




الطبيب الطبية
Tayeb Medical EST.
مؤسسة الطبيب الطبية للتجارة

COMPANY PROFILE



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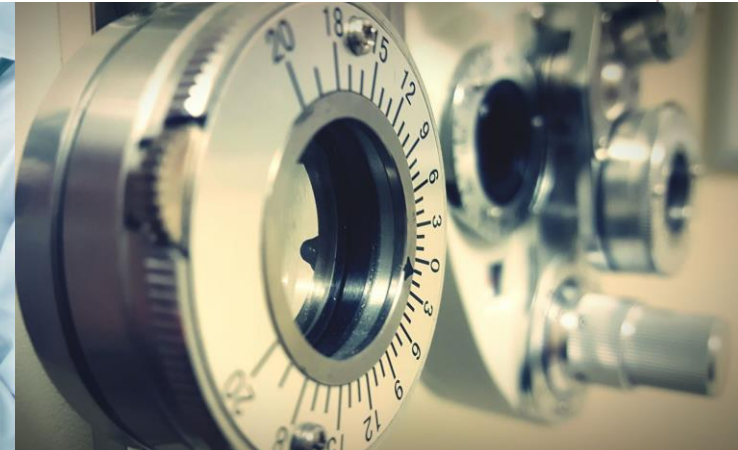
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Trust & Care

Tayeb Medical Establishment (TME) is a Saudi Arabian company leading in the field of medical equipment, specialized in the minimal invasive surgeries and endoscopy.

Since 2011, TME establishment has highly dedicated working team with many years of experience in the field of medical trading and services. It places a great value to work in close cooperation with the global medical community for whom it offers its services. Tough continued development and in cooperation with current and future principals, TME has and will achieve a level of performance, which in turn put forward the story of success currently and in the future.

At TME we have intimate knowledge of local and international market, emerging local trends, economic changes and cultural differences throughout the regions



OUR VISION

CONFIDENCE-BUILD to bring the most innovative and advanced technologies in the medical field to the Saudi and GCC marketing STRATEGIES

OUR MISSION

Provide the medical community with best technology available.

We strive to go above and beyond the standard care duties by making personal connections with clients that can make all the difference in one's overall health and well-being.

In partnership with our suppliers, we play an active role in the skills development of heartcare practitioners

We commit to optimal services and customer satisfaction with the collaboration of our highly dedicated team.

We strive to adapt to the demand change by offering a rich portfolio along with our corporate growth.





OUR GOAL

TME's objective is to manage the entire Saudi medical market and develop our capacity to serve the entire Middle East customers in both public and private sectors of the Saudi market.

Our goal is to ensure profitability and long-term sustainable growth by using our strengths and strategic advantages, precise feasibility studies, measurable and committed workforce, and established reputation and reliable partnerships with both domestic and foreign partners.

TME is prepared to grow by offering higher-quality goods and services to meet the demands of prestigious customers.

OUR CORE VALUES

PROXIMITY

Our direct relationship with the physicians allows us to offer appropriate solution to them as well as anticipating customer needs. We offer true business opportunities and great added value

REAL DELIVERY TIME

Our direct relationship with the physicians allows us to offer appropriate solution to them as well as anticipating customer needs. We offer true business opportunities and great added value TME makes order confirmations with real delivery times through our warehouses in the main areas of Saudi Arabia (West, Center, North East, and South). Our warehouses ensure a full coverage of the country territory allowing efficient and proactive response to our customer's needs.

RELIABILITY

We strive to be the best ambassadors for our suppliers who trust our reflection on the market of their tremendous efforts in research and development, working hand in hand with the manufacturers to reinforce their brand image in Saudi Arabia, to improve their market share and increase sales to the benefit of both companies

PERSONALIZED SERVICE

We provide our clients with the most comprehensive solutions adapted to the needs of their establishments. We offer Technical Assistance, continuous training and latest updates in the market

QUALITY CONTROL

Our quality control department ensures throughout the continuous screening and monitoring of all the processes, a coherent expansion of activities in line with the expectations of the medicate guidance authorities such as NUPCO and SFDA.

LOYALTY & CONTINUITY

Build solid relationship and gain Trust. We are broad to work with exclusive brands like: Microtech, OMOM, ZKSK, The Standard.



OUR PARTNERS

OUR PARTNERS

- Because we care about providing the best practice equipment, we Always make sure to select the best brands and products, by specialty and by product only.
- Our selection obeys to restrictive selection standards of FDA, CE, Canadian FDA and SFDA, in terms of quality and innovation.
- Our partners comply with a strict set of values and requirements to gain access to an active part of Tayeb Medical portfolio comprehensive growing services and products portfolio.



INTERNATIONAL PARTNERS



NATIONAL PARTNERS

Know More TME About Data

Our objective of walking towards excellence and maintaining our competitive position and market leadership.

The fast and steady growth of our company is undeniable. Our management and sales data, in the last five years, have upraised our company in the market, consolidating it as the most trustable and one of the most important distributors in Saudi Arabia.

Thanks to our business model, we enjoy an efficient operability, independence and agility in the day-to-day projects, allowing us to differentiate ourselves in our sector.

80 % Market share endoscopic video capsules

75 % Market share PH Capsules and impedances Catheters

45 - 60 % endoscopic procedures accessories



COMMERCIAL AND OPERATIONAL STRUCTURE

The training and knowledge of the commercial team is premium.

Our Sales Team, in addition to an initial training, undertake continuous training courses, attend symposiums and talks every 4 months.

We also offer them opportunities to attend international congresses.

They are subjected to continuous knowledge evaluation.

Our product specialists assist the doctors themselves in procedures, provide technical support at extended hours. Our commercial consultants also perform tests to the materials along with the doctor, "in situ

Highly qualified professional people cover the whole national market over main areas ensuring availability over the whole territory of Saudi Arabia.

Project Managers & Operation offers

Our team of project managers & Operation Managers performs in tight cooperation along with a close daily communication with the clients, in a way of responsibility and quality.

Our team designs the business plans for the launch of new products, market research, potential sales, profitability analysis, action tracking and goal achievement.





WORKSHOPS AND LIVE CASES

*SAUDI NATIONAL CONGRESS
2014, 2016*

*SGA
2016, 2021, 2018, 2019*

SDDF 2022

*GI & MOTILITY
EVENT*

ARAB HEALTH





TECHNICAL SUPPORT

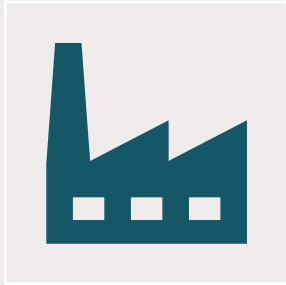
Our qualified technicians offer prompt assistance in the management and maintenance of the medical equipment of our clients.

In TME, we offer:

- ✓ Short technical support response
- ✓ Preventive maintenance of equipment.
- ✓ Technical assistance in reports establishments and equipment settings



WAREHOUSE AND LOGISTICS



Our warehouses comply with the
ISO standards 13485:2016



ensuring proximity and efficiency
along with tractability and safety



ACCREDITATIONS & REGISTRATIONS

- ❖ TME implements a Quality Management System through its organizational structure, responsibilities, procedures, processes and resources.
- ❖ These measures are the guidance to all our personnel involved in activities and are provided in accordance with customer requirements and applicable legal regulations in Saudi Ara



THANK YOU

