

# medic

4-6 May  
2010



YOUR HOSPITAL  
SHOW REFERENCE

**2nd Qatar**  
International  
Medical &  
Hospital Show



كونيक्स لتنظيم وخدمات المعارض و المؤتمرات  
Expos, Conferences, Organizing & Services

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www.conexqatar.com

[www.qmedic.net](http://www.qmedic.net)

## WHAT MAKES QMEDIC SPECIAL?

**Qmedic is the only international event in Qatar dedicated to bring the medical professionals investors, commissioners, backers and managers of major healthcare building projects together with the suppliers of the best services in medical equipments & products, pharmaceutical companies, latest technology in dentistry, hospital building, operations & management.**

## WHY YOU SHOULD EXHIBIT?

With the world economy in recession, it is the Middle East that is continuing to invest significantly in its medical infrastructure.

Commissioning and managing professionals are demanding access to the world's best suppliers of design, build, refurbishment, and facilities management services.

Over 100 hospitals are currently in the planning stage across the Middle East and North Africa region.

There is a shortage of talent and suppliers in the Middle East to deliver these aggressive plans for the region. Your services are in demand.

Qmedic is the only International Medical and Hospital Show in the state of Qatar. Qmedic is an opportunity for medical companies and manufacturers to meet and interact with the medical sector such as: medical professionals, technologies providers, suppliers and support of medical services as well as the related departments in the government sector.

Qmedic is the door to introduce your medical institution and establish contact with different sectors of the industry. Qmedic also provides a potential to look for new partnerships and investments in the medical field.



*For more information or to book a stand, contact us today on:  
+974 444 22 70/71 or email: [qmedic@conexqatar.com](mailto:qmedic@conexqatar.com)*



## EXHIBITOR PROFILE

### QMEDIC

- Medical Diagnostic Instruments
- Medical Monitoring Equipment
- Medical Equipments & Products
- Disposables
- Medicine-related System
- Health & Medical Education Universities
- Nursing Institutes
- Training
- Books, Videos, CD Rom's on Medical Care & Nursing
- Medicine & Welfare related Association
- Consultancy services
- Medical Recruiting Agencies

### QHEALTH

- Health Insurance Companies
- Nutrition & Weight Loss
- Health Centers Equipment & Supplies
- Sports Medicine
- Health Tourism

### QPARMA

- Pharmaceutical companies
- Drugs & Vaccines
- Vitamins & Nutritional drugs
- Food supplements

### QDENTAL

- Dental clinics instruments & materials
- Dental surgery tools
- Latest technology in dentistry
- Dental seats, lightings, spare parts

### QLAB

- Equipments
- Blood Test analyzers
- Chemicals
- Analysis Devices & Systems
- Disposables
- Workstations

### QHOSPI

- Hospital & Medical Devices & Equipments in all its categories
- Hospital Design Architects
- Hospital Furniture & Interiors
- Hospital Management Groups
- Hospital radiology Equipment Suppliers
- Medical Education & Nursing Institutes
- First Aid & Intensive care Equipments
- Surgical & Operating Theater Equipments
- Security, fire & protection companies
- Medical Software & Diagnosis systems
- Consumables
- Hospital Security Systems
- Ambulance manufacturers; Medical Transportation
- Disabled equipments & requirements
- Rehabilitation products
- Heating & Cooling, electrical, environmental, energy
- Hospital Catering Equipment & Services
- Quality & Accreditation Services
- Patient Technologies, Entertainment
- Waste Management Products & Services
- Water Treatment

### QOPHTHAL

- Ophthalmological surgical instruments and equipments
- Latest specialized developed instruments
- Ophthalmology accessories
- Ophthalmology software
- Latest technology in ophthalmology

- Medical Directors
- CEO's, GM's and owners of hospitals
- Manager operations
- Purchasing & supplies managers
- Quality managers
- Heads of laboratory
- Heads of emergency departments
- Heads of ambulance services
- Civil defence officials
- Doctors
- Pharmacists

- Physicians
- Dentists
- Surgeons
- Radiologists
- Nursing Staff
- Innovators
- Technologists
- Academic Researchers
- Local Agents Distributors
- General Practitioners
- E-healthcare and IT policy markers
- University Medical Students
- Government

- ### VISITOR PROFILE
- Embassies Officials
  - Leading insurers
  - Value chain of suppliers from hospital investment groups to planners, designers, managers and executives responsible for upgrading healthcare organizations
  - Senior government healthcare officials
  - Public & private sector medical solutions

## WHY YOU SHOULD EXHIBIT IN THE MIDDLE EAST

The projects planned in the Gulf States in the hospital build industry will continue to be developed and are forecasted to be delivered on time. Currently, there is an ongoing hospital build programme in the GCC countries worth \$14 billion. Healthcare projects are less affected by the economic slowdown as regional governments remain committed to the growth of the healthcare infrastructure.

Almost \$14 billion is being spent in Arabian Gulf countries on new hospital and healthcare facilities currently in various stages of construction in a series of major public, private and jointly financed initiatives.

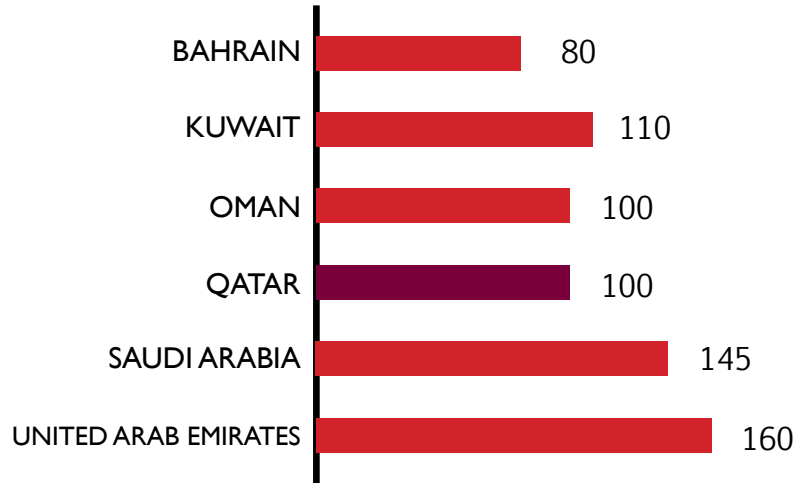
The Proleads database of healthcare projects shows that **Saudi Arabia** is in the midst of a major construction programme with a total of **83 projects** ranging from the **\$400 million King Saud University Medical City** in Riyadh to the **\$5 million Qatif Central Hospital** expansion in the Eastern Province.

**Qatar** has two projects currently underway but one alone is the region's biggest and most ambitious - the **Sidra Medical and Research Centre** which forms part of Doha's Education City development and budgeted at **\$2.3 billion**.

In the United Arab Emirates, the biggest project currently underway is the **\$1.9 billion** first phase of the **Cleveland Clinic Al Suhwa Island** development in Abu Dhabi. Second biggest is the **Mohammed bin Rashid al Maktoum Academic Medical Centre** in Dubai Healthcare City budgeted at **\$572 million**.

**Kuwait** has a major hospital project currently under construction - the **\$1.2 billion Jaber Al Ahmed Al Sabah Hospital**. **Bahrain**, meanwhile, is spending **\$130 million** on the **King Hamad General Hospital**.

## Growth in demand for hospital beds by country percent increased required from today to 2025

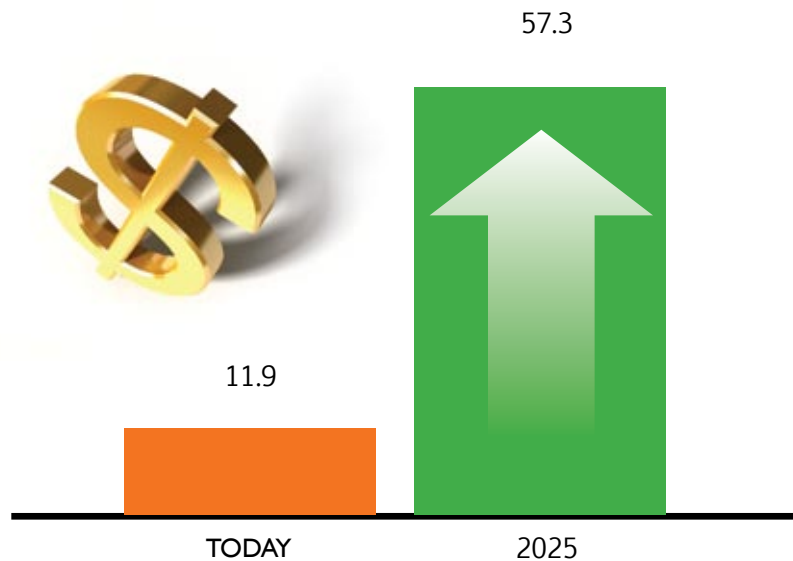


## BUSINESS MATCHMAKING

Networking opportunities are made possible at Qmedic as it is the only international medical event in the region and in the state of Qatar that gathers all the professionals involved in the medical business.

Qmedic is the chance for the medical industry to get connected, discuss and introduce new services and latest products of medicine.

## Projected spending growth in the healthcare market in the Gulf Cooperation Council countries by 2025 (US\$ billions)



Book your stand today, call +974 444 22 70/71 or email [qmedic@conexqatar.com](mailto:qmedic@conexqatar.com)

### AS AN EXHIBITOR WHAT WILL YOU GET FROM QMEDIC?

As an exhibitor at Qmedic, you'll have the opportunity to meet with CEOs, GMs, CFOs, equipment suppliers, senior Government healthcare officials, operations managers, facilities managers, medical directors and all the key decision makers and influencers involved in major healthcare facilities throughout the Middle East. Qmedic is a targeted event aimed only at those directly involved in the medical profession investment, planning, design, build, operations and management of healthcare facilities, you'll have an access to a highly relevant sector of the market with decision-making authorities.

# QMEDIC 2008



### QMEDIC 2008

Qatar International Medical & Hospital Show (Qmedic) was Launched with success in 2008. Qmedic is the first International Medical and Hospital Show in the state of Qatar. It is held every 2 years and attracts a large number of leading local and international companies.

In the First Edition, our exhibition covered an area of 5,000 sqm and attracted 82 exhibitors from 21 countries and 4000 visitors from local and abroad. Qmedic brought together the best in the business of hospital diagnostic, pharmaceutical, dental, ophthalmic, laboratory & medical rehabilitation equipments and supplies.

### HOW WILL WE MARKET AND PROMOTE QMEDIC 2010?

The outline of our global marketing strategies will include:

- **Over 5 international agents** – Including USA, Germany, UK, China and Japan.
- **Qmedic e-newsletters** – A dedicated newsletter for medical professionals.
- **Support from Government Agencies and Trade Associations** – With the strong support received from the Governments and Trade Associations in the region, the event will further reinforce its position as the key event for those who are involved in healthcare facilities investment, planning, designing, building, operating, managing and refurbishment.
- **Qmedic in the Media** – Conex, the organizer, offers top advertising and promotional support to participants. The exhibition will have full information and major media coverage. The idea is to attract the largest possible number of exhibitors and visitors both from local and abroad to this great event.
- **Media Partners from Regional and Global Media Groups.**
- **Advertising Online & Offline** – Medical and hospital related titles and websites across USA, Europe, Australia, Southeast Asia, India, China, Korea, Japan and more.
- **Press and Media Relations** – Dedicated international PR campaign with press releases and event updates are disseminated on a regular basis at an international level.
- **Direct Mail** – Extensive program of mailings will be distributed to trade professionals through our database which is considered as one of the largest in the medical business.
- **Telemarketing** – The database is regularly contacted through a team of telesales to provide the right packages which cater for the audience needs.
- **Website** – This is the primary medium from which the event is being promoted. Qmedic website is updated regularly with latest updates on the conference, exhibitor's participation and industry news.
- **Email marketing** – Extensive regular updates on the event.

*Contact us today  
Maximize your exposure  
and register to exhibit  
today at [www.qmedic.net](http://www.qmedic.net),  
+9744442270/71 and  
[qmedic@conexqatar.com](mailto:qmedic@conexqatar.com)  
Book your exhibition space  
today!*



CONEX



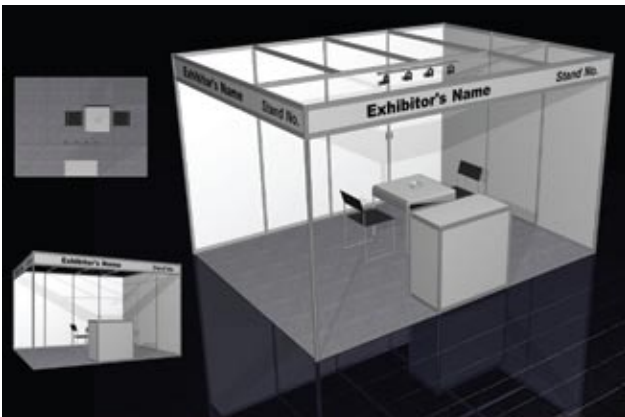
VENUE

Qmedic will take place at **Doha Exhibition Center** located in Al- Istiqlal Road, West Bay Lagoon Area, opposite to the Intercontinental Hotel.  
 Specifications: Height of the Exhibition Space 7.90m, Total Exhibition area 15000sqm, Exhibition Halls 5000sqm each Hall, Business Center area 257sqm, VIP lounge area 141sqm, Parking area 18,658sqm, Meeting rooms (2) 313sqm each, Hall stores 2297sqm, Seminar rooms (2) 282sqm/ each Hall



## HOW TO PARTICIPATE AT QMEDIC

All you have to do is download the forms from [www.qmedic.net](http://www.qmedic.net), fill it and send it back to: [qmedic@conexqatar.com](mailto:qmedic@conexqatar.com) or fax it to: +974 4422838  
 Download the Exhibitor Application form, Sponsorship Application form, Advertising Application form and Meeting Request form.



### A. Designing your show :

- SPACE BOOKING .....
- MARKETING TOOLS .....
- OFFICIAL CATALOGUE .....
- EXHIBITION MAP .....
- NEWSPAPERS .....
- WEBSIT .....

*For further details about how you can design your show and Cost of participation, kindly see the enclosed Exhibitor Application form.*



### B. The exhibitor package:

The comprehensive exhibitor package will maximize your opportunity to comprehensive display and promote your concept.

### The package includes

- ◇ List of all exhibitors & full contact details
- ◇ Editorial in the exhibition official catalogue
- ◇ Ads in the official catalogue
- ◇ Invitation to take up sponsorship packages
- ◇ Daily stand cleaning and garbage removal
- ◇ Event briefing notes
- ◇ Regular newsletter providing updates on the event
- ◇ Carpeted aisles
- ◇ Exhibitor badges
- ◇ 24 hour security
- ◇ Priority accommodation
- ◇ Car parking

### C. Sponsorship Opportunities:

Qmedic organizing committee invites you to take advantage of the different sponsorship opportunities such as: **Diamond, Gold, Silver, and Others** (media, badges, lunch, D bags...). There is a mix of high profile events and marketing opportunities available. It will provide you the highest level of exposure and recognition throughout the event. It is a great chance to enhance your profile and position in Qmedic.

*For further details about Sponsorship packages and benefits: Kindly see the enclosed sponsorship benefits and opportunities forms.*



#### A Visa:

All persons visiting the state of Qatar must be in possession of a passport valid at least six months beyond their expected arrival. A full visa service will be provided by Conex, or kindly visit the official website of the ministry of Interior [www.moi.gov.qa](http://www.moi.gov.qa)

#### B. Travel & Accommodation:

To book your flight and accommodation please send us the necessary details [logistic@conexqatar.com](mailto:logistic@conexqatar.com), we advice all participants to book their flights and accommodation in advance due to the demand throughout the year.

### THE ORGANIZER

Conex «Concert Exhibitions excels in creating high profile, highly targeted business and events that establish and maintain business relations, and generate new business.

Conex is one of the leading events management companies, based in Doha - Qatar. Our network of offices and promoters extends to UAE through our sister companies «Conex Dubai», Delta Events Management -DEM- Abu Dhabi & most recently opened «Conex Jordan».

Conex Qatar had gained the reputation of being one of the experts related to the events management industry (Expos & Conferences).

Conex Qatar maintains a high standard quality and service to

their exhibitors, and attendees, which stems from the company's reputation of being a successful Events Management Company in the Middle East.

Conex Qatar pays a special focus on formulating events that are an answer to the needs of the industry and designing exclusive creative concepts that meet international standards in stand designing for local & international trade shows.

Conex Qatar has a team of dedicated highly professional & creative individuals effectively led by a group of executive managers with vast experience in the industry within the region & the Middle East.

Also, Conex is the organizer of the TA'ALLEM exhibition (Qatar International Exhibition

for Education, Training, and Development) since 2006. Further on, we are the organizer of the Natural and Organic Products Expo which was held last 7th - 9th Decemebr 2008, for more details kindly visit [www.globallinksdubai.com](http://www.globallinksdubai.com).



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Expos, Conferences, Organizing & Services

