

The background of the title section features a light blue grid with white line-art icons of various medical respiratory care equipment, including oxygen tanks, a ventilator, a nebulizer, and a patient mask.

Sub-Saharan Africa Respiratory Care Equipment Distributor Landscape

June 2021

Acknowledgments

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The profile series was written by Alice Guo and Evan Spark-Depass from PATH, with support from Marissa Wu and Jason Houdek from CHAI and Carrie Hemminger from PATH.

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Introduction

PATH and the Clinton Health Access Initiative (CHAI) have developed an initial landscape of respiratory care equipment distributors across sub-Saharan Africa. This effort is intended to provide market insights into distributors in the region who can provide qualityⁱ products and after-sales support. This landscape aims to alleviate challenges in sourcing products and critical after-sales services in sub-Saharan Africa during demand surges. It is intended to serve as a starting point for potential buyers seeking to rapidly identify local vendors for respiratory care equipment and/or after-sales services in sub-Saharan Africa.

There are important advantages that local or regional distributors can provide to the respiratory care equipment market. These include nearby warehousing, reduced lead times, and experience navigating domestic import and customs clearance processes. Local workforces may also be available to provide after-sales services such as installation, training, maintenance, repair, and refurbishment.

The distributors represented in this landscape were prioritized based on their geographic reach, quality assurance, and/or strong after-sales services. Each company completed a survey about their respective capabilities and engaged in follow-up discussions to further clarify their offerings. In this version (June 2021), products with stringent regulatory authority (SRA)ⁱⁱ approval were prioritized for inclusion. PATH and CHAI will continue to build on this landscape as further engagement takes place. If your company supplies respiratory care equipment, has presence in sub-Saharan Africa, and would like to be considered for inclusion, please complete this [short survey](#). If you are aware of relevant companies that could be featured or have any inquiries, please contact oxygen@path.org.

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ⁱ Quality is determined throughout the landscape as self-reported approval by and/or compliance with stringent regulatory authorities.

ⁱⁱ Australia: GMPALS license; Canada: device license; European Union: CE mark; Japan: device license; United States: 510K device letter or FDA approval.

Crown Healthcare

Introduction

Crown Healthcare is a medical device distribution company that provides products and services at all health care levels. Established in 1998, Crown Healthcare aims to provide appropriate, quality medical devices. Crown Healthcare is headquartered in Nairobi, Kenya, and has offices in Nigeria, Rwanda, Tanzania, and Uganda.

Product offerings and payment terms

Product category	Model	SRA approval	Spares/accessories/consumables	Warehoused/hold stock? <small>Available at the time of writing (May 2021). Warehouse located in Nairobi, Kenya.</small>
Durable respiratory care equipment				
Oxygen concentrators	5LPM	Y	Consumables: tubing, masks Spares: filters, cables, motors, electronic boards, humidifier bottles	Available in warehouse
	10LPM	Y		
Ventilators	Mindray SV300	Y	Breathing circuits, display screen, electronic boards	Available in warehouse
	Mindray SV600	Y		
	e-Vent Medical 3e	Y		
Pulse oximeters	Finger-tip: Ca-mi, Proto, and Yonker	Y	N/A ^a	Available in warehouse
	Hand-held: Edan 100B and Yonker	Y		
Patient monitors	Mindray UMEC 10	Y	Non-invasive blood pressure (NIBP) cuffs, oxygen saturation (SpO ₂) probes, screen, knobs and connector tubing	Available in warehouse
	Mindray ePM10	Y		
Key accessories				
Pressure regulators		Y	N/A ^a	Available in warehouse
Humidifiers		Y	N/A ^a	Available in warehouse
Flowmeters		Y	N/A ^a	Available in warehouse

^a Replaced when faulty.

Payment terms vary depending on purchase. Payments are typically either upfront sale of equipment, advanced payment, payment in installments, or equipment placement at customer's premise with the sale of consumables.

Quality assurance

All products mentioned above are CE marked and/or FDA authorized, as well as Pharmacy and Poisons Board or Kenya Bureau of Standards approved. Crown Healthcare is ISO 9001 certified.

After-sales support

Crown Healthcare provides installation services, training on product use and preventive maintenance, and direct provision of preventive maintenance and repairs. These services are typically included for manufacturing defaults within the original order's warranty, which is 1 year in length from the date of installation and user training. Extended warranty can be provided by Crown Healthcare through a service contract that ranges from 3% to 4% of the equipment's cost for labor only to 7% to 8% of the equipment's cost for comprehensive warranty (includes labor, spare parts, and product substitution during repairs). Service contracts are 1 year in length and can be renewed on an annual basis. Crown Healthcare also provides transportation services to the majority of towns in Kenya. If a destination is out of the typical transportation range, arrangements can be made and costed based on time and distance required to make the delivery.

Contact information

For more information, please visit: <http://www.crownkenya.com/> or contact: info@crowkenya.com and +254 721 200400 or +254 733 200400 or +254 786 600 100.

Class Three Medical Solution PTY Ltd

Introduction

Class Three Medical Solution is a medical device distribution company that aims to provide quality, cost-effective health products and services. Established in 2006, Class Three Medical Solution distributes products ranging across patient monitoring, anesthesia, neonatal, surgery, and cardiology health functions and provides after-sales services. Class Three Medical Solution is headquartered in Centurion, South Africa, and exports to Botswana.

Product offerings and payment terms

Product category	Model	SRA approval	Spares/accessories/consumables	Warehoused/hold stock? <small>Available at the time of writing (June 2021). Warehouse located in Centurion, South Africa.</small>
Durable respiratory care equipment				
Oxygen concentrators	3LPM	Y	Consumables: masks, tubing	200 available in warehouse
	5LPM	Y	Spares: filters, humidifier bottles	
Ventilators	Aeonmed, Flight Medical, and Heyer Medical	Y	Breathing circuits, bacteria filters, continuous positive airway pressure (CPAP) accessories, masks, O ₂ sensors	1,000 available in warehouse
Pulse oximeters	Finger-tip: Comen Medical and Creative Medical	Y	Batteries	40 available in warehouse
	Hand-held: Comen Medical and Creative Medical	Y	Oxygen saturation (SpO ₂) probes, batteries	500 available in warehouse
Patient monitors	Comen Medical and Creative Medical	Y	Oxygen saturation (SpO ₂) probes, non-invasive blood pressure (NIBP) cuffs, temperature probes, invasive blood pressure (IBP) cables, end-tidal carbon dioxide (EtCO ₂) sensors	225 available in warehouse
Key accessories				
Humidifiers	Inspired Medical and Vadi Medical	Y	Temperature cables, humidification chambers	5 available in warehouse
Flowmeters	Airtech	Y	Oxygen connectors	100 available in warehouse
Pressure regulators		N	N/A	N/A

Typically, advanced payment of custom fees is required for orders, with the remaining amount due within 30 days of order delivery.

Quality assurance

All products mentioned above are CE marked. Class Three Medical Solution is an ISO 13485 certified company.

After-sales support

Class Three Medical Solution provides installation services and training on product use, as well as direct provision of preventive maintenance and repairs. These services are typically included within the original order's warranty lasting the lifespan of the product. Transportation from manufacturer to warehouse and from warehouse to facility is provided at 7.50 South African rand per kilometer.

Contact information

For more information, please visit: www.classthreemedical.com or contact: +27 12 665 0002.

Joh. Achelis & Soehne GmbH

Introduction

The Joh. Achelis & Soehne GmbH is an ISO 9001 certified company that provides hospital and laboratory products, maintenance, and services to private and public health facilities, laboratory and science centers, and government departments. Its local presence in Eastern Africa was established in 1961, with subsidiaries in Kenya, Tanzania, Uganda, Rwanda, and Zambia and partners in Burundi, Ethiopia, and Malawi. Achelis partners with 250+ manufacturers and serves hundreds of customers in East Africa, with offerings varying significantly depending on the context.

Product offerings and payment terms

Achelis distributes medical devices from various manufacturers across Europe and selected manufacturers from Asia. Achelis also offers bespoke sourcing to meet customer needs. Achelis is focused on central sterilization, operating theatre, intensive care, and neonatology. Product offerings, after-sales service provision, and payment terms can vary by country. Buyers should engage extensively with local subsidiaries to understand offerings and capabilities in their local markets.

Quality assurance

All respiratory care equipment offered is CE certified. In most cases, products are also sourced from suppliers with ISO 13485 certification. Achelis also independently commissions testing and conducts factory visits to ensure compliance.

After-sales support

Achelis provides installation services; training on product use, preventive maintenance, and factory training; and direct provision of preventive maintenance and repairs. These services are typically included within the original order's warranty. After-sales support can be purchased separately as well, which varies based on scope. Achelis also partners with other suppliers to provide after-sales support. Logistics support is provided from port of entry to warehouse, as well as from warehouse to facility.

Contact information

For more information, please contact: info@achelis-group.com or visit: <https://www.joh-achelis.de/en/>.

Mediquip Global

Introduction

Mediquip Global is a social enterprise that provides products and services for biomedical and mechanical equipment to private, public, and faith-based medical facilities in East Africa. Established in 2015, Mediquip Global aims to reduce delays in access to medical care due to malfunctioning, nonfunctioning, or insufficient equipment. Mediquip Global is headquartered in Nairobi, Kenya, with additional presence in Ethiopia, Rwanda, Sierra Leone, Somalia, South Sudan, Tanzania, and Uganda. Mediquip Global supplies Uganda and Somalia from its warehouse in Kenya and imports directly from manufacturers for all other countries.

Product offerings and payment terms

Product category	Model	SRA approval	Spares/accessories/consumables	Warehoused/hold stock? <small>Available at the time of writing (May 2021). Warehouse located in Nairobi, Kenya.</small>
Durable respiratory care equipment				
Oxygen concentrators	10LPM: AirSep and Longfian	Y	Sieve beds, humidifier bottles ^d , dust filters, paper filters, flowmeters ^d , nasal cannulas, alkaline battery alarms, PCB boards, 4-way solenoid valves, capacitors, alarming system, castors, displays	Available in warehouse
	8LPM: Cantu V series	Y		
Oxygen cylinders ^a	Order specific	Y	Cylinder valves, pressure regulators ^d	N/A
Ventilators	Gradian comprehensive care	Y	Patient tubings, bacterial filters, manual resuscitator (ambu bags)	Available in warehouse
Pulse oximeters	Finger-tip^b	Y	Alkaline batteries	Available in warehouse
	Hand-held ^c	Y	Alkaline batteries, oxygen saturation (SpO ₂) probes, keypads	
Patient monitors	Ecomed: 9 types	Y	Power, audio and invasive blood pressure (IBP) modules, control knobs, control boards, oxygen saturation (SpO ₂) probes, non-invasive blood pressure (NIBP) cuffs, electrocardiogram (ECG) cables, motherboards, B20 batteries, power cords	Available in warehouse
	Biolight: 11 types	Y		

Key accessories				
<u>Flowmeters</u> ^d		Y	N/A	Available in warehouse
Pressure regulator ^d		Y	N/A	Available in warehouse
Humidifier bottles ^d		Y	N/A	Available in warehouse
<u>Flowsplitters</u> ^d		Y	Silicone tubings, flowmeters ^d	Available in warehouse

^a There is a 100-piece minimum order requirement.

^b There is a 50-piece minimum order requirement.

^c There is a 10-piece minimum order requirement.

^d There is a 20-piece minimum order requirement.

In addition to the abovementioned products, Mediquip offers service kits for oxygen produced by pressure swing adsorption (PSA), vacuum swing adsorption (VSA), and air separation unit (ASU) plants, which are sourced directly from manufacturers. Mediquip can also offer bespoke product sourcing for all respiratory care equipment if custom specifications are required upon request. For new customers, 100% advanced payment is required. For frequent customers, 50% advanced payment is required, with the remaining 50% required within a 30-day credit limit upon invoice issuance.

Quality assurance

All products mentioned above are CE certified. Inspection of certificates of conformity from Kenya Bureau of Standards to verify compliance is conducted.

After-sales support

Mediquip provides installation services, training on product use and preventive maintenance, and direct provision of preventive maintenance, repairs, and refurbishment. These services can be provided as part of the original order's warranty, which varies in duration. If the original supplier is not Mediquip, Mediquip can negotiate with the original supplier to extend the warranty period and/or be subcontracted to deliver on the original supplier's warranty. Direct provision of preventive maintenance, repairs, and supplemental training can be provided outside of the original order's warranty on a fee-for-service basis. Transportation support is provided from port of entry to warehouse, as well as from warehouse to facility at 20% of order price each.

Contact information

For more information, please contact info@mediquipglobal.org or call the support line at: +254-706-287197.

Pulse Healthcare

Introduction

Pulse Healthcare is a medical device distribution company that aims to provide quality, cost-effective health products and services. Established in 2005, Pulse Healthcare distributes products ranging across nine health functions from intensive care unit (ICU) equipment to dental equipment and provides extensive equipment management and services through qualified engineers. Pulse Healthcare is headquartered in Nairobi, Kenya, and has branch and associate offices in Uganda and Tanzania, respectively. Pulse Healthcare can also export products to Rwanda, South Sudan, and Somalia.

Product offerings and payment terms

Product category	Model	SRA approval	Spares/accessories/consumables	Warehoused/hold stock?
Durable respiratory care equipment				
Pressure swing adsorption (PSA)/vacuum swing adsorption (VSA) plants	To be confirmed	Y	To be confirmed	To be confirmed
Oxygen concentrators	Devilbiss 5LPM	Y	To be confirmed	Available in warehouse
Oxygen cylinders	To be confirmed	Y	To be confirmed	Available in warehouse
Ventilators	To be confirmed	Y	To be confirmed	N/A
Pulse oximeters	Finger-tip: Viamed 2101, 2105 and Biolight M70	Y	To be confirmed	Available in warehouse
	Hand-held: Viamed 2160 and Biolight M800	Y	To be confirmed	
Patient monitors	To be confirmed	Y	To be confirmed	Available in warehouse
Key accessories				
Humidifiers		Y	To be confirmed	To be confirmed
Flowsplitters		Y	To be confirmed	To be confirmed
Flowmeters		Y	To be confirmed	To be confirmed
Pressure regulators		Y	To be confirmed	To be confirmed

In addition to the abovementioned products, Pulse Healthcare also offers bespoke sourcing if custom specifications are required. Typically, 50% advanced payment is required for orders. Customs and handling fees typically require advanced payment in full.

Quality assurance

All products mentioned above are SRA approved. Pulse Healthcare is an ISO 13485/9001 certified company.

After-sales support

Pulse Healthcare provides installation services, training on product use and preventive maintenance, and direct provision of preventive maintenance and repairs. These services are typically included within the original order's warranty lasting 1 year in length. After the warranty period, service contracts can be established at 15% of equipment costs. Transportation from manufacturer to warehouse and from warehouse to facility is also provided.

Contact information

For more information, please visit: <https://www.pulsehealthcarekenya.com/> or contact: info@pulsehealthcarekenya.com and +254 20 2710959 or +254 722 342355.

Sanrai International

Introduction

Sanrai International is a medical device distribution company that represents 18 manufacturers from 10 countries. Established in 2008, Sanrai supplies 40+ medical devices and 400+ consumables across 46 countries. Sanrai’s regional headquarters for Africa is in Johannesburg, South Africa. To date, Sanrai has presence in Botswana, Eswatini, Kenya, Mauritius, Namibia, South Africa, and Zimbabwe within sub-Saharan Africa. Sanrai can export respiratory care equipment to all Southern African Development Community (SADC) countries via South Africa, and directly supply the Kenyan market from other countries (such as the United States and China). In the South African market, Sanrai is also South African Health Products Regulatory Authority (SAHPRA) licensed as an importer and wholesaler.

Product offerings and payment terms

Product category	Model	SRA approval	Spares/accessories/ consumables	Warehoused/ hold stock? <small>Available at the time of writing (May 2021). Warehouses are located in South Africa, the United States, and China for respiratory care equipment sold into the sub-Saharan Africa market.</small>
Durable respiratory care equipment				
Oxygen concentrators	Pulse dose delivery system: Inogen G4 with 3 flow settings	Y	Cannulas, humidifier bottles, filters	Available in warehouse
	Pulse dose delivery system: Inogen G5 with 6 flow settings	Y		
	5LPM stationary concentrator: OxyPure	Y		
	3LPM portable concentrator: Oxlife Independence	Y		
Oxygen cylinders	Medical E and D	Y	Cannulas, humidifier bottles, filters	Available in warehouse
<u>Pulse oximeters</u>	Finger-tip	Y	Batteries, product replacements within warranty	Available in warehouse
	Hand-held	Y	Batteries, probes	
Key accessories				
<u>Cylinder regulators</u>		Y	Cannulas, valves	Available in warehouse

Flowmeters		Y		Available in warehouse
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In addition to the abovementioned products, Sanrai International also offers bespoke sourcing for ventilators, oxygen cylinders, and regulators if custom specifications are required. Typically, 100% advanced payment is required for orders. If purchaser is known to Sanrai International, alternative payment terms can be offered.

Quality assurance

All products mentioned above are FDA, Certificate to Foreign Government (CFG), CE, and/or China FDA (CFDA) certified.

After-sales support

Sanrai International provides installation services; training on product use, inventory management, and preventive maintenance; and direct provision of preventive maintenance and repairs. These services are typically included within the original order's warranty averaging 2 to 3 years in length. After-sales support is provided for the lifetime of the product. Repair after the warranty period is sold on a fee-for-service basis. Transportation across SADC countries is included within product purchases.

Contact information

For more information, please contact Ian Jarvis, international sales director at: ian.jarvis@sanrai.com or info@sanrai.com.

For more information

path.org/programs/market-dynamics/covid-19-and-oxygen-resource-library

oxygen@path.org