2018. The budget allocation for healthcare for the year 2018 in Sri Lanka is estimated at 178 billion rupees with over 8 billion rupees dedicated to the purchase of medical equipment for the government sector alone.

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Emdadat transforms healthcare with SAP Ariba



Abdullah Alfifi

Today's healthcare consumers are more educated and demanding than ever. To meet their expectations requires a well-oiled supply chain. And Emdadat is delivering it. Using solutions from SAP Ariba, the company has created a digital marketplace through which medical providers and suppliers can connect and collaborate across the entire procurement process to increase their efficiency and improve quality of care across the Kingdom of Saudi Arabia. Emdadat works to enable local and international businesses to import and export, facilitate market access to Saudi businesses and provide financing and supply chain services.

"At Emdadat, we have successfully integrated healthcare stakeholders into a sustainable ecosystem where they can communicate and trade with greater insight, transparency, efficiency and speed," said Abdullah Alfifi, chief operating officer, Emdadat. "And in doing so, we are transforming the health sector in the Kingdom of Saudi Arabia into one of the finest systems globally and setting a new standard for the way healthcare is sourced and delivered around the world."

To fuel its efforts, Emdadat is connected to the Ariba® Network, and is using the cloud-based applications for sourcing and procurement delivered on it alongside solutions from SAP Hybris and SAP S/4HANA to:

- * Create an intelligent digital sourcing process through which buyers – including hospitals, pharmacies and

doctors, can connect with suppliers who can deliver the right goods and services at the right prices to meet their customers' needs.

- * Ensure that goods are delivered to the right places at the right times under the right conditions.

- * Support healthcare entities to manage their capacity, demand, and medical equipment utilization by integrating with supply chain and sourcing activities in real-time.

The Ariba Network is the world's leading and largest business-to-business trading platform, used by more than 3.3 million companies in 190 countries to transact over \$1.7 trillion in commerce on an annual basis. Using the network, buyers can manage the entire purchasing process from end-to-end, while controlling spending,



Mohammed AlKhotani

finding new sources of savings and building a healthy supply chain. And suppliers can connect with profitable customers and efficiently scale existing relationships, simplifying sales cycles and improving cash control along the way.

"Business is all about relationships especially in healthcare, where contrary to what's often said, business is personal," said Mohammed AlKhotani, Head of SAP Ariba, Middle East and North Africa. "As companies like Emdadat have recognized, networks, and the technology underlying them, are an ideal way to connect the people, information and processes needed to build stronger relationships and drive smarter decisions that yield optimal results."



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"Around 30pc of Scoliosis Surgeries in the UAE are revision cases"

When you think of scoliosis, it is most often associated with kids, during the growth spurt just before puberty. While some cases require a surgery to treat the condition, there are 30 per cent cases that need a revision surgery according to Dr. Zaid Al Aubaidi, Consultant Paediatric Orthopaedic & Paediatric Spine Surgeon at Burjeel Hospital For Advanced Surgery (BHAS).

Simply put, a revision surgery means the first surgery failed to fix the problem, or worse, there is more pain or deformity than you could experience before the procedure. As such, another surgery is required to correct what failed.

"Indeed, most cases we handle in the UAE are revision surgeries for children. Some of these patients have been treated at very high and well recognised centres in Europe and North America because the parents of these children believed that treatment abroad is better. However, this is a myth and its time people break out of it. Treatments in the UAE are not only affordable and cost-effective, but also offer the same international standards, if not higher," said Dr. Zaid Al Aubaidi.



Dr. Zaid Al Aubaidi

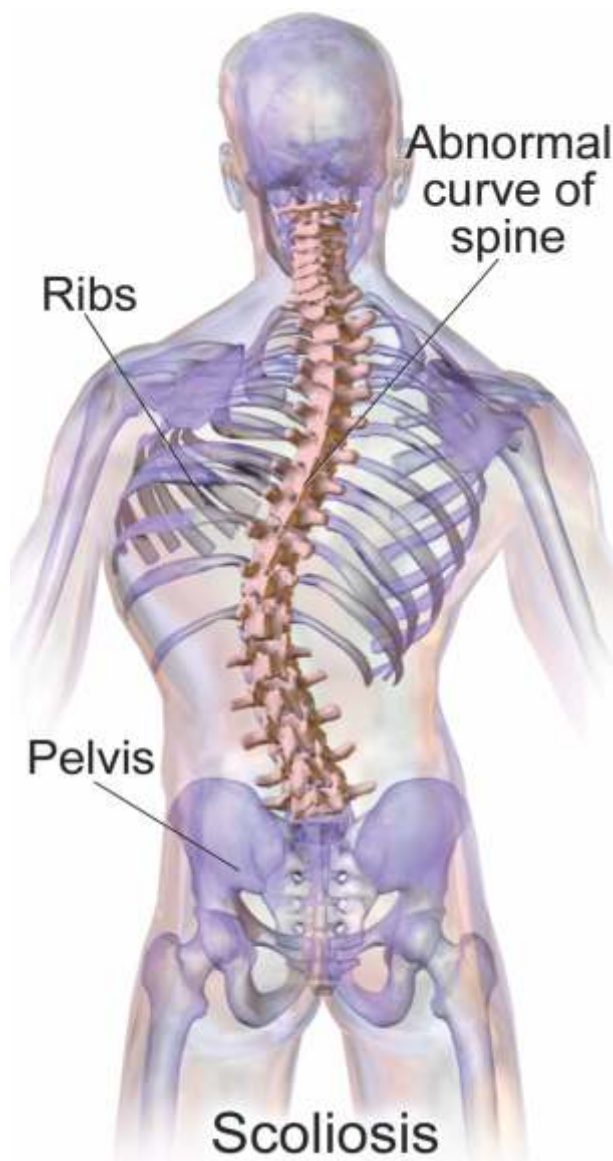
"Scoliosis surgeries are extensive, and the complication rates are even higher, which means when you opt for a surgery outside the UAE, you are not protected and run a risk of undergoing complications. Moreover, these kids have to travel abroad, only to come back to the country to have an extensive surgery much more difficult than the one done before to correct what was done. This puts the child through another round of stress, pain, surgery and anaesthesia, which can take a toll on the child's health." added Dr. Zaid Al Aubaidi.

Dr. Zaid Al Aubaidi has extensive experience in dealing with paediatric spine deformities, like Adolescent Idiopathic Scoliosis, Early Onset Scoliosis, Kyphosis, Cerebral Palsy, Tendon Transfer, Paediatric Hip Treatment, Paediatric Foot Deformity and Limb Deformity Correction. With around 18 years of experience in treating paediatric orthopaedics, Dr. Zaid has performed over 3,000 elective cases and has a massive experience in treating fractures – simple to comprehensive ones.

"The idea behind performing a surgery is to bring about mobility for the child. However, we've often seen that most surgeries done abroad lack a clear concept of the condition, only to leave the patient complaining of dislocation, infection, stiffness and lack of mobility post the surgery. As such, it is very important that experienced and skilled surgeons perform procedures." said Dr. Zaid Al Aubaidi.

Burjeel Hospital for Advanced Surgery (BHAS) has been a pioneer in treating adolescent scoliosis. While the experienced team of doctors at the hospital ensures that the bleeding and infection is minimal, special care is taken to ensure there is no nerve injury which in most cases could affect the walking ability of the child. Additionally, the hospital uses an intraoperative neuromonitoring (IONM) device, which is a special instrument, used to detect any signs of pressure on the nerves while doing the scoliosis surgery. Using this device not only reduces the risk of neuron or nerve injury, but also paves way for faster recovery.

Cost for scoliosis surgeries in the UAE when compared to Europe and North America, is a lot cheaper and helps save time, financial, physical, mental and even emotional stress to the whole family.



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Dubai Bone and Joint Center partners with Dubai Police to offer exclusive service



Dubai Bone and Joint Center (DBAJ), has partnered with Dubai Police to provide a dedicated service to keep police personnel fit and healthy as they continue to keep the emirate safe for citizens, residents, and visitors.

Located in Dubai Healthcare City, DBAJ, a musculoskeletal center that aims to give people with musculoskeletal disorders in the Middle East the chance to live pain-free lives, inaugurated its special customer service section for Dubai Police employees in a ceremony attended by Dubai Police officials and leading figures from Dubai Healthcare City Medical and DBAJ.

The dedicated service for Dubai Police personnel was inaugurated in the presence of Dr Amer Al Zarooni, Chief Executive Officer, Dubai Healthcare City Medical (DHCM); Dr Ali Al Hammadi, Executive Director – Clinical Services, DHCM; Dr Khawla Belhoul, Director, Dubai Dental Clinic; Major Consultant Dr. Khaled AlBehandy, Dubai Police Health Insurance Department; Ms Hana Tayseer, Dubai Police – Esaad Program and Jerry Thomas, Network Manager, Neuron Insurance.

Under the terms of the partnership, which aligns with DBAJ's mission to provide the highest standard of care, Dubai Police personnel suffering from muscular or joint

pain, neurological disorder or those who require neurosurgical interventions, can go direct to the dedicated service section at the DBAJ clinic.

A spokesperson for DBAJ, said of the dedicated service: "DBAJ is committed to providing the highest standard of care to all sections of the community. Dubai Police perform an outstanding job in ensuring the safety of our emirate, so we feel it is our responsibility to assist in ensuring their health and wellness, so they can continue, pain-free, in their duties."

Ensuring high-quality medical services through the use of evidence-based medicine and advanced technologies, DBAJ features 10 specializations under one roof. Its integrated services include: spine, sports medicine, upper and lower limb, rheumatology, pain management, physiotherapy and rehabilitation, imaging, foot and ankle, chiropractic, and neurology. The clinic serves as a referral center for managing musculoskeletal and neurological cases.

DBAJ invests in the newest technologies to provide quality musculoskeletal care, placing the clinic at the forefront of medical advancements in the field through minimally-invasive surgical techniques for spine and other orthopaedic procedures.

Work begins at the UAE's first Proton Beam Therapy Centre



The creation of the first proton beam therapy cancer treatment centre to be built in the United Arab Emirates took a significant step forward as work officially began on site. The centre, which will be known as the Abu Dhabi Proton Centre (ADPC), will be part of the existing Gulf International Cancer Centre (GICC) in Abu Dhabi and situated on a site provided by SBK Holding LLC, the Holding Company of HH Sh. Dr. Sultan Bin Khalifa Bin Zayed Al Nahyan, advisor to the President of the United Arab Emirates.



Proton beam therapy is a highly-targeted type of radiotherapy which can treat hard-to-reach cancers, such as spinal tumours, with a lower risk of damaging the surrounding tissue and causing side effects.

Mike Moran, CEO Proton Partners International, said: "Today marks an important phase in our plans to revolutionize cancer treatment in the UAE and with works officially started, our vision will soon be a reality.

"There is a growing need for proton beam therapy treatment around the world, as it has been shown to deliver significant results for patients. Its effectiveness at lowering side effects compared to traditional radiation treatment, is transforming the lives of many thousands of cancer patients. Currently, there are no centres which offer proton beam therapy in the Middle East, so we are proud that Proton Partners will be the first to be bringing it to the UAE."

Professor Karol Sikora, chief medical officer of Proton Partners International, added: "Studies have shown that at least 10 per cent of patients who receive traditional radiotherapy would be treated more effectively with protons. By offering a variety of cancer therapies, this centre will deliver a fully comprehensive level of cancer care, tailored to fit the different needs of each patient – something which is not available in the UAE at the moment."

His Highness Sheikh Dr. Sultan Bin Khalifa Bin Zayed Al Nahyan, said: "As today marks an important phase in our plans to revolutionize cancer treatment in the UAE and Middle East Region, we aim to provide a world-class medical treatment for all cancer patients. Driven by patient-friendly technology, high-quality medical facilities and proven results we give patients hope again. This will add to the numerous advantages the UAE has that makes it a prime destination for medical tourists."

Preventative vaccine for cervical cancer can save lives

MSD recently hosted a round-table to address the rising issue of the Human Papillomavirus (HPV) and the increasing risk of cervical cancer in the Middle East and North Africa region. The event, attended by experts from across the region highlighted the importance of early detection and regular screening for cervical cancer. The experts also called for the need for governments to increase awareness campaigns around disease prevention and screening including the recommendation of the HPV vaccine.

Today, cervical cancer is the most common HPV-related disease and nearly all cases of cervical cancer can be attributed to HPV infection. As per the World Health Organization, in 2012, it was estimated that cervical cancer accounted for 528,000 new cases around the world. It was also estimated that there were 266,000 deaths from cervical cancer, with more than 85 per cent of these deaths occurring in less-developed regions.

As of 2017, there were more than 1.8 million women in the UAE aged 15 years or older who may be at risk of developing cervical cancer. As per the Information

Centre on HPV and Cancer (ICO), current estimates indicate that every year, 93 women in the country are diagnosed with cervical cancer, with 28 deaths every year. Cervical cancer is a cancer that can be prevented, yet this type of cancer is considered the third most frequent cancer among women in the UAE[9] and the second largest cancer killer among women in this region.

Dr. Muna Tahlak, Consultant Obstetrics & Gynaecology & CEO of Latifa Hospital, Dubai, UAE, speaking at the event said: "We recommend women to have the HPV vaccine which is the primary prevention of cervical cancer. Early detection through screening can prevent the HPV virus developing into cancer, with Pap smear screening being most successful test to detect cervical cancer at an early stage. Yet, we are seeing that most cases of cervical cancer in the UAE are presenting for medical care in the latter stages of the disease, when chances of survival are slim and so the need for increasing education around preventative care has never been greater."

Kalbe inaugurates drugs ingredients and biological products factory

Indonesia's PT Kalbe Farma Tbk (Kalbe) through its subsidiary, PT Kalbio Global Medika (KGM) inaugurated a drugs ingredients and biological products factory that is located in Cikarang. The drug ingredients and biological product factory has obtained the certificate of Good Active Drug Ingredients Manufacturing Methods (CPBBAOB) and Good Drug Manufacturing Methods (CPOB) from the Food and Drugs Monitoring Body (BPOM) and its products are ready to be marketed by the end of 2018.

"The inauguration of this drug ingredients and biological product factory is the form of Kalbe's commitment to take initiative and encourage the creation of integrated pharmaceutical industry, specifically in the form of ingredients independence, mastery of technology, and an increase of exports," said Vidjongtius, President Director of PT Kalbe Farma Tbk. "We hope Kalbe can provide larger contributions for the availability of quality drugs and healthcare products in order to improve the health of the Indonesian people," Vidjongtius continued.

The total early investment of KGM, PT Kalbio Global Medika (KGM) is at Rp. 500 billion to construct the production facility, and allocation of Rp. 200 billion for research and development, as well as technological transfer from China and South Korea.

KGM will manufacture Erythropoietin (EPO) product that is crucial in dialysis and cancer medication. The product is geared to fulfill the domestic needs and is planned to be exported for the ASEAN market and a number of other countries. Aside of Erythropoietin, KGM will also produce Granulocyte Colony Stimulating Factor (GCSF), a medication to increase the production of granulocyte and product with a new molecule,



Efepoietin (Long Acting EPO) which shall function to stimulate the forming of the red blood cells. Furthermore it is planned to produce insulin and a number of MAb (Monoclonal Antibody) products for cancer medication.

"In the operations of the drug ingredients and biological product factory, Kalbe is also preparing manpower who are competent in the fields of biotechnology and genetic engineering that is needed to develop and produce the biological product through a collaboration with I3L (Indonesia International Institute for Life Science)," Vidjongtius continued.

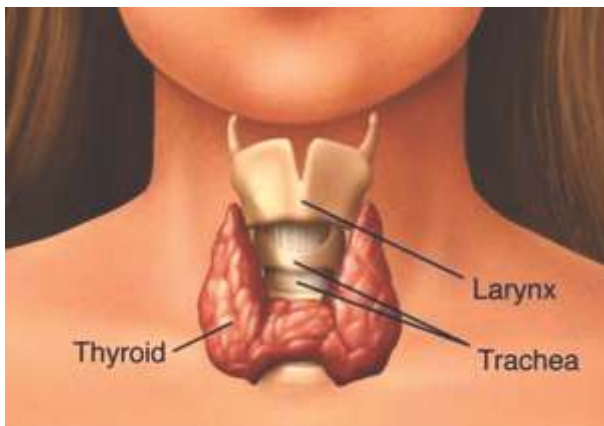
PT Kalbio Global Medika has the facility that produces biological drugs (biosimilar and bio-better) that is located at Delta Silicon Cikarang Industrial Estate on an area of 11,000 sqm. The factory has the advantage of most updated technological facilities, quality system and international-standard facilities, as well as its eco-friendliness.

Doctors warn on cases of thyroid disease in the region

Rough estimates reveal about 5 per cent of patients in the Middle East suffer from thyroid disease. The thyroid is a butterfly-shaped gland in the neck that secretes hormones into the blood stream and is mainly responsible for the body's ability to convert food into energy (metabolism rate) and monitors body temperature.

Dr. Moayed Alhelfi, Consultant Endocrinologist, Medeor 24x7 International Hospital, Al Ain shed light on thyroid disease, "Swelling in the thyroid gland causes a goiter. The abnormally large size of the gland is rarely due to cancer and is usually an indication of hyperthyroidism (an overactive thyroid gland) or hypothyroidism (an underactive thyroid gland). Problems with the thyroid gland affect the metabolic rate, ability to control body temperature and energy levels."

The main symptoms of an overactive thyroid are palpitations, excessive sweating, weight loss, heat intolerance, anxiety, tremors in the hand, and excessive hair loss from the scalp, muscle weakness, loose and frequent bowel movements and protrusion of the eyes



and in the case of elderly patients, heart failure. If a patient suffers from an underactive thyroid, he or she is likely to experience excessive tiredness, unexplained weight gain, feeling cold, constipation, and increased sleep, puffiness under the eyes and aches and pains.

Thyroid diseases are caused by various factors: in some instances it can be an autoimmune condition where the body attacks the thyroid gland for unknown reasons. Iodine deficiency is the major cause of goiter, but this is fast being eradicated worldwide because iodine is readily available in the diet. Some races are more susceptible to the condition than others according to Dr. Moayed Alhelfi, Consultant Endocrinologist at Medeor 24x7 International Hospital, Al Ain. "I have come across overactive thyroid conditions in Asian ladies who live in the UAE. This is because they are quite stressed. On the other hand, Emirati women are more likely to suffer from an underactive thyroid because of their genetic makeup."

In most cases, the thyroid condition can be controlled through medication: for an overactive thyroid, medications to suppress the overproduction of the hormone are prescribed. For those suffering from hypothyroidism, thyroid hormone replacement is



Dr. Moayed Alhelfi

administered. One of the most common Hyperthyroidism treatments today is Radioactive Iodine which can destroy all or part of your thyroid. While there are instances when you don't need to destroy the entire gland to alleviate your hyperthyroid symptoms, the total destruction of the thyroid is most often necessary. This treatment is reliable and safe.

Depending on the dose, radioactive iodine can kill a portion, or all, of your thyroid. Your doctor will order a radioactive iodine uptake and scan to determine your dose, the cause of your hyperthyroidism, and information about your thyroid tissue. Approximately 90 per cent of patients need only one dose before they are cured of their hyperthyroidism. Though you may only need a single dose, it may take up to six months before the medication fully destroys all or part of the thyroid. Fortunately, most patients experience reduced symptoms about a month after treatment. However in extreme cases, a thyroidectomy -- a surgery to remove the thyroid gland will be performed.

Dr. Moayed said, "Dysfunctional thyroid gland is removed through surgery once the operation is complete, the patient will be monitored for complications. During the surgery, to reduce the risk of vocal cord nerve injury, we use a neuromonitor device to detect the position of the vocal cord nerve. For most patients, walking and normal routines can resume the day after the operation, but vigorous activity and heavy lifting are not recommended for two weeks."

Most patients are concerned about the thyroid surgery affecting vocal cords and ultimately speech, but Dr. Moayed explained that, "Some patients may notice subtle voice changes or the voice may tire by the end of the day; these voice alterations generally normalize within 2-3 months. If voice changes persist, patient should advise the surgeon or endocrinologist to evaluate further. And, some patients may require lifetime thyroid hormone replacement when one or both lobes of the thyroid are removed."

AirBridgeCargo Airlines and PACTL to extend pharma solutions in China



AirBridgeCargo Airlines (ABC) and Shanghai Pudong International Airport Cargo Terminal Co., Ltd (PACTL) have signed a Memorandum of Understanding on cooperation in the sector of time & temperature sensitive shipments, primarily focusing on pharmaceutical and healthcare products.

The agreement will serve as a commitment by both parties to develop, expand, and promote business cooperation in this area, and corresponds to the strategic cooperation agreement between ABC and Shanghai Airport Authority signed in September 2017.

With both companies already IATA CEIV Pharma-certified, the MoU concentrates on the enhancement of operations for pharmaceutical shipments by optimizing internal procedures, strengthening

personnel skills, and leveraging innovative IT technologies to deliver the best customer experience and achieve the optimum benefit to support the well-being of end-user patients around the world.

Christian Haug, Vice President of PACTL, said: "Now it's the right time to collaborate with AirBridgeCargo. PACTL's IATA CEIV has been granted since the very beginning of 2016 and the PACTL Cool Center is the newest contribution to cool chain infrastructure for all temperature sensitive goods in PVG. The facility is about 3,500 sq m and with the capacity to handle 100,000 tons annually. Meanwhile, PACTL provides integrated, qualified, and reliable cool center solutions, and advocate to eco-friendly concepts to improve the customer values. There's no doubt that PACTL will assist AirBridgeCargo to coordinate with all parties for TTSP shipment handling and storage."

China has been the backbone of ABC's strategy from the day first of its operations, with the company strengthening its footprint and introducing more destinations and frequencies to meet the needs of its customers. Shanghai was among ABC's first online stations in China and the company is increasing frequencies each season, currently operating more than 20 weekly flights, with the support of its trusted and reliable partners, such as PACTL.

The official signing ceremony was held on the first day of the Air Cargo China 2018 exhibition, which takes place in Shanghai every two years and is considered to be one of the world's major logistics events.

Experts raise concerns on rising incidence of Inflammatory Bowel Disease

On the occasion of World IBD Day, leading experts in the UAE are raising awareness on the growing incidence of Inflammatory bowel disease (IBD) among communities in the Middle East. Inflammatory bowel disease refers to two disorders, ulcerative colitis (UC) and Crohn's disease (CD), that involve chronic inflammation of the digestive tract.

In IBD, the normal immune response is overactive in the gastrointestinal (GI) tract within the digestive system. This causes inflammation of the GI tract, which can result in swelling, blockage, and infections. There is no known cause for UC or CD, although many researchers believe that the interaction between genes, the body's immune system, and environmental factors may play a role. Often diagnosed during young adulthood, UC and CD are debilitating diseases that patients have to manage throughout their lives.

"Living with these conditions has a major impact on a patient's physical and emotional wellbeing, and can greatly affect social interactions with family life, work or studies. There are high unmet needs and challenges that

people face, especially in managing the disease progression. Gaining further insight into the complex science of these diseases and continuing the development of new treatment options is of critical importance," said Dr Samir Elawady, Consultant Gastroenterology in United Medical Center in UAE.

Ulcerative colitis impacts only the colon and rectum, which is the large intestine, and is marked by ulcers (open sores). The most common symptoms of UC include abdominal discomfort and blood or pus in diarrhea. On the other hand, Crohn's disease can impact any part of the digestive tract. Common symptoms may include abdominal pain, diarrhoea, rectal bleeding, weight loss, and fever.

Various stakeholders including governments, communities, hospitals and the pharmaceutical industry can play a collaborative role in increasing awareness about IBD in UAE and the region, and become active advocates in improving the lives of people living with ulcerative colitis (UC) and Crohn's disease (CD).

Pharma experts discuss GCC \$1.55 billion generics market at Abu Dhabi event

The emergence of a strong generics sector is accelerating growth in the Middle East and Africa's pharmaceutical industry, according to participants in the first Advisory Board meeting for the inaugural CPhI Middle East & Africa, which takes place at the Abu Dhabi National Exhibition Centre (ADNEC) on 3-5 September 2018.

Highlighting the government-driven opportunities for new players in the market, Claudia Palme, Advisory Board Member and Managing Director, 55east said: "The countries that have traditionally driven development in the past, such as Saudi Arabia, Algeria and the Gulf State have agendas to further fuel access to healthcare and balance financial demands, while providing a high-level standard of care. The less affluent countries in the region are looking to find solid, high-quality affordable specialty generics to upgrade their health care systems."

Regional governments' spending on pharmaceuticals is concentrated on addressing diabetes, heart disease and cancer caused by rising obesity rates, which have almost tripled since 1975. Elsewhere, ageing populations – a result of better medical care earlier in life – require the introduction of new treatments and medicines and the region is also focused on reducing the number of stillbirths and introducing new vaccination programs.

"Receiving a direct boost from government policy and the emergence of new age manufacturing facilities, the region's generics sector has performed well over recent years. Domestic production accounts for approximately 45 per cent of drug consumption in the Middle East, with generics in the GCC alone valued at \$1.55 billion in 2016, following CAGR of 15 per cent between 2009 and 2016," commented Cara Turner, Brand Manager – Pharma, UBM.

In Africa, generics is one of the most vibrant sectors of the pharmaceutical market, worth \$4 billion and expected to reach values of \$18 billion by 2020, following annual growth of 22 per cent. Further comparisons drawn from a new report from MarketLine predicts that the global generics market will achieve double-digit growth through 2021, following its 2016 market valuation of \$318 billion.

MEA government incentives have actively encouraged local and regional manufacturers to scale up operations, resulting in larger product portfolios to fulfil national needs and reduce overall manufacturing overheads. Capitalising on the trend, US and EU firms are now



Cara Turner

entering the market with greater ease through contract manufacturing.

In the UAE, a national health strategy to decrease the cost of medicine and limit the country's escalating healthcare bill, has seen the Ministry of Health (MoH) working to increase the number of generic drug manufacturing facilities in the country to 30 by 2020.

Manel Chikh, Board Member and Co-Founder and CEO of Zaphyr Pharmaceuticals, said: "Government policies and efforts across the MEA region to reduce drug expenditure whilst simultaneously improving access to quality and cost-effective medicines for patients has resulted in the strong performance of generics. Affordability will be the key consideration for both payers and patients, and the most cost-effective options will typically be generics."

In turn, a manufacturing boost is supporting the MEA industry to increase access to innovative drugs, diagnostics and treatments, meaning many FDA and EU approved medicines can be commercialised in as little as a few months in some countries.

Over 200 local, regional and international exhibitors from more than 30 countries are expected to attend and 5,000 pharma professionals are expected to participate in the three-day show, around half of which will come from the MEA region. Running in parallel with the exhibition will be a range of content sessions addressing the latest market trends in the MEA, delivered through a number of keynote presentations, as well as a host of networking opportunities.

Need for comprehensive stroke care highlighted



Boehringer Ingelheim, one of the world's leading pharmaceutical companies, recently inaugurated its 4th META Stroke Academy in the United Arab Emirates. The two-day event included over 150 leading neurologists and cardiologists from across the region who shed light on the importance of implementing immediate stroke prevention and treatment processes so that lives of stroke patients can be saved and permanent disabilities reduced.

The META Stroke Academy is accredited by three reputable bodies including the Dubai Health Authority (DHA), European Board for Accreditation in Cardiology (EBAC) as well as the European Stroke Organization (ESO) to drive the program's overall scientific value.

The META Stroke Academy focuses on prevention of stroke and immediate treatment on occurrence to save lives. Prevention of stroke measures involves identification of risk factors, which may include the increased prevalence of hypertension, diabetes and a high BMI. The increased incidences of these diseases lead to a number of complications that include atrial fibrillation, irregular blood circulation, and tendency for blood clotting, which requires effective available treatment to minimize the chances of stroke occurrence.

A stroke occurs when the blood supply to part of your brain is interrupted or reduced, depriving brain tissue of oxygen and nutrients. Within minutes, brain cells begin to die. Atrial fibrillation (AF) is the commonest persistent cardiac arrhythmia (irregular heartbeat) and is an important cause of stroke. In atrial fibrillation, blood can pool in the heart's upper chambers (atria) and form blood clots. If a blood clot forms, it can travel from the heart to the brain, obstructing the flow of blood to the brain and causing a stroke.

Dr. Nooshin Bazaragani, Board Member, World Heart Federation, and Chair – Prevention Working Group of Emirates Cardiac Society said, "Stroke and cardiovascular diseases (CVDs) are the most common causes of death worldwide. 'Stroke is a feared and

common complication of atrial fibrillation and is associated with significant mortality and morbidity. Patients with atrial fibrillation are five times more likely to have a stroke, which has become a major issue for the UAE's healthcare systems."

"According to studies, heart diseases have increased mortality rates in the UAE, and is the number one killer in the country. The prevalence of Atrial Fibrillation in the Middle East stands at 15 per cent. However, Africa is lower than other regions in the developing world with only 1.6 per cent to 6.9 per cent in stroke patients, 4.6 per cent to 5.5 per cent in cardiology patients. In addition, Ischaemic strokes are the most common type of atrial fibrillation related stroke and can cause considerable disability and possibly death. This is a strong indication of the need for community members to recognise heart disease symptoms and know the optimal action to take in response to heart disease," added Dr. Bazaragani.

Dr. Suhail Abdulla Al-Rukn, Neurology Consultant and Stroke Specialist, Neurology Department at Rashid Hospital also noted, "We need to continue to intensify our efforts to developing dedicated stroke care centers, which will directly lead to faster and better patient outcomes and aims to provide superior technology with multidisciplinary teams that exclusively manage stroke patients in a ward. Having such centers will decrease the mortality rates, the complications and outcomes of stroke. This because patients loose about 120 million brain cells within 1 hour of suffering from a stroke incident. The underlying aim here is to deliver the right patient to the right medical facility in the right time frame. In the UAE, there are more than 10,000 stroke cases per year. We believe that over 80 per cent of all strokes are preventable by lifestyle adjustments."

"Rapid diagnosis in a dedicated stroke centre can quickly determine the stroke and immediate medical treatment, in less than 60 minutes, known as the Golden Hour reduces the chances of further complications. Our aim is to improve thrombolysis rates to reach an average of 18-20 per cent (a worldwide best practice), establish tele stroke units in urban areas, as well as increase patient awareness to recognize symptoms leading to stroke. It is worth mentioning that within two years, Rashid Hospital has succeeded to reduce the door-to-needle time frame from 95 minutes to 45 minutes," added Dr. Al Rukn.

The META Stroke Academy has emphasized on accelerating the decreasing door to needle times-which is the interval between patient's arrival to the hospital and starting the treatment; support in establishing a dedicated stroke unit in hospitals which will directly lead to faster and better patient outcomes and; The most important objective is of raising and increasing the awareness of a robust stroke management among community and healthcare professionals.

MENA MedTech industry to boost digital transformation of health services



Under the patronage of His Excellency Dr. Salem Abdul Rahman Al Darmaki, Advisor to UAE Minister of Health and Prevention, MENA MedTech Forum, the region's largest forum for Medical Technology came to a close after two days of continuous deliberations and workshops to discuss the future of digital healthcare, and its opportunities and challenges for the region.

Experts from across the world, and MedTech industry executives from the MENA region, pledged to join forces to boost digital transformation of healthcare systems across the region, at the 4th MENA MedTech Forum, which took place in Dubai on 25- 26 April. Organized by Mecomed - the medical devices, imaging and diagnostics trade association for the Middle East and Africa, the forum also had experts address key topics including cybersecurity for medical devices, value-based healthcare, unleashing talent potential and Innovative Digital Health Technology.

Delivering the keynote address on the role of governments in fostering science and medical innovation, His Excellency Dr. Salem Abdul Rahman Al Darmaki, Advisor to the UAE Minister of Health and Prevention, said, "Healthcare needs innovation, not architectural creations. Right now, digitization and innovation is a crucial driver of growth within this sector. I'm glad that organisations such as Mecomed, and other industry representatives are actively supporting this agenda. Digital health methods and applications are at the forefront of addressing myriad healthcare challenges across many countries, including the increasing battle against chronic diseases and the pressure to reduce healthcare spend."

The 4th edition of the annual forum was themed 'global trend of healthcare digitization and its impact on the MENA region'. While many firms regionally are working towards inducing the power of digital health within the sector, the promise of digital healthcare also raises legal and practical issues which require

regulations from the industry and regulators within the MENA region.

"Technology and innovation have been a pivotal force in the growth of the medical industry, and in making significant contributions to the welfare of society. This region is poised for fast-tracked growth through innovation across all sectors. We believe that it is important to encourage discourse on crucial aspects that help regulate and pave the way for the future of the MedTech industry. This year, the MENA MedTech Forum discussed some effective solutions into how we can work together to create effective regulations and deliver great value to the patients of this region" said Dr. Rami Rajab, Chairman of Mecomed.

Another engaging seminar was that of Paul Epping, Principal Consultant at Philips Healthcare, who underpinned the importance of cybersecurity for medical devices. From manufacturing devices and developing software, to installing and connecting these devices, all steps need to be secure and easily monitored. Paul added, "A medical device is not a stand-alone entity, but is linked to our hyper connected society. Which means that the data produced by, and exchanged with other sources, are exposed to various risk factors. The entire process needs to be secure and regulated to ensure utmost safety and security in the cyber world."

This year, Mecomed also focused on value-based healthcare to ensure optimal use of resources wherein the focus in decision-making includes a broader value perspective instead of a mere focus on price. In this session, a panel representing different stakeholders provided their insights on the benefits and challenges in implementing such a framework.

Mecomed represents 37 MedTech manufacturers operating in the MEA region, and has been working towards ensuring the highest standard of ethics in business practice, having recently adopted a new code of Ethical Business practice to institute policy changes that affect how MedTech companies support the training and education of Healthcare Professionals in the region. In addition, Mecomed members have recently decided on expanding their reach to include the Sub-Saharan Africa region.



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Type 2 diabetes & safe fasting in Ramadan reviewed



number of diagnosed patients, but to raise awareness and treat and prevent diabetes complications within the diabetic population."

"For patients fasting during Ramadan, doctors need to carry an assessment and individualized plan which covers physical activity, meal planning, glucose monitoring, dosage and timing of medications. To avoid hypoglycaemia, the

AstraZeneca recently partnered with leading diabetologists from the Middle East Africa region to shed light on safe fasting during the Holy Month of Ramadan. During the forum, the experts discussed the ideal patient algorithm in light with the latest available guidelines (DaR guidelines- Diabetes & Ramadan International Alliance in partnership with International Diabetes Federation) and best of religious and medical recommendations for fasting type 2 diabetic patients.

The National Agenda of UAE 2021 emphasizes the importance of preventive medicine and seeks to reduce lifestyle related diseases such as diabetes and cardiovascular diseases to ensure a longer and healthier life for citizens. AstraZeneca shares this objective with the UAE government and will sustain all efforts to support the diabetes management of patients in Ramadan.

The prevalence of type 2 diabetes in the United Arab Emirates is amongst the highest in the world. By 2020, an estimated 32 per cent of the adult population (age 20-79), including nationals and expatriates, may have diabetes or prediabetes posing an economic burden approximated at \$ 8.52 billion USD if current trends continue.

Signs and symptoms of type 2 diabetes often develop slowly. Patients need to look out for common symptoms that include increased thirst and frequent urination, increased hunger, weight loss, fatigue, blurred vision, slow-healing sores or frequent infections, as well as areas of darkened skin.

Dr. Abdulrazzaq Ali Al Madani, Consultant Endocrinologist, Al Borj Medical Centre and Chairman of the Emirates Diabetes Society said, "Diabetes in the region is a soaring epidemic. The rapid change of lifestyle across the region has led to striking increased rates of the disease. The increased prevalence of type 2 diabetes in the Middle East region has made it a key priority to the region's government's health agenda. Lifestyle interventions and adherence to medications are central to disease prevention and management. Awareness campaigns, specialized clinics and financial investments are some of the actions implemented to address not only the increase in

predawn meal needs be taken as late as possible before the start of the daily fast, with a strict control over oils, carbohydrates and sugar intake. Normal levels of physical activity must be maintained whenever possible. However, the biggest concern remains that most people don't fully understand the complications associated with diabetes," added Dr. AlMadani.

Moreover, Dr. Mohamed Hassanein, Chairman of Diabetes & Ramadan International Alliance, Consultant in Endocrinology, Dubai Hospital also said, "Ensuring the optimal care of patients with diabetes who fast during Ramadan is crucial. Earlier last year, we worked on a consolidated review of our work which was published in Elsevier's 'Diabetes Research and Clinical Practice' medical journal; a practical guidelines that provides evidence based strategies to enhance the management of Diabetes during Ramadan. As part of our efforts, we are reviewing newly published data on diabetes management and Ramadan with the use of SGLT2 inhibitors."

"Because of this, it has been proposed that they can provide a safe treatment option for patients with type 2 diabetes management during Ramadan. However, an increased risk of dehydration in vulnerable patients has also been observed with this class, which may be a particularly pertinent issue during Ramadan. Having reviewed current clinical evidence and the scope of benefits, the use of SGLT2 inhibitors for treatment of adults remains favourable by patients. Our long-term goal is to bring about a progressive behaviour change among fasting patients and communities, added Dr. Hassanein.

Dr Anamarija Gjurovic, AstraZeneca's Medical Director for Gulf countries noted, "At AstraZeneca, we are pursuing high science research and early action treatment options to support people living with diabetes. The need for ongoing clinical research has never been more important. We continue to work towards ensuring innovative treatment options and approaches to manage the disease, and are committed to serving the medical community, with ongoing research and studies and product information to help address the needs of those living with diabetes."

Rigorous data analysis key to fighting rise of cancer



With cancer set to rise faster in the Middle East than any other region by 2030, global healthcare professionals, policymakers and patients identified and discussed the key topics of prevention, data research and the stigma associated with the disease at the inaugural War on Cancer Middle East event.

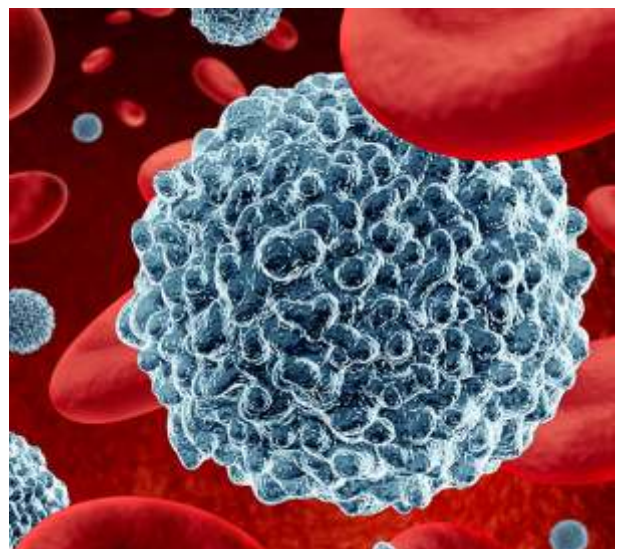
The Middle East has seen cancer grow at an expedient rate, with over 555,000 new cancer cases a year and 393,000 (70pc) mortalities. Palliative care (for the terminally ill) in the region is a pressing problem, as only two out of twenty countries in the region have a plan in place to tackle the issue.

War on Cancer Middle East explored some of the best practices learned from other events in the global War on Cancer initiative, and evaluated the scale of the problem in the Middle East. With a booming youth population and ambitious plans for the future, the event came at an important juncture for the region, drawing exceptional speakers, as well as delegates from the local and international media, industry professionals, government bodies, patients and academics.

The three general themes that were addressed were prevention, stigma and research (specifically a lack of data). Effective strategies to prevent serious cases of cancer include creating a climate that encourages early detection, through greater

awareness of environmental triggers and a more structured system. A widespread stigma for cancer patients holds back progress in this area, and threatens progress. There is also a pressing need to build a regional database to push forward research throughout the countries through closer collaboration.

"There are three main pillars for successful cancer treatments in the region that need to be put into place throughout the Middle East in order to enable consistent and standardised results. The first is a structured system that follows each stage of cancer, from detection, to treatment, to palliative care and finally psychological help. The second pillar is



sustainability of services to enable us to ensure maximum outcomes in all cases", HRH Princess Dina Mired, president-elect, Union of International Cancer Control (UICC).

Professionals believe that having a structured and standardised cancer control plan is extremely important in producing a positive outcome. Each step needs to be analysed thoroughly if it is to lead to improved outcomes for the patients, whether that is treatment, financial issues or working with management and governments.

"The hope and aspirations for the region in the future are positive given the financial infrastructure being put into place. In order to improve prevention in the Middle East, there are a lot of environmental triggers including smoking, pesticides, sun, obesity due to inactivity and people needing to be educated on risks, this would aim to stop the avalanche of new cancer patients. Early testing is a pivotal part of prevention but also improves chances of survival. A lack of research and data regarding cancer, for example which cancers are prevalent in the region and how and why these vary must be resolved to facilitate research," said Vivek Muthu, chief health adviser, The Economist Intelligence Unit.

Getinge announces global launch of new GSS Steam Sterilizer



Getinge, a leading global provider of innovative medical technology, announced the worldwide launch of its flagship GSS Steam Sterilizer series, which is specifically designed for use by companies in the life science industry. The new GSS Steam Sterilizer for life sciences is available in two different versions – GSS R for biomedical research and GSS P for pharmaceutical production. Getinge is introducing them at AICHEMA 2018, the German Society for Chemical Engineering and Biotechnology's (DCHEMA) congress, which is taking place June 11-15 in Frankfurt.

"We designed our new GSS Steam Sterilizer series from the ground up to meet the specific needs of organizations involved in biomedical research and pharmaceutical and biotech drug discovery and development," said Jens Knoke, Vice President of Business Development, Life Science, Getinge.

"This new generation of steam sterilizers is fully aligned with the needs of organizations conducting biomedical research and producing pharmaceuticals. They offer improved lead time and documentation, and are customizable, reliable, fast and precise – features and attributes that are of critical importance to companies and laboratories working in the life science industry."

He added, "In developing this new GSS Steam Sterilizer series for life science, we drew on Getinge's decades of expertise and global experience in the production of both lab science and healthcare sterilizers, as well as

input from customers. Our portfolio of steam sterilizers has been demonstrated to reduce process time, offer fast turnaround, and reduce energy needs and costs. We look forward to launching the GSS Steam Sterilizer series to life science customers around the world."

The new GSS Steam Sterilizers are available in a range of sizes and offer a set of options to adapt to customers' individual needs. They are designed to reduce lead times and are Good Automated Manufacturing Practices (GAMP)-5 compliant.

"We developed the GSS P and GSS R Steam Sterilizers to be easily integrated into the customer's production facility and with ease of

qualification as their cornerstone," said Joakim Larsson, Product Line Manager, Life Science Sterilizers, Getinge. "Not only do we provide our customers with the steam sterilizer, we also provide a top-of-the-line documentation package, project management, control systems with connectivity to customers' IT systems, data integrity and the support structure."

The GSS R Steam Sterilizer for biomedical research was designed to help laboratories and biomedical research facilities achieve reliable containment and scientific data integrity and secure biosafety levels. It has a stainless steel design and can be put into operation quickly because of its advanced process management system and documentation, which ensures easy validation and compliance with local regulations. It offers standard chamber sizes ranging from 10 to 400 cubic feet and three control systems. To prevent cross contamination the GSS R can be equipped with traditional air differential barriers or bioseal requirements that guarantee an airtight seal capable of preventing the passage of airborne microorganisms.

The GSS P Steam Sterilizer for pharmaceutical production is designed to offer reliable contamination prevention, streamlining the process and helping customers achieve high performance and maximum productivity. It can be put into operation quickly because of its Quality system, which ensures ease of validation, compliance with GAMP-5 as well as global and local regulations. It offers standard chamber sizes ranging from 10 to 400 cubic feet, three control systems, and a set of options. The range of options includes double or single doors, door interlock to prevent cross contamination, jacket cooling for water recirculation, and processes for liquids in open or closed containers.

MediCapture rolls out new MVR pro medical video recorders



MediCapture is giving customers an exclusive first look at the new MVR Pro medical video recorders, which offer a complete package of advanced features designed to benefit today's medical offices, surgery centers and hospital facilities.

The new MVR Pro video recorders offer full workflow connectivity and Gigabit Ethernet speeds to connect to the hospital network servers for the transfer of video files or to stream to other rooms for training purposes. The DICOM option provides even easier retrieval of patient information and storage to the Hospital Information System (HIS).

Customers can choose between HD or 4K Ultra HD versions, depending on which resolution works best for their surgical procedures and network facility. Both resolutions provide crystal-clear visual clarity, but it is 4K that truly delivers the life-like detail that is beneficial during minute, complex surgeries.

"What makes these new recorders truly unique is the ease of operation and functionality that comes with a sturdy, built-in monitor with intuitive touch screen, multiple storage options, and compatibility with other equipment and networks," said Mike Bishop, CEO of MediCapture. "In fact, these recorders are so intuitive, there is little to no formal training needed."

The MVR Pro medical video recorders was recently featured at EAU18 -- The European Association of Urology -- in Denmark. MediCapture's easy-to-use



recorders save high definition video and images directly to a USB flash drive, local hard drive, or network drive. The recorders work with virtually any medical video device including endoscopes, arthroscopes, surgical microscopes, ultrasounds, C-arms, and more. MediCapture also offers medical video recording solutions to OEMs and integrators.

Virgin Atlantic Cargo confirms GD compliance for pharma zone at Heathrow



Virgin Atlantic Cargo has been granted a Wholesale Distribution Authorisation (WDA) for its global headquarters operations and its new Pharma Zone at Heathrow Airport, confirming the airline's compliance with Good Distribution Practice (GDP) and its ability to maintain the quality and integrity of medicinal products for human use.

WDA was established by the UK Government's Medicines and Healthcare Products Regulatory Agency (MHRA), which is recognized as a trusted and independent source of expertise throughout Europe, working closely with the European regulator, the European Medicines Agency (EMA). The MHRA also collaborates with other international regulators, including the US Food and Drug Administration (FDA).

Virgin Atlantic Cargo's WDA accreditation for its VHQ global headquarters follows its handling partner dnata

also gaining WDA for its Cargo Point operation at Heathrow, which incorporates the Pharma Zone, shared by Virgin Atlantic and its joint venture partner, Delta Cargo.

Alongside new facilities and equipment, Virgin Atlantic's network connecting major international pharma markets is the other key factor boosting its share of pharma volumes. Through its JV with Delta Cargo, Virgin now offers almost a quarter of all transatlantic cargo capacity, the busiest global lane for pharma shipments. Virgin serves a total of 11 U.S. destinations, offering direct services to the UK and fast connections into Europe. Demand is also up for pharma services to India and China.

Dominic Kennedy, Managing Director of Virgin Atlantic Cargo, said: "The standards and requirements for everyone involved in the transportation of pharmaceuticals and life science products set out clear guidelines of what is expected of airlines serving customers in this growing market. We have been listening to our customers and responding to what they want. Wholesale Distribution Authorisation (WDA) was the regulatory compliance they asked us to achieve and now we meet their requirements at both our global headquarters and Pharma Zone. We can measure our customers' approval by the increasing pharma bookings they are giving us."

**Annual Digital Healthcare Asia**

8-11 May
Singapore
ibc-asia.com

World Summit on Toxicology

11-12 June
Rome, Italy
scientificfederation.com

Global Conference on Nephrology

11-12 June
Dubai, UAE
nephrologyconference.com

LYOTALK Ireland

11-12 June
Dublin, Ireland
<http://lyotalk.com/ireland.php>

MD&M East New York, USA

12-14 June
<https://advancedmanufacturingnewyork.com/mdm-east>

Private Healthcare Summit

18 June
London, UK
<https://summit.privatehealthcare.co.uk>

World Congress on Pharmacology

18-19 June
Paris, France
<http://natural-compounds-chemistry.pulsusconference.com>

Microbialmeet

19-20 June
Dubai, UAE
microbialconference.com

International Conference on Neurology

21-22 June
Osaka, Japan
<http://neurocongress.alliedacademies.com>

Int'l Research Conference on Science, Health and Medicine

6-7 July 2018
Paris, France
ircshm.com

BIO World Congress on Industrial Biotechnology

16-19 July
Pennsylvania, USA
bio.org/events/bio-world-congress

ME Obesity, Bariatric Surgery & Endocrinology Congress

6-7 August
Abu Dhabi, UAE
<https://obesity-middleeast.conferenceseries.com>

Medical Fair ASIA

29-31 August
Singapore
medicalfair-asia.com

Int'l Conference on Food Safety and Health

30-31 August
Dubai, UAE
<https://foodsafety.nutritionalconference.com>

Microbialmeet

3-4 September
Dubai, UAE
<https://microbialconference.com>

World Conference on Pharmaceutical Chemistry & Drug Design

3-5 September
Dubai, UAE
<https://drug-chemistry.pharmaceuticalconferences.com>

Medical Devices and Hospital Equipment Expo

12-14 September
Tokyo, Japan
reedexpo.co.jp

Annual Pharma Regulatory Affairs Summit

18-21 September
Singapore
ibc-asia.com

World Congress on Gynecology & Obstetrics

20-21 September
Toronto, Canada
<http://scientificfederation.com/gynecology-2018>

International Health and Wealth Conference

28-30 October
Penang, Malaysia
ihw-conference.com

Fertility Forum

2 November
London, UK
<http://uat.fertility-forum.com>

The Patient Show

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Lagos, Nigeria
<http://thepatientshow.com>



Quick References

BAHRAIN

Royal Bahrain Hospital
Tel: +973 17 246 800
www.royalbahrainhospital.com

KIMS Bahrain Medical Centre
Tel: +973 17 822 123
kimsbhrn@batelco.com.bh
www.kimsbh.com

Dr. Sulaiman Al-Habib Medical Center
Tel: +973 77 310 000

Al-Amal Hospital
Tel: +973 17 602 602
admin@alamal-hospital.org
www.alamal-hospital.org

Al-Hilal Hospital
Tel: +973 17 344 700
Email: info@alhilalhospital.com
www.alhilalhospital.com

Al-Kindi Specialised Hospital
info@alkindihospital.com
www.alkindihospital.com

American Mission Hospital
Tel: +973 17 790 025
www.amh.org.bh

Awali Hospital
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Bahrain Defence Force Hospital
(also known as Bahrain Royal Medical Services or Military Hospital)
Tel: 973 17 766 666
www.bdfmedical.org

Bahrain Specialist Hospital
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bshinfo@bsh.com.bh
www.bsh.com.bh

Dr. Tariq Saeed Hospital
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www.dermoplast.com.bh

German Orthopedic Hospital
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www.germanortho.com

Gulf Dental Specialty Hospital
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www.gulfdental.com

Gulf Diabetes Specialist Center
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www.gulfdiabetes.com

King Hamad University Hospital
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Noor Specialist Hospital
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www.hadiclinic.com

London Hospital
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New Mowasat Hospital
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www.starcarehospital.com

Al Hayat Hospital
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www.alhayathospital.com

Hatat Polyclinic
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Al Raffah Hospital
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www.dmhealthcare.com

Badr Al Samaa Hospitals
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Barka Branch
Tel: +968 26884918
www.badralsamaahospitals.com

Kim's Oman Hospital
Tel: +968 24760100 / 200 / 300
www.kimsoman.com

Atlas Healthcare
Tel: +968 2 450 2560
www.healthcare.atlasera.com

The Royal Hospital
Tel: Oman – (+968) 24.59.90.00
www.royalhospital.med.om

Sultan Qaboos University Hospital Patient Services Department:
Tel: 00968 - 24415747
Operator: 00968 - 24413355
extension 4625 during working hours
www.squ.edu.om

Lama Polyclinic
Tel: +968 24799077
www.lamapolyclinicoman.com

Muscat Private Hospital
Tel: (+968) 24583600
www.muscatprivatehospital.com

Apollo Medical Center
Tel: (+968) 24787766 / 24782666 / 24787780
www.apollomuscat.com

Sultan Qaboos Hospital (Salalah)
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Adam Hospital
Tel: +968- 244 - 25434055

Al Buraimi Hospital
Tel: +968 25652319

Al Nahdha Hospital
Tel: +968 24837800

QATAR

Al Khor General Hospital
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Children's Emergency Centre (Al Sadd)
Hotline: +974 4439 6059; +974 4439 2948

Al Amal Oncology Hospital (cancer treatment)
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Hamad General Hospital (includes Accident and Emergency)
Tel: +974 5584 7803

Rumailah Hospital
Tel: +974 4439 3333
www.hmc.org.qa/en/

Al Ahli Hospital
Tel: +974 4489 8888
www.ahlihospital.com

Al-Emadi Hospital
Tel: +974 4466 6009
www.alemadihospital.com.qa

UAE

PUBLIC HOSPITALS

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Dubai Hospital, Dubai
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dhweb@dohms.gov.ae

Latifa Hospital, Dubai
Tel: 04-2193000

Al Maktoum Hospital
Tel: 04-222 1211

Al Amal Hospital, Dubai
Tel: 04-344 4010

Hatta Hospital

Sha'biah, Hatta, UAE
Tel: 04-2195000; 04-814 7000

Police Post-Shaikh Khalif Hospital, Ajman

Call: 06 7050231
www.ajmanpolice.gov.ae

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Al Amanah Medical Center
Sharjah
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www.alamanahmedicalcenter.com

American Hospital Dubai
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Salama Hospital, Abu Dhabi
Tel: 02 6966777

Dibba Fujairah Hospital
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Near Dibba Police Station, 10
Dibba, Fujairah

Al Sharq International Hospital
Tel: 09 2249999

Burjeel Hospital
Tel: 04 4070100
joseph.karama@amberclinics.com

Mediclinic Welcare Hospital
Tel: - 04-282 7788

Lifeline hospital (Jebel Ali Hospital)
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+971 4 8845777

Iranian Hospital
Tel: 04-344 0250

Belhoul Speciality Hospital Tel:
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+9714-2140257

Medcare Orthopaedics and Spine Hospital
Tel: - 04-3768 400

Canadian Specialist Hospital
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+9714-7072222

Mediclinic City Hospital
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Cedars Jebel Ali Hospital
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Neuro Spinal Hospital
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Zulekha Hospital
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Al Zahra Private Hospital
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Royal Hospital
Tel: +971 6 5452222

Central Private Hospital
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Makkah Pharmacy - Sharjah
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Dubai Police (Non-Emergency)
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Ajman Police
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Fujairah Police
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Ras Al Khaimah Police
Tel: 07-235 6666

Umm Al Quwain Police
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