

TO HEALTHCARE MANAGERS

**Stormoff®**

OPPORTUNITY FOR PARTNERSHIP



## DEAR COLLEAGUES, PARTNERS AND FRIENDS

**STORMOFF®, with its key subsidiary DIXION GmbH, has been an active player in the field of healthcare for over 25 years. In this highly productive period, we have managed to build a reputable trading and manufacturing company that is recognised and respected in many European, Asian and African countries.**

STORMOFF® is proud to offer our partners assistance in many areas, including the complex equipment of medical institutions, the manufacture of medical equipment under the DIXION trademark, the design and construction of healthcare and other social infrastructure facilities, the selection and recruitment of personnel and staff training. STORMOFF® has far-reaching experience in managing projects of any level of difficulty — from equipping single medical stations to designing, constructing and equipping major hospitals.

We deliver medical equipment produced by DIXION as well as equipment made by the world's leading manufacturers to more than 50 countries around the globe. Given the differences in the healthcare systems of Europe, Asia and Africa, we offer our partners customised solutions in different price categories. This individual approach allows us to optimally benefit thousands of clients all over the world.

STORMOFF® puts quality, reliability and technological expertise above everything, and we therefore employ only people who are experienced and highly competent experts in their respective fields. This permits us to carry out projects of any complexity and help our clients implement widely different, even unique, methods of treatment and research. We focus on elaboration and careful calculations in order to offer the most reasonable and cost-efficient solution.

We are constantly improving our services and extending and upgrading our product range and are pleased to offer efficient consultancies, maintenance and repair services and proper training to enable our clients to derive the largest possible profits from the use of high-tech medical equipment.

We have also launched the DIXION Healthcare Project, which offers training to international medical staff in Germany's leading healthcare institutions and organises treatment for international patients in Europe's most reputable clinics.

We treat each of our clients as a unique strategic partner and highly appreciate their contribution to the development of our company. We are ready to share the practical experience and knowledge we have gathered over the years with our customers, and we do our best to satisfy any and all requests.

**Stormoff®**



## KEYS TO SUCCESS



## AREAS OF ACTIVITIES



INTEGRATED ARMAMENTARIA  
OF MEDICAL FACILITIES  
(and turn-key projects) worldwide



MEDICAL DEVICE MANUFACTURING



MEDICAL DEVICE MAINTENANCE  
AND REPAIR



ORGANIZATIONAL MEDICAL CONSULTANCY  
AND MEDICAL TREATMENT FACILITY  
MANAGEMENT AUTOMATION



HR CONSULTANCY, TRAININGS



ARRANGING MEDICAL TREATMENT  
AND INSURANCE IN EUROPE



# GEOGRAPHIC FOOTPRINT



**STORMOFF®** WAS ESTABLISHED  
IN 1996. CORPORATE OFFICE  
IS LOCATED IN DÜSSELDORF  
(GERMANY).

**STORMOFF®** has expanded its international presence by establishing the international subsidiaries and distribution network in more than 50 countries around the world:

- China ▪ UAE
- the Netherlands ▪ Russia
- the USA ▪ Hong Kong
- Ukraine ▪ Slovenia
- Turkmenistan ▪ Indonesia
- Pakistan ▪ Bangladesh
- Slovakia ▪ Philippines
- Kyrgyzstan ▪ Kenya
- Vietnam ▪ Saudi Arabia
- Romania ▪ Angola
- Kazakhstan ▪ Myanmar
- Panama ▪ Thailand
- Turkey ▪ Syria ▪ Lithuania
- Portugal ▪ Iraq
- Czech Republic ▪ Belgium
- Egypt ▪ Poland
- Bulgaria ▪ Estonia
- Morocco ▪ Kosovo
- Lebanon ▪ South Africa
- Moldova ▪ Uzbekistan
- Latvia ▪ Hungary
- Switzerland ▪ etc.



# FOUNDATION AND EQUIPMENT OF PROFITABLE MEDICAL FACILITIES WORLDWIDE

## INTEGRATED APPROACH: IDEA-APPLICATION

One of the main areas of STORMOFF® activity is the foundation of turnkey medical centres of any orientation.

**We provide a full range of services for the foundation and organisation of medical facilities, from concept development to the clinic's launch. This major components of the process consist of:**

- Economically assessing the region and the competitive environment
- Selecting the range of medical services the future healthcare facility will offer
- Calculating this profile healthcare facility's profitability
- Functionally distributing the areas
- Cleanroom creation with due regard to requirements for microclimate and laminar flow systems
- Supervising the design and drafting phase
- Supervising construction and the installation and commissioning of works
- Selecting optimal sets of medical equipment
- Training the clinical staff to work with high-tech equipment
- Providing a maintenance service for the medical equipment
- Recruiting, HR recordkeeping and counselling the clinic on its internal workings
- Automating the management of the healthcare facility









# TRADING COMPANY STORMOFF®

## INTERNATIONAL SALES OF MEDICAL DEVICES

The STORMOFF® trading company currently consists of a team of experts from **54 countries**, joining together worldwide undisputed leaders of this industry under a unified trading brand. The trading company product portfolio contains **15,000 names** in **40 groups** of medical equipment.

### IVF

ACCURION, Germany  
COOK MEDICAL, USA  
EPPENDORF, Germany  
HAMILTON THORNE, USA  
K-SYSTEMS, Denmark  
NARISHIGE, Япония  
TAYLOR WHARTON, USA  
NIKON, Japan  
OLYMPUS, Japan  
SEFI MEDICAL, Israel

### OBSTETRICS GYNECOLOGY

ATMOS, Germany  
BIONET, Korea  
DIXION, Germany  
GE HEALTHCARE, USA  
KERNEL, China  
LEISEGANG, Germany  
PHILIPS, the Netherlands  
RQL, Czech Republic  
SCHMITZ, Germany  
WALLACH®, USA

### FUNCTIONAL DIAGNOSTICS

SCHILLER, Switzerland  
CARDIOLINE, Italy • CHEST, Japan  
DIXION, Germany • ERICH JAEGER, Germany  
SCHWARZER CARDIOTEK, Germany  
GE HEALTHCARE, USA  
NATUS NEUROLOGY, USA  
NIHON KOHDEN, Japan  
PHILIPS, the Netherlands

### CLINICAL LABORATORY

CARL ZEISS, Germany  
DIXION, Germany • FUJIFILM, Japan  
SIGMA ZENTRIFUGEN, Germany  
HELMER, USA • SANYO, Japan  
METTLER TOLEDO, Switzerland  
THERMO FISHER SCIENTIFIC, USA  
SARTORIUS, Germany

### SURGERY

A.R.C. LASER, Germany  
AESCULAP (B.BRAUN), Germany  
ATMOS, Germany • COVIDIEN, USA  
DIXION, Germany • GE HEALTHCARE, USA  
HAAG-STREIT, Switzerland  
HAMILTON, Switzerland  
HEINE OPTOTECHNIK, Germany  
KLS MARTIN, Germany  
S.I.M.E.O.N., Germany

### ULTRASOUND DIAGNOSTICS

ACCUTOME, USA  
GE HEALTHCARE, USA  
PHILIPS, the Netherlands  
SAMSUNG MEDISON, Korea  
SIEMENS, Germany  
TOMEY, Japan  
TOSHIBA, Japan

### X-RAY IMAGING

ADANI, Belarus • DIXION, Germany  
GE HEALTHCARE, USA  
IMS, Italy • INNOMED, Hungary  
MAVIG, Germany • SAMSUNG, Korea  
SIEMENS, Germany  
VILLA MEDICAL SYSTEMS, Italy

### ANESTHESIOLOGY INTENSIVE CARE

B.BRAUN, Germany  
CARL REINER, Germany • DIXION, Germany  
DRÄGER, Germany • GE HEALTHCARE, USA  
HITACHI-ALOKA, Japan  
PHILIPS, the Netherlands  
MAQUET, Germany  
METRAX, Germany  
NIHON KOHDEN, Japan

## CARDIOLOGY

ALERE SAN DIEGO, USA  
NANO-DITECH, USA  
RESPONSE BIOMEDICAL, Canada  
ROCHE DIAGNOSTICS, Germany  
RUDOLF RIESTER, Germany  
VEDALAB, France

## UROLOGY

BARD PERIPHERAL VASCULAR, USA  
CIVCO MEDICAL INSTRUMENTS, USA  
COLOPLAST, Denmark  
DIXION, Germany  
KLS MARTIN, Germany  
MMS, the Netherlands  
RICHARD WOLF, Germany  
SCHMITZ, Germany

## TRAUMATOLOGY

AESCLAP (B.BRAUN), Germany  
B.u.W.SCHMIDT, Germany  
DEPUY (JOHNSON&JOHNSON), UK  
DIXION, Germany  
ETHICON, USA  
NOPA, Germany  
SMITH & NEPHEW, UK  
STRYKER, USA

## OPHTHALMOLOGY

ABBOTT, USA  
DIXION, Germany  
FRATEMA, Italy  
HAAG-STREIT, Switzerland  
HEINE OPTOTECHNIK, Germany  
HUVITZ, Korea  
OCULUS, Germany  
TOMEY, Japan  
TOPCON, Japan  
WELCH ALLYN, USA

## CSSD

BINDER, Germany  
DGM, Switzerland  
ELMA, Germany  
ENDO-TECHNIK, Germany  
FAMOS, the Netherlands  
HANSHIN, Korea  
MELAG, Germany  
MEMMERT, Germany  
MOCOM, Italy  
TUTTNAUER, Israel

## ENT

ATMOS, Germany  
DIXION, Germany  
GRASON STADLER, USA  
HAPPERSBERGER OTOPRONT, Germany  
HEINE OPTOTECHNIK, Germany  
HEINEMANN, Germany  
INTERACOUSTICS, Denmark  
KAWE, Germany  
MAICO, Germany  
WELCH ALLYN, USA

## GENERAL PRACTICE

3M HEALTH CARE, USA  
A&D, Japan  
ATMOS, Germany  
DIXION, Germany  
HEINE OPTOTECHNIK, Germany  
RUDOLF RIESTER, Germany  
SOEHNLE, Germany  
TANITA, Japan

## HOSPITAL WARD

AGA SANITÄTSARTIKEL, Germany  
DIXION, Germany  
DRÄGER, Germany  
GE HEALTHCARE, USA  
WISSNER-BOSSERHOFF, Germany  
HILL-ROM, USA  
HONEYWELL, USA  
INMOCLINC, Spain  
MERIVAARA, Finland  
VERNIPOLL, Italy

## DENTISTRY

A. TITAN, USA  
DIXION, Germany  
DÜRR DENTAL, Germany  
KAVO, Germany  
MORITA, Japan  
NSK, Japan  
PARKELL, USA  
PLANMECA, Finland  
STERN WEBER, Italy  
W&H, Austria

## DISPOSABLES

APEXMED, the Netherlands  
BECTION DICKINSON, USA  
B.BRAUN, Germany  
CAREFUSION, USA  
DIXION, Germany  
MEDTRONIC, USA  
ETHICON, USA  
M.SHILING, Germany  
PORTEX, UK  
VYGON, France



## WAREHOUSES AND LOGISTICS



STORMOFF® owns a network of warehouse facilities with a total area of more than 5000 square metres. By using its main warehouses in Germany, China, Russia and the UAE as hubs, the company arranges for the delivery of medical equipment all over the world.

STORMOFF® optimises the time and costs for the transportation of goods to its customers by using its own storage and delivery capabilities and consolidating package cargoes in its warehouses.

Large storage areas allow the company to accumulate significant reserves of equipment, spare and wear parts that are in strong demand.





## SERVICE

**200** CERTIFIED ENGINEERS

**48,000** UNITS OF SPARE PARTS AVAILABLE  
AT WAREHOUSE

The company maintenance service guarantees high-quality service and repair, offering its services on both a one-time and a long-term basis. We provide service support for both DIXION devices and other manufacturers' equipment. The company's engineers complete annual internships and their qualifications are certified by manufacturers of medical equipment. Technicians provide fast and competent technical support for the problems that can arise during the operation of high-tech medical equipment.

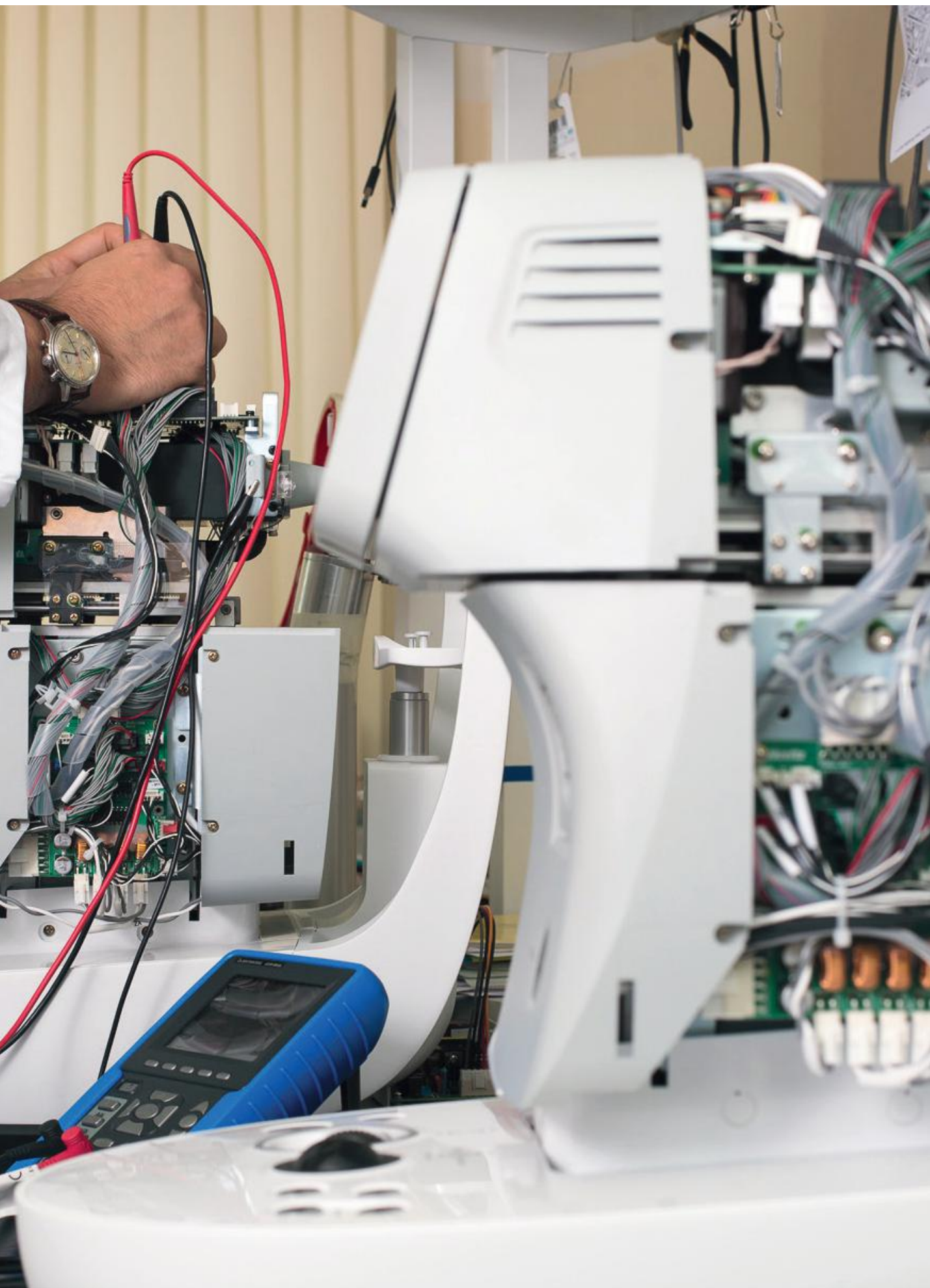
**The maintenance service provides the following:**

- Commissioning of equipment
- Training the medical staff to operate the equipment
- Maintenance of the medical devices
- Delivery of spare parts, accessories and wear parts for medical devices and equipment
- Re-engineering and updating of software for medical equipment
- Provision of additional equipment during maintenance
- Online counselling

Close cooperation with manufacturers of medical equipment allows us to deliver any spare parts required. STORMOFF® maintenance service owns state-of-the-art technical equipment for comprehensive, high-quality services for medical equipment repair and diagnostics.







# MANUFACTURING OF DIXION MEDICAL DEVICES

In cooperation with leading manufacturers of medical equipment, STORMOFF® has designed and successfully promotes the widest range of modern medical equipment under the unified trading brand DIXION.

DIXION imposes stringent requirements for the quality of its manufactured equipment, ensuring both its safety and high reliability. The company certification number is ISO 13485/9001 and all of our manufactured products are marked with the CE certification.





DIXION adopts a conservative approach to its business development, offering only proven medical equipment whose economic efficiency stands unchallenged. Moreover, we constantly monitor and analyse the latest achievements in the field of medicine and medical equipment and take particular care to renew and expand our product range to guarantee that our products meet all up-to-date requirements.



# STORMOFF MARKETING POLICY

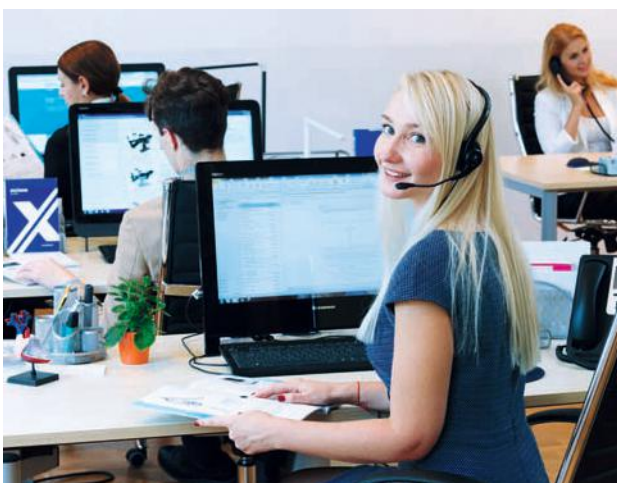
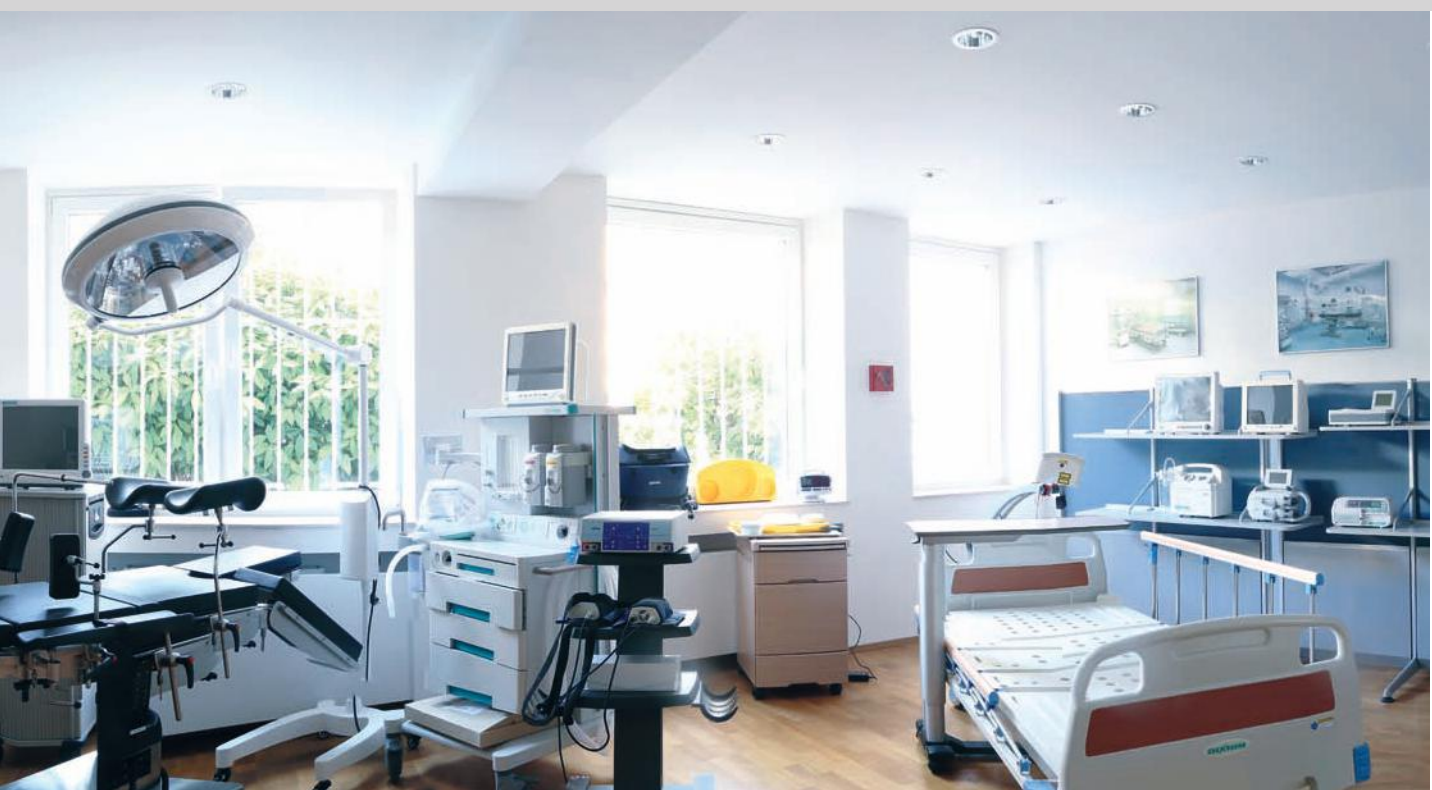


STORMOFF® pays careful attention to close intercommunication with its customers. Together with our partners, we execute marketing programmes and promotions several times a year to stimulate sales. We inform our partners and customers about new products and solutions and offer those partners the opportunity to post their contact information on our website and in your marketing materials.

We provide our partners with all analytical information related to business development. In particular, upon the request of a partner company we will conduct an economic assessment of a region and then assess the efficiency of the medical institution's organisation, to finally provide the company with the equipment it requires and recommend a set of services.

The STORMOFF showroom, located in the company headquarters in Düsseldorf, exhibits both equipment of its own brand DIXION and goods from worldwide manufacturing partners. By cooperating with us, partners are sure to receive all the marketing support needed to help develop their businesses successfully.





## TRAINING, EXHIBITIONS

STORMOFF® ORGANISES AND PARTICIPATES IN DOZENS OF EVENTS ALL OVER THE WORLD EVERY YEAR.

### TRAININGS

DIXION independently holds several dozen events spanning all fields of medicine, working with world-class specialists to host workshops, seminars and conferences.

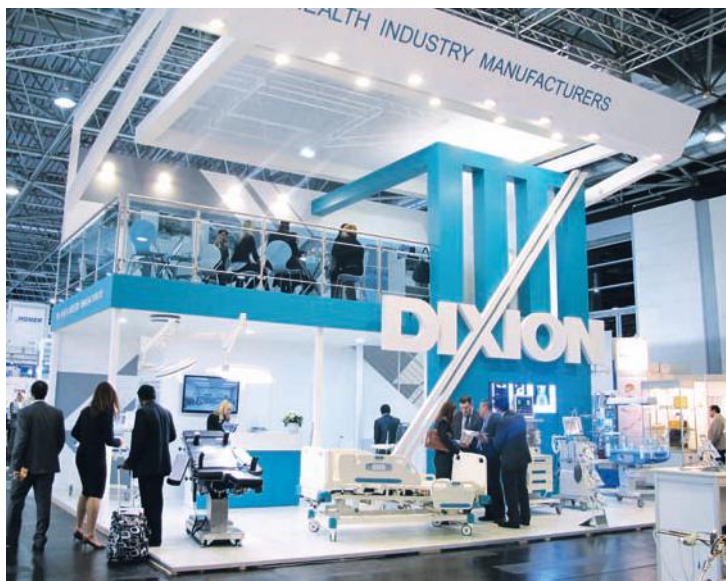
#### DIXION owns a learning-teaching base for specialist training in:

- Equipment sales
- Maintenance of medical devices

In addition to training new specialists, STORMOFF® annually provides training courses for experienced specialists.



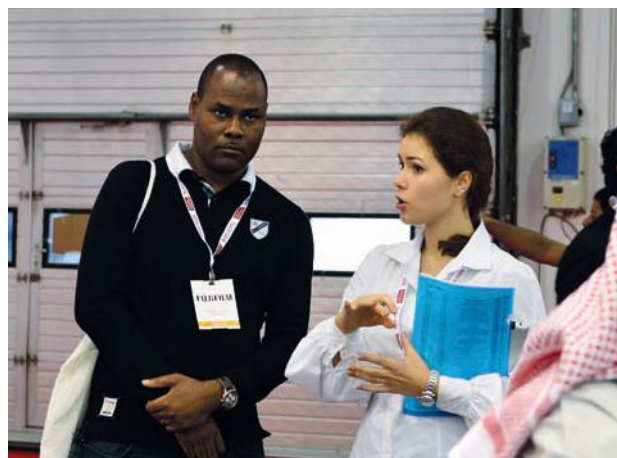




## EXHIBITIONS

DIXION participates in major trade fairs around the world, such as MEDICA (Germany), ARAB HEALTH (UAE), CMEF (China), Health (Turkmenistan) and Zdravookhraneniye (Russia).

Our participation in exhibitions gives us the opportunity to connect individually with hundreds of foreign specialists, to strengthen our already existing strong contacts and to acquire new partners.



# DIXION CLINICS

PROVIDING MEDICAL CARE TO POPULATION



Given the increasing demand for high-quality medical services we elaborated the concept of an up-to-date multi-field institution based on best European practice. The first clinic was consequently opened in August 2010. This medical facility made its contribution to consolidation of DIXION as an integrated brand. DIXION keeps evolving as a universal business model for commercialization of medical devices as well as healthcare services.

Patients of our clinics have a chance to take advantage of modern telemedicine and get on-line medical advice from world class physicians from around the world.



WITH YEARS OF EXPERIENCE IN THE FIELD OF HEALTHCARE AROUND THE GLOBE, STORMOFF® LAUNCHED A PROJECT TO SET UP A DIXON MULTI-SPECIALTY HOSPITAL CHAIN.



# ORGANISATIONAL MEDICAL CONSULTANCY

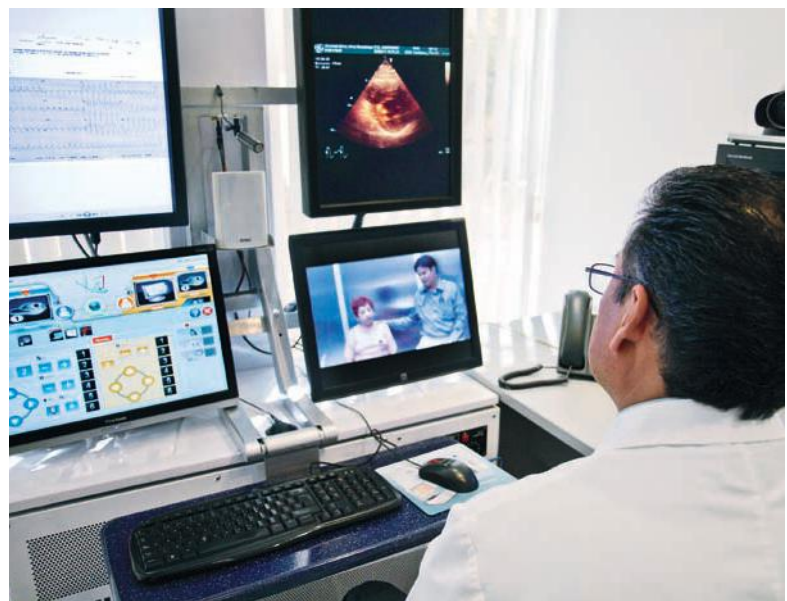
## AUTOMATION OF THE OPERATION OF MEDICAL TREATMENT FACILITIES

Information and advisory support provided by STORMOFF specialists allows our customers to get their bearings in the market of medical services and places all available tools for successful competition in the industry at their disposal.

**We provide a full range of advisory services in the following areas:**

- Analysing different market aspects associated with the activities of the healthcare facility
- Grounding the prospects of various technological solutions
- Identifying organisational and economic problems in healthcare facility operation
- Checking the resource and cost efficiency
- Searching for qualitative solutions for further clinic development
- Assisting in the selection, training and development of healthcare facility staff

In cooperation with partner companies engaged in the development and implementation of automation systems for medical treatment facilities, STORMOFF offers clients an individual programme to treat and manage the clinic's accounting process. These programmes feature a fast and flexible software configuration system that takes into account the specific document movement and the internal logistics of the clinic treated, including staff management.





## DIXION HEALTHCARE

The STORMOFF company's long and successful experience in the healthcare market, its deep knowledge of the structure and characteristics of working in this system, the close contacts it has developed with many clinics and industry professionals – all this pushed us to launch our new project, DIXION Healthcare, in 2012.

Our work is grounded in our systematic approach to the treatment of every patient, which actually increases the efficiency of the final result.

**DIXION Healthcare handles all organisational issues the client may face, by:**

- Helping the client choose a clinic and putting him or her into contact with the best specialists in the relevant field of medicine
- Assisting in preparing documents for the clinic, translating and transferring
- Reviewing and verifying the clinic's billing
- Assisting in the purchase of medicines
- Offering various options for health insurance, etc.

## MEDICAL STAFF TRAINING IN EUROPE

It is well known that medical staff in Germany are trained at a very high level, a primary reason why the country's treatment success for many diseases ranks among the highest worldwide. For healthcare professionals, Germany is consequently a highly attractive place to attend training and development courses.

STORMOFF® arranges advanced courses, seminars and training for medical staff in leading medical institutions in Germany. Programmes are drawn up individually by taking into account the customers' wishes and requirements and consist of both theoretical and practical parts.



## WE STRIVE TO MAINTAIN OUR VALUES OVER TIME

**Expertise and competence** are the vital elements of success in healthcare industry. Our experience and know-how accumulated during years in this business are the key to our prosperity and guarantee of long term goals achievement.

**Clients and partners** trust our services as we put principles of responsibility and reliability above all.

**Keeping high motivation** and setting ambitious goals are the driving force in our day-to-day operations.

**Creativity**. Generating new ideas and solutions composes an integral part of our activity. Fresh ideas enable us to spot new opportunities and respond to new challenges.

**Team spirit** ensures the right direction of our business development. We take care of our employees, assist them in problem-solving and provide friendly working environment and good rest thus contributing to their well-being.







