

# ALSULTAN UNITED MEDICAL COMPANY

Corporate profile



# ABOUT US

Since its establishment in 2015, Sultan United Medical Company (SUMC) has grown into a trusted and leading provider of medical technology, equipment and healthcare solutions in Kuwait. What began as a focused partnership with Siemens Healthineers has evolved into a diversified portfolio of more than 20 globally recognized medical brands, enabling SUMC to deliver a comprehensive range of advanced medical solutions to the Kuwaiti healthcare sector.

Over the past decade, SUMC has steadily expanded its presence and capabilities, building strong partnerships with healthcare institutions across the country. Through this growth, the company has strengthened its position as a reliable partner supporting hospitals and clinics with innovative technologies and high-quality medical solutions supported by reliable technical expertise and after-sales service.

Quality remains at the core of our operations. By combining trusted global partnerships, technical expertise and a commitment to service excellence, SUMC continues to contribute to the advancement of healthcare in Kuwait while striving to introduce innovative technologies that support the future of medical care.

## Our Vision

To Lead in delivering specialized therapy and precision medicine by partnering with internationally renowned Healthcare Technology Leaders.

## Our Core Values



Integrity



Quality



Dedication



Inclusion





## OUR EXPERTISE

SUMC is driven by a diverse team of experts with deep industry experience and a shared commitment to excellence. We are focused on becoming leaders in implementing best-in-class practices across the medical field.

Recognized for professionalism and efficiency, SUMC draws strength from its talented team and visionary leadership. The founders' proven track record in building market-leading organizations reinforces our strategic direction and long-term growth.

# OUR HEALTH CARE SOLUTIONS

■ Diagnostic, Imaging & Therapy

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■ Radiation Therapy

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■ Lab Diagnostic

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■ Point of Care

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■ Surgical

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■ Dental

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■ Sterilization

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■ Medical Sales

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■ Technical Support





## DIAGNOSTIC, IMAGING & THERAPY

Radiology is increasingly leveraging Artificial Intelligence (AI) to enhance medical image analysis for precise disease detection, characterization and monitoring. To improve patient access to quality care, we have established strategic partnerships with Siemens Healthineers, Medtron, IRadimed, and POLATOM offering a comprehensive portfolio of innovative radiology, cardiovascular and nuclear medicine solutions.

### Our product portfolio covers the following:

- Angiography
- Computed Tomography
- Fluoroscopy Equipment
- Digital Solution
- Magnetic Resonance Imaging
- Mammography
- Mobile C-arms
- Molecular Imaging
- Radiography System
- Robotic X-ray
- Ultrasound Machines
- Echocardiography Systems
- HOTLAB Accessories
- Radiopharmaceutical
- Non-magnetic Patient Monitor and IV Infusion Pumps
- Contrast Media Injectors



## RADIATION THERAPY

Cancer represents a significant and growing global health challenge. In partnership with Varian, a Siemens Healthineers company, we are accelerating the continuum of cancer care—from diagnosis through therapy and into survivorship. Together, we are advancing innovations in oncology to help shape a future free from the fear of cancer.

### Our Product Portfolio covers the following

- Radiosurgery
- Radiotherapy
- Brachytherapy
- Adaptive Therapy
- Software Solutions, including Oncology Information Systems (OIS), Treatment Planning Systems (TPS) and Quality Assurance (QA)



## LAB DIAGNOSTIC

In partnership with Siemens Healthineers and Anatolia, we offer an extensive portfolio of Laboratory and molecular diagnostic solutions designed to support laboratories and hospital departments. These solutions enable healthcare professionals to make well-informed clinical decisions based on reliable and timely diagnostic results, ultimately contributing to enhanced patient care and satisfaction.

### Lab Diagnostics

- Biochemistry
- Plasma Proteins
- Immunoassay
- Hematology
- Coagulation
- Drugs Testing
- Allergy Testing

### Laboratory Automation

- Total Lab Automation Solution
- Pre-Analytical Solution
- Digital Solution

### Molecular Diagnostics

- Extraction & Amplification
- Real-time PCR Kits



## POINT OF CARE

In partnership with Siemens Healthineers, We offer a comprehensive portfolio of Point of Care (POC) solutions designed to deliver fast, accurate, and reliable diagnostic results directly at the patient's side. With advanced technologies such as blood gas, immunoassay, and critical care testing, Siemens POC systems enable clinicians to make timely, informed decisions in emergency rooms, ICUs, operating theaters, and decentralized settings.

Backed by proven clinical performance, connectivity, and quality assurance, Siemens Healthineers POC solutions help healthcare providers improve workflow efficiency, accelerate diagnosis, and enhance patient outcomes while maintaining laboratory-grade accuracy.

### Point of Care (POC) Testing

- Cardiac Testing
- Blood Gas Testing
- Diabetes Testing
- Urinalysis Testing
- POC Informatics



# SURGICAL

In partnership with Medtronic and Bariatric Solutions, SUMC delivers highly innovative surgical solutions designed to support health-care providers in delivering safe, reliable and advanced patient care.

Our comprehensive portfolio spans electrosurgical technologies, advanced surgical instruments, robotic-assisted surgery, ENT solutions, gastrointestinal innovations and a full range of consumables and disposables, ensuring end-to-end support across multiple surgical specialties.

## Surgical & Advanced Technologies

- Electrosurgical Generators
- Vessel-Sealing Devices
- Powered Stapling Devices
- Ultra-Universal Staplers
- Surgical Energy and Transformative Solutions
- Flu Optics Portfolio (Getinge)

## Gastrointestinal Solutions

- PillCam™
- Artificial Intelligence-Enabled Diagnostic Solutions

## ENT Portfolio (5,000+ products)

- Powered Surgical Equipment
- Nerve Monitoring Systems
- EM Navigation
- ENT Consumables

## Robotics (RAS)

- Hugo™ Robotic-Assisted Surgery System

## Consumables & Disposables

- Surgical Sutures
- Hernia Repair Solutions
- Laparoscopic Surgery Trocars
- VersaOne™ Access Systems
- Optical, Bladed, Blunt-Tip and Bladeless Trocars
- VersaOne™ Fascial Closure System
- Single-Incision and Transanal Surgery Solutions
- SurgiSleeve™ Wound Protectors
- Port-Site Closure Devices
- Thoracic Trocars



# DENTAL

As a trusted dental supplier, we provide comprehensive support for dental professionals across all aspects of their practice. Whether establishing a new clinic, redesigning an existing facility, or managing ongoing supply needs, we offer an extensive range of dental equipment and consumables, surpassing the offerings of typical distributors.

Our portfolio includes leading brands such as Kavo GmbH, MELAG GmbH, Renfert GmbH, Dürr Dental SE, Zubler GmbH, Olident SP, HPdent GmbH & Beyonddent ensuring access to high-quality, reliable products.

Beyond supplies, we provide a full suite of services, including office design, equipment installation, diagnostics, maintenance, and repair.

Our trained technical team is equipped to service a wide variety of brands and models, ensuring optimal performance and minimal downtime for dental practices.

## Our Product Portfolio covers the following:

- Dental Practice Equipment & Accessories
- Dental Imaging & Digital Diagnostic & Accessories
- Dental Instruments & Handpieces
- Dental Lab Equipment's & Lab Materials & Accessories
- Dental Education Equipment
- Dental Sterilization Equipment's & Accessories
- Dental Central Compressor & Central Suction
- Dental Restoratives Materials & Accessories
- Dental Whitening Devices & Materials





## STERILIZATION & INFECTION PREVENTION TECHNOLOGIES

In partnership with Steris, we provide advanced Sterilization and Infection Prevention Technologies (IPT) to help healthcare facilities eliminate or control microorganisms on medical devices, instruments, surfaces and within clinical environments. These solutions are designed to prevent healthcare-associated infections (HAIs), enhance patient and staff safety and support compliance with stringent regulatory standards. Together with Steris, we emphasize infection prevention and sterilization as a core part of our mission to deliver safe, reliable, and high-quality healthcare solutions.

### Our Product Portfolio covers the following:

- Manual Washing and cleaning of soiled instruments
- Automated Washer Disinfectors
- Low and High Temperature Sterilization
- Instrument Cleaning Chemistries
- Sterility Assurance products
- Manual & Automated Endoscopy reprocessing technologies



## MEDICAL SALES

Our Medical Sales division supports a wide range of high-acuity clinical environments, including Intensive Care Units (ICU), Pediatric Intensive Care Units (PICU), Neonatal Intensive Care Units (NICU), Emergency Departments (ER), Cardiology departments and Cardiac Surgery units. We deliver essential consumables and capital equipment that enable critical care, emergency response and advanced cardiac interventions.

We work directly with clinicians, nurses, perfusionists and biomedical teams to ensure that every product supports patient safety, procedural efficiency and clinical outcomes, from bedside care to complex interventional and surgical environments.

### Critical Care & Emergency Solutions

- Hemodynamic monitoring
- Intra-cranial pressure (ICP) monitoring
- Invasive & non-invasive pressure monitoring lines
- Central Venous Catheters (CVCs)
- Ventilators and respiratory support systems
- Infusion & syringe pumps
- Defibrillators
- Patient monitoring systems
- Safety syringes and needles

### Cardiology & Cardiac Surgery

- Interventional Cardiology and IR consumables
- Holter monitoring and ambulatory ECG solutions
- Cardiopulmonary bypass (CPB) systems and consumables
- Perfusion circuits and accessories
- Extracorporeal Life Support (ECLS / ECMO)



## TECHNICAL SUPPORT

At SUMC, our service philosophy is centered on long-term partnerships, with a clear focus on maximizing our customers' return on investment through enhanced system performance and optimal utilization.

Our team of highly experienced Application and Service professionals ensure not only the highest system uptime but also keeps customers informed of the latest technological developments. We provide strategic guidance on system upgrades to ensure your operations remain aligned with current and future requirements.

We understand that every customer has unique needs. By actively listening and incorporating your feedback, our service engineers design and deliver customized service programs that provide the most effective solutions for your organization.

### **Our Product Portfolio covers the following:**

- Pre-sales support, including site planning and requirement assessment.
- Post-sales technical support to ensure smooth operations.
- Professional management of customer inquiries and complaints.
- Installation, commissioning, and technical operation of new equipment.
- Technical support for equipment under warranty or service contract.
- Clinical support and user training.
- 24/7 dedicated customer support services.



## CLINICAL EDUCATION & TRAINING

In the healthcare sector, informed decision-making and advanced clinical skills are essential to delivering safe, effective, and high-quality patient care. As medical technologies continue to evolve, continuous education and professional development remain critical to achieving optimal clinical outcomes.

At SUMC, education and training are central to our commitment to healthcare excellence. Through our collaboration with leading partners and institutions such as the Imaging Science Institute (ISI) as well as specialized global training centers including ORSI Academy, we support advanced educational opportunities for healthcare professionals across diagnostics, imaging, surgical and robotic disciplines.

Through CME-accredited programs, workshops, virtual learning and hands-on training, SUMC supports clinicians, radiologists, technologists and biomedical engineers in enhancing their expertise, facilitating the effective adoption of advanced medical technologies and contributing to improved patient outcomes in line with international standards.



## MECOMED CERTIFICATION

SUMC is a certified member of Mecomed (Middle East Medical Devices Association), the region's leading trade association representing the medical technology industry. SUMC is also an associate member and is TPI-certified under Mecomed's Third-Party Intermediaries program.

This certification reflects our strong commitment to operating in accordance with internationally recognized ethical, compliance, and regulatory standards. It further underscores SUMC's dedication to integrity, patient safety, and building responsible, long-term partnerships across the healthcare sector in Kuwait and the wider region.

# OUR BUSINESS PARTNERS



**SIEMENS**  
Healthineers

**Medtronic**

**TERUMO**  
Aortic

 **STERIS**

*Spectrum* **Medical**

**varian**  
A Siemens Healthineers Company

  
angiodynamics

**Anatolia**  
genetworks

MED (TRON)<sup>AG</sup>

 **IRADIMED**  
Innovators in MRI Patient Care

 **DÜRR**  
DENTAL

**KAVO**  
Dental Excellence

**MELAG**  
competence in hygiene

 **Renfert**

 **iba**  
DOSIMETRY

 **OSYPKA**  
MEDICAL



# OUR KEY CLIENTS



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