

# Innovation in Life's Medical Technology







*Mesa Hastanesi  
Ankara, Turkey*



Foreword  
by Hasan Sahin



We founded Delta Trade Company seventeen years ago. In January 2009, we changed the name of the company to ACENDIS. During the course of these past seventeen years, ACENDIS has successfully completed more than 110 turn-key projects with leading hospitals in Turkey and neighbouring countries.

The health care sector in Turkey has advanced greatly in recent years. Both public and private hospitals in Turkey have achieved international standards physically and technologically. Turkish doctors routinely per-

form very successful operations. The recent Turkish health reform has resulted in patients being afforded improved hospital services. In addition to these factors, favourable health-care pricing places Turkey in a strong position in the field of international medicine.

It is our prime goal to provide the health-care sector both in Turkey, as well as other countries, with high-quality equipment at economic prices. Our portfolio includes intelligent, modern systems, the specifications of which meet the highest standards. We are in a position to offer state-of-the-art equipment and finest after-sales service through our partnerships with well-known medical companies and years of experience. We assist our clients right from the initial planning stage, carrying on right through to consulting and the supply of equipment for on-going projects – at interesting prices. We also offer financial solutions, so as to achieve the required conditions during and after the sale.

We are becoming increasingly involved in the development of global projects through our special connections in the Turkish market and the Middle East. We have, for example, recently gained access to the African market through our business partners in Switzerland and Portugal. We are also steadily expanding our activities in Russia and the CIS states.

We implement joint projects in co-operation with our partners. And we are also the authorized representatives of several companies in Turkey. This collaborative work means that we are in a position to offer our clients the ACENDIS philosophy on an on-going basis: projects and state-of-the-art medical equipment at economic prices. And it is with your support that we want to visualize and implement new projects.

Our strength is dependent on tracking and implementing innovations in the field of medicine...

With kindest regards,

Hasan ŞAHİN

Chairman of the Board of  
ACENDIS

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Intensive care and modern equipment for the wards

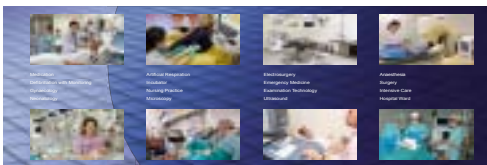
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The ACENDIS corporate headquarters is located in the heart of Europe, home to global leaders in medical technology. Our proximity to major manufacturers has made it possible for us to establish especially strong links, which we are able to make available to our clients by way of knowledge transfer and procurement streamlining.

Our particular connections with the Turkish market and the Middle East have resulted in an increase in the development of global projects by Acendis. We have also recently gained access to the African market through our partner companies in Switzerland and Portugal. We are stepping up our activities in Russia and the CIS states, as well.

The experience we have gathered over the past 18 years puts us in a position to confidently organize and implement sophisticated procurement projects in medical technology for private clinic and hospital operators on an international scale. And it is here that we are able to take full advantage of our organizational and procurement knowledge „Made in Germany“.



## International projects with strong partners - success that speaks for itself

ACENDIS - Hannover, Germany

ACENDIS - Istanbul, Turkey

SCHILLER - Istanbul, Turkey

MPG - Istanbul, Turkey

IHG - International Health Group - Baku, Azerbaijan

DELTA TRADE COMPANY - Istanbul, Turkey

DTS - Dijital Teknoloji Servisi - Istanbul, Turkey

Almansouryah - Riyadh, Kingdom of Saudi Arabia

Medical Engineering Equipment & Services Co. Ltd.

- Riyadh, Kingdom of Saudi Arabia

SCHILLER - Baar, Switzerland

HEINEN + LÖWENSTEIN - Bad Ems, Germany





Innovation in Life's Medical Technology







## From planning to implementation

Our work begins far in advance of the actual ordering of the required medical technology. We are often called in during the early phases of the planning process of new construction projects for individual clinics, and are therefore able to improve the

planning security of our clients throughout the entire project.

However, even if it „merely“ involves the procurement of products from a selection of manufacturers and co-ordinated delivery within the framework of a conversion or modernization project, the experience we have accumulated from more than 110 client projects provides genuine added value.

You can depend on reliable delivery of goods and equipment

ordered according to your own schedule. Anyone who has ever had to bear the responsibility for a procurement project understands the magnitude of this advantage.

In the field of direct handling of goods, our expertise lies in placing orders with manufacturers to precisely match production lead times and delivery to our clients. We are able to buffer stock in our own warehousing facility to eliminate chro-

nological differences making us independent of suppliers. In the interests of our clients, we place great value in reducing the storage times of goods in our warehouse to an absolute minimum. This may sound simple, yet in reality the opposite is the case. It requires years of experience, specialized knowledge and the requisite connections. But then, this is the reason we are here.



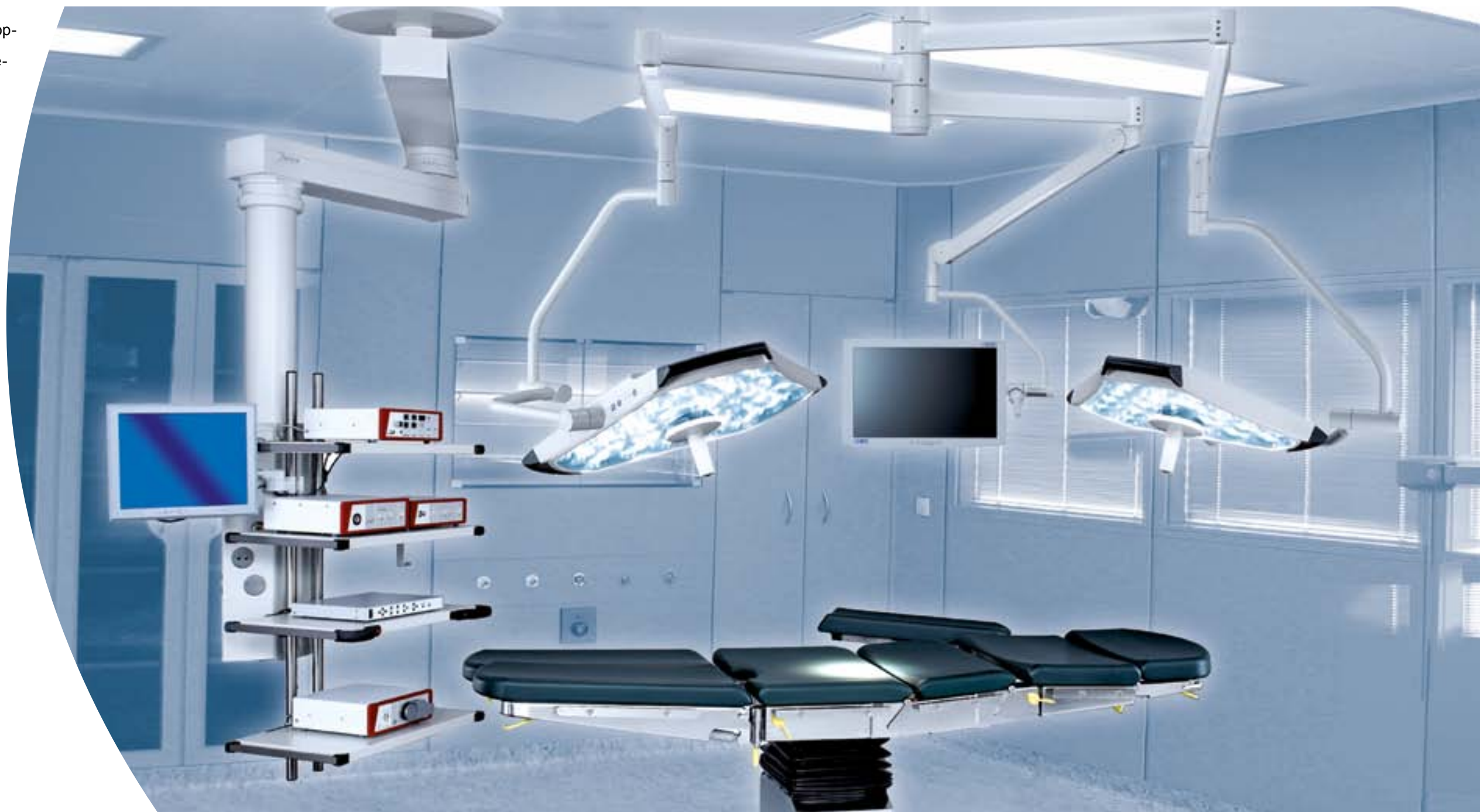
With more than 15 years experience, and over 110 completed projects to look back on, we not only provide in-depth knowledge of the market, but are also in a position to make competent product recommendations in related fields. We are not tied to specific brands, and are able to apply our knowledge of the strengths of specific products in the interests of our clients, regardless of the source. This gives our clients a significant edge over suppliers bound to a particular manufacturer.

Operating Theatre  
 Anaesthetics  
 Surgical microscopy  
 Sterilisation  
 Intensive Care Unit  
 Neonatology  
 Gynaecology  
 Cardiology  
 Ultrasound  
 ENT Units  
 Ophthalmology  
 Dermatology  
 ESWL / ESWT  
 MRI Monitoring  
 Hospital Wards  
 ER Connection Systems  
 Catering  
 Pathology

Specialist fields in which our expertise is brought to bear



Secure the future of your hospital with optimized technical equipment for your operating theatres. We plan and deliver all the necessary technical equipment, up to and including the most sophisticated systems for the future. Perfect provision for the patient and well-planned operating procedures support efficiency, as well as economic work. You may rely on our experience from international TURN-KEY PROJECTS.



Efficient operating theatres  
for economic operating procedures  
in health care





We fulfill your most exacting demands for intensive care units and in-patient wards.

Optimized technical outfitting and furniture systems facilitate intensive patient monitoring and treatment. Colours and shapes support the recovery process and the physical well-being of your patients. Patient rooms designed sensibly in both space and function guarantee safe operative and economic hospital procedures. Medical staff are perfectly supported in technical and logistical aspects. This facilitates work and procedures to a not-inconsiderable degree.

Another plus for.....

ACENDIS TURN-KEY PROJECTS



Intensive care and modern equipment for the wards - With the highest possible comfort for patients and staff







Medication  
Defibrillation with Monitoring  
Gynaecology  
Neonatology



Artificial Respiration  
Incubator  
Nursing Practice  
Microscopy



Electrosurgery  
Emergency Medicine  
Examination Technology  
Ultrasound



Anaesthesia  
Surgery  
Intensive Care  
Hospital Ward



ACENDIS Database Medical Technology from A – Z...  
ACENDIS, HEINEN + LÖWENSTEIN, SCHILLER and more...

Medical technology all over the world is extremely extensive, diverse and interdisciplinary. It is virtually impossible for investors, hospital operators and purchasing departments to have an overview of this vast market. What is new? What topics are of interest? How are costs developing?

The ACENDIS database covers all important products in every field of medical technology. Our experts will assemble the right products tailor-made to your requirements, with due consideration for both the medical and economic aspects. This is the prerequisite to trouble-free deployment in medical facilities.





## Extensive experience in the logistics of medical equipment

The procurement of equipment alone does not secure the success of a project. It is the delivery of that equipment to the client at the right time which makes the difference.

Satisfied customers around the world – that is our reference. Those who satisfy the needs and

expectations of their clients – are those who will continue to enjoy success in the future.

For your success, we rely on trust, partnership and expert knowledge. Many successful projects, only a few of which can be mentioned here, can vouch for our philosophy.



**Trade  
Partnership  
Medical Technology  
Turn-Key Projects  
Innovation  
Network  
Development**

Yesterday – Today – Tomorrow  
Philosophy, Targets, Visions

Our philosophy – a contribution to a better and healthier life

Satisfied clients and patients all over the world

Medical projects – one-stop solutions

Worldwide network of medical facilities for the interchange of medically relevant information

Consolidation and expansion of our medical competence



## Satisfied clients all over the world – that is our reference

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- Acıbadem Kozyatağı Hastanesi / İSTANBUL
- Acıbadem Maslak Hastanesi / İSTANBUL
- Acıbadem Fulya Hastanesi / İSTANBUL 2009/2010
- Acıbadem Eskişehir Hastanesi / ESKİŞEHİR 2010
- Acıbadem Adana Hastanesi / ADANA
- Acıbadem Kayseri Hastanesi / KAYSERİ
- Acıbadem Carousel Hastanesi / İSTANBUL
- J.F.K Hospital İstanbul / İSTANBUL
- Avrasya Hospital / İSTANBUL
- Bahat Hospital / İSTANBUL
- Mesa Hastanesi / ANKARA
- Medicana Bahçelievler Hastanesi / İSTANBUL
- Medicana Çamlıca Hastanesi / İSTANBUL
- Medicana International Hastanesi / İSTANBUL
- Medicana Diş Hastanesi / İSTANBUL
- Medicana Ankara Hastanesi / ANKARA

- Medical Park Bursa Hastanesi / BURSA
- Medical Park Bakırköy Hastanesi / İSTANBUL
- Medical Park Antalya Hastanesi / ANTALYA
- Medical Park Göztepe Hastanesi / İSTANBUL
- Medical Park Van Hastanesi / VAN
- Medical Park Ordu Hastanesi / ORDU
- Medical Park Batman Hastanesi (Batman Şifa Hastanesi) / BATMAN
- Medical Park Tokat Hastanesi / TOKAT
- Medical Park Elazığ Hastanesi / ELAZIĞ
- Med Tech Kıbrıs Hospital / KIBRIS
- Adana Universal Hospital / ADANA
- Caria Hastanesi / MARMARİS
- Bilge Hastanesi / ADAPAZARI
- Tekirdağ Yaşam Hastanesi / TEKİRDAĞ
- Ege Sağlık Hastanesi / DENİZLİ

- Kadioğlu Hastanesi / İSTANBUL
- Rentip Cerrahi Tıp Merkezi / BURSA
- 100 Yataklı Jandarma Hastanesi / ANKARA
- Esenler Hayat Hastanesi / İSTANBUL
- Göztepe Şafak Hastanesi / İSTANBUL
- Cyprus Life Hospital / LEFKOŞE- KIBRIS
- Beşüzevler Şafak Hastanesi / İSTANBUL
- Özel İskenderun Gelişim Hastanesi / İSKENDERUN
- Güven Tıp Merkezi / MALATYA
- Veni Vidi Hastanesi / DİYARBAKIR
- Akay Hastanesi / ANKARA
- Dünya Göz Hastanesi Ataköy / İSTANBUL
- Marmara Hastanesi / KOCAELİ
- Prof. Dr. Turan Çetin Tıp Bebek Merkezi / ADANA
- Boğaziçi Tıp Merkezi / İSTANBUL
- Akdeniz hastanesi / MANAVGAT- ANTALYA

- Bilge Hastanesi / MANAVGAT- ANTALYA
- Buca Tıp Merkezi / BUCA -İZMİR
- Gazi Osmanpaşa Hastanesi / İSTANBUL
- Arnavutköy Hastanesi / İSTANBUL
- Aspendos Hastanesi / SERİK ANTALYA
- Konak Hastanesi / KOCAELİ
- Hüma Kadın Doğum Hastanesi / KAYSERİ
- Kastamonu Anadolu Hastanesi / KASTAMONU
- Atasam Hastanesi / SAMSUN
- Avicenna Hastanesi / İSTANBUL
- Sevgi Hastanesi / MANAVGAT- ANTALYA
- Genesis Kadındoğum Hastanesi / DİYARBAKIR
- Özel Echomar Beylikdüzü Hastanesi / İSTANBUL
- Batman Dünya Hastanesi / BATMAN
- Gözde Hastanesi / MALATYA
- Hayri Sivrikaya Hastanesi / DÜZCE

- İpekyolu Hastanesi / GAZİANTEP
- Alanya Can Hastanesi / ALANYA
- Dünya Göz Hastanesi Altunizade / İSTANBUL
- Optimed Güven Hastanesi / ÇERKEZKÖY-TEKİRDAĞ
- Lifemed Tıp Merkezi / İSTANBUL
- Lokmanhekim Hastanesi / SİNCAN-ANKARA
- İmperyal Hastanesi / TRABZON
- Andeva Hastanesi / ANTALYA
- Versa hastanesi / NEVŞEHİR
- BSK Kütahya Anadolu Hastanesi / KÜTAHYA
- Batman Alman Hastanesi / BATMAN
- Sevgi Hastanesi / BALIKESİR
- Özel Eskişehir Sakarya Hastanesi / ESKİŞEHİR
- Van Devlet Hastanesi Yanık Merkezi / VAN
- Medi-Tech Hospital / ORDU-FATSA
- Özel Altınova Hastanesi / ADAPAZARI

- Nobel Tıp Merkezi Kenan Evren Şubesi / ADANA
- Dünya Göz Hastanesi-Etiler / İSTANBUL
- Dünya Göz Hastanesi-Ankara / ANKARA
- Memorial Hastanesi-Ataşehir / İSTANBUL
- Lifemed Tıp Merkezi / İSTANBUL
- Hekimköy Tıp Merkezi / Arte Sağlık Hizmetleri / İSTANBUL
- Özel Sani Konukoğlu Hastanesi SANKO / GAZİANTEP
- Dünya Göz Hastanesi / ADANA
- Memorial Hastanesi / ANTALYA
- Kadıköy Hastanesi Sıf / ATASEHIR
- Dünya Göz Hastanesi / SAMSUN
- OFM Hastanesi / ANTALYA
- Dünya Göz Hastanesi / PENDİK
- Memorial Hastanesi / DİYARBAKIR





*Medical Park Hastanesi  
Antalya, Turkey*



SERVICE  
PURCHASING  
PROJECT GROUP  
PROJECT MANAGEMENT  
FINANCIAL CONSULTING  
TURN-KEY PROJECTS  
INSTALLATION  
TRAINING

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