



Tech4Life  
Enterprises

# TECH4LIFE ENTERPRISES NEWSLETTER JANUARY 2019



## Theme of the month - "eSteth"

### eSteth to Change the Way Stethoscopes are used - Message from CEO



The demand for high quality stethoscopes, especially the ones with digital functions to store sounds for future reference and ability to transfer sound during live consultations is increasing around the world. Not many companies currently manufacture quality digital stethoscopes, because of which the prices are higher than the reach of users in many countries around the world. Tech4Life Enterprises continues to work on its mission to promote high quality health care at affordable cost.

Our digital stethoscope is considered state of the art, providing not only diagnostic advantage for clinicians in their clinics, but also allow storing patient's sounds for teaching and future reference, along with seamless transfer during live consultations. eSteth is Tech4Life's own innovation, which has achieved ISO-13485 quality certification and CE mark. We have successfully formed a team of distributing partners in 20 countries, where eSteth is being sold successfully with high degree of customer satisfaction at an affordable price.

### Users Make Better Diagnosis by Using eSteth; Experts Share their Experiences

"I congratulate (Tech4Life) for making such a wonderful stethoscope. I have auscultated myself through this stethoscope, both heart and lung sounds. We can adjust the volume for our convenience. The beauty of this stethoscope is that it can also be used with telemedicine solutions. It is easy to use by anyone in the fields, while experienced physician can auscultate the patient at the hub site. So I strongly recommend this stethoscope to be used for Telemedicine projects as well as for basic purposes".

**Dr. Masood Hameed Khan, Specialist Physician and Former Vice Chancellor, Dow University.**

"eSteth can easily be used in regular practice it's an excellent product I have been practicing for more than a 25 years now. It will help general practitioners, especially cardiologist and chest physician especially with sound amplification feature and its can be used in telemedicine for remote diagnosis".

**Dr. Karim Khawaja, Practicing Physician & Ex. Senator**

"eSteth - Lite (Digital stethoscope) is a wonderful product. I can hear heart sound clearly from my patients, which I could not do before. It has been launched worldwide in January 2018 and now successfully being sold in different parts of the world. Health professionals are now experiencing eSteth and benefiting the community with the digitized diagnosis".

**Dr. Jahangir Alam, General Physician**

The capability (of eSteth) to increase and differentiate the sounds for better diagnosis is very important. The design is elegant and there is a good difference in sound of normal stethoscope and eSteth. I would surely recommend this to cardiologists and chest specialists, and it's also less expensive than other products available in the market".

**Dr. Richard E Scott, Telemedicine Expert, University of Calgary, Canada**

## Helping young entrepreneurs excel in Health Innovations

Tech4life Enterprises has provided a platform to several students and young professionals in Pakistan to develop their skills in entrepreneurship. These professionals are joining Tech4Life's team to promote innovations in healthcare organizations. These entrepreneurs conduct individual sessions and seminars to motivate health providers to use different innovations. The program is already motivating health providers and businesses in countries like Pakistan, Bangladesh and Egypt.

One of the young professionals shared the following experience:

"I joined Tech4life enterprises a month ago as entrepreneur. It was an amazing feeling when I received the joining letter. What makes me astonished while searching about the tech4life enterprises is that they make innovative technology enhanced products to support life which gives a better edge to cure the disease in better way which will not only advance public health but it will also enhance the practice of practitioners / physician. I highly recommend eSteth as it is future-oriented device which is technology enhance & can help in curing disease in better way."

**Ahmed Hassan-BDS Doctor,**



## The Global Scope of Digital Stethoscopes; An Opportunity for eSteth

"The global stethoscope market size was valued at USD 327.7 million in 2016 and is expected to grow at a CAGR of 4.7% over the forecast period (2016-2025). The global rise in cardiovascular and pulmonary diseases, increasing healthcare expenditure, and technological advancements such as Bluetooth connectivity with digital wireless hearing aids for hearing aid wearers using stethoscope and stethoscope apps on smartphones are anticipated to drive the market growth". Stethoscope Market Analysis By Type (Manual Stethoscopes, Electronic Stethoscopes), By Region (North America, Europe, Asia Pacific, Latin America, MEA), And Segment Forecasts, 2018 - 2025



Digital stethoscopes have the potential to provide better diagnosis due to its superior digital sound transmission competencies and their growing use in telemedicine. Digital stethoscopes are gaining more popularity among general practitioners that are seeking for more flexibility in overall functionality of recording sound and removing other disruptive sounds for improved prognosis. In addition, increasing healthcare awareness and promotional campaigning by manufacturing companies is also fueling the growth of the global digital stethoscopes market.

<https://www.futuremarketinsights.com/reports/digital-stethoscope-market>

Tech4Life's digital stethoscope, 'eSteth', works as a plug-n-play solution to transmit high quality heart and lung sounds through mobile and web channels, and thus provides one of the most critical tool in examining a patient during a Telemedicine consultation. To capture the global digital stethoscope market, Tech4Life introduced eSteth in the market of Africa, Asia and Middle East. Tech4Life signed several distributorship agreements in Nigeria, Tanzania, Kenya, Zambia, India and Saudi Arabia, and looking forward for long term collaboration next year with key distributors in the region of Asia, Africa, Middle East and Europe.

## Making Unimaginable Possible; Tech4Life and YahSat aim to extend the reach of Telemedicine

Tech4Life continues to build partnerships with organizations around the world for promoting quality health care to far-flung areas. Our current partnership with Yahsat will ensure that the countries with highest need of telemedicine can benefit from the technology innovations regardless of connectivity limitations. Yahsat provides high quality satellite bandwidth to countries in Asia, Africa and Latin America, especially reaching areas where no other reliable options are available.



They also offer low cost sharing options, such as YahClick, which ensure institutional and individual access to connectivity. Both Tech4Life and Yahsat have partnered to promote telemedicine in such countries and regions where the combination of low-cost and highly pervasive telemedicine solutions provided by tech4Life could be packaged with Yahsat's connectivity for immediate success.

Since the launch of our first satellite in April 2011, Yahsat has built a global reputation as a leading partner for reliable, innovative and affordable satellite connectivity solutions. With three satellites in operation and a reach spreading across 140+ countries, Yahsat works with governments and commercial sectors to deliver a more connected world. Yahsat provides multipurpose satellite solutions (government and commercial) for broadband, broadcast, defense, and communications use across the Middle East, Africa, Europe, Brazil, Central and South West Asia. Based in Abu Dhabi, UAE, and wholly owned by the Mubadala Investment Company, Yahsat is the first company in the Middle East and Africa to offer multi-purpose satellite services.

## Tech4Life unfolds ground breaking telemedicine solutions for Africa in partnership with YahSat at AfricaCom 2018



Tech4Life Enterprises and YahSat exhibited highly innovative telemedicine solutions at AfricaCom 2018 in Cape town, South Africa. Tech4Life's telemedicine solution MDConsults, along with the telemedicine kit 'Sojro' and the digital stethoscope 'eSteth' were shown to work with the connectivity provided by YahSat in several countries of Africa.

The model was demonstrated successfully and drew interest from large number of delegates from all across the continent. Tech4Life and YahSat have signed formal collaboration to ensure access to health care in hard to reach areas in Asia, Africa and Latin America, where YahSat is already providing connectivity through its dedicated satellite options. AfricaCom is Africa's largest tech, media and telecoms festival, held at the Cape Town International Convention Center from 13-15 November 2018. Thousand of visitors from around the world had an opportunity to meet world's leading innovators elevating African ICT and the continent's digital economy. Conference had variety of focus areas including enterprise ICT, digital services, IoT, AI, FinTech, tech startups, 5G, connectivity infrastructure and broadcasting.

## Tech4Life signs a formal collaboration with Barrett Hodgson's University for research in Artificial Intelligence

Tech4Life Enterprises is pleased to announce the signing of Memorandum of Understanding with Barrett Hodgson University on November 16, 2018 at the Salim Habib campus in Karachi, Pakistan. The collaboration is meant to provide a platform to work on innovations in remote health care, especially applying Artificial Intelligence to strengthen the practice of Telemedicine.



It will also open new doors for the faculty and Students at Barrett Hodgsons University, and the staff at Tech4Life Enterprises to expand on the existing partnership for improving patient monitoring with Sheridan College in Toronto, ON. The signing ceremony was witnessed by the representatives from both the institutions. The MoU was signed by Dr. Manzoor Khalidi (Vice Chancellor - BHU) and Dr. Shariq Khoja (CEO - Tech4life), and co-signed by Dr. Zahid Ali Faheem (COO - Tech4life) and Mr. Rizwan Ahmed (Registrar - BHU).

## CONTRIBUTORS

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