



Providing State-of-the-Art Telemedicine and Point-of-Care Solutions

### Growing Global Partnerships



Theme of the month - "Growing Global Partnerships"



Message from Gulam Juma - Board Member

Innovation – The creation of new products, leveraging of innovation into the operations, and forming of strategic global partners is critical today for any organization looking to compete on a global scale. The concept of global trade partnership has been around for decades in various forms.

Companies see this as a way to leverage to acquire customers, drive revenue and enter new markets. They also rely on partners for new ideas, insights and expertise that can impact business performance, market understanding and product innovation.

Strong relationships are very important in a global partnership. It is all about give and take. Think of relationships as bank accounts. You must deposit into them before you can make a withdrawal. This is especially true in international business, where there needs to be so much trust and dependability because innovations and trade are happening across large distances.

Together with our Global Partners, Tech4Life is well on its way to implementing its vision of strengthening health systems and providing better care for all with a committed focus on "improving access among remote communities to the basic right of healthcare by combining our technical expertise towards a shared goal".



Transforming Healthcare with YahSat

Tech4Life Enterprises team had the pleasure of representing YahSat's most recent venture into eHealth, at CABSAT 2019. CABSAT is the largest annual broadcast digital media and satellite expo in the Middle East and Africa. With YahSat being the leading UAE-based satellite broadband service, the main aim of our partnership is to bring telemedicine with the use of broadband connectivity to underserved communities around the world. This year, Tech4Life Enterprises was invited by YahSat to showcase its latest and most exciting advancement "Sojro". Both organizations displayed how telemedicine could work using YahClick technology solution by YahSat in global context.

Sojro is the first complete telemedicine kit designed for remote, mobile and disaster situations. The portable kit carries all essential hardware and software needed for quick consultation and diagnostic services. Sojro contains quality equipment like our eSteth, dermoscope, ENT scope, iris scope, a vital sign monitor and ECG. Sojro kits are also customizable, such as for maternal health by having a digital ultrasound monitor.

Tech4Life is very excited about its partnership and is looking forward to seeing the global impact by working together. To see more about our visit at CABSAT 2019, follow us on Instagram @Tech4LifeOfficial.



Expanding Telemedicine reach in Pakistan through partnership with Clicksat

Tech4Life Enterprises and Clicksat have recently signed a memorandum of understanding to work as partners for providing a complete Telemedicine solution to masses all over Pakistan.

For the past few weeks Tech4Life Enterprises and Clicksat had been working together to devise a solution that would revolutionize the world of Telemedicine. No matter how remote the location is, with help of Clicksat being its satellite partners, Tech4Life is now more confident to offer organizations a complete package covering software, hardware and now connectivity.

Both companies have mutually agreed to facilitate clients with a complete turn-key solution that would consist of various effective combinations of telemedicine solution and satellite services that will allow organizations operating in far flung areas to get a complete experience of the modern miracle of telemedicine that connects patients and doctors with ease and free from network barriers.

Tech4Life had an amazing experience of exhibiting together in an IT showcase which was Pakistan's seventh CIO Summit Expo held on March 26, 2019 at Marriott Hotel, Karachi. Along with some extremely potential visitors, it was an honour to have Mr. Nawab Muhammad Taimur Talpur, Special Assistant to Chief Minister Sindh on Inter-Provincial Coordination and member Provincial Assembly, on the booth and to have his kind words of appreciation.

Tech4Life Enterprises keeps its arms open to welcome partnership opportunities like Clicksat and looks forward for some successful projects in near future.



Tech4Life entering new markets through ExpoMed EurAsia 2019 in Istanbul

Tech4Life's team exhibited its products at ExpoMed EurAsia 2019 in Istanbul, Turkey on March 28th-30th. Over 35,000 delegates from more than 100 countries mainly belonging to Asia, Africa and Europe attended the event. Tech4Life participated in the trade show as part of the Ontario government's delegation. Delegates highly appreciated the quality and range of Telemedicine solutions and point of care devices presented by Tech4Life. Several companies showed interest in distributorship of these products. These companies belonged to countries like Libya, Morocco, Jordan, Iraq, Iran, Lebanon, Indonesia, Senegal, Russia, Bulgaria and Turkey. Tech4Life team looks forward to growing partnerships in all these countries and introduce its products for large impact.

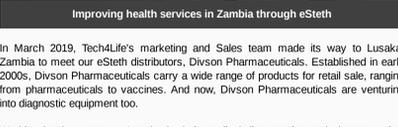
ExpoMed EurAsia provides an essential business platform of the medical industry that brings together hundreds of domestic and international medical companies every year. ExpoMed EurAsia welcomed tens of thousands of industry professionals at Tüyap Fair & Congress Center in Büyükdere, Istanbul.



Strengthening relationship with distributors to improve quality of care in Nigeria

Nigeria is one of the developing countries which keeps adopting the trends of modern world, as far as healthcare and technology are concerned. Both government and people have shown keen interest in promoting health related technologies to follow the market trends. Nigeria indeed has great variety of distributors, suppliers and resellers who provide state of the art solutions in healthcare.

Having our visible presence in Nigeria already, Tech4Life's engineering team visited Nigeria in March 2019 to evaluate the technology infrastructure and customize its products to ensure high quality and better care. Tech4Life's team observed vast need of digital medical devices and health related technologies that can improve health system in Nigeria. Team also met current distributors in Nigeria, Weierstrass Michael Universal Solutions Company Limited and Petrax Limited, who are currently selling eSteth and MDConsults in the Nigerian markets.



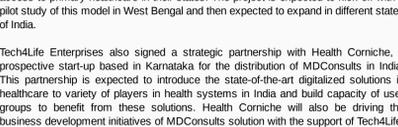
Improving health services in Zambia through eSteth

In March 2019, Tech4Life's marketing and Sales team made its way to Lusaka, Zambia to meet our eSteth distributors, Divson Pharmaceuticals. Established in early 2000s, Divson Pharmaceuticals carry a wide range of products for retail sale, ranging from pharmaceuticals to vaccines. And now, Divson Pharmaceuticals are venturing into diagnostic equipment too.

Working hard to serve to Lusaka in their medical dispensaries and pharmaceutical need, Divson Pharmaceuticals are making strides with our eSteth. With the eSteth being comparatively more affordable and easier to use digital stethoscope, compared to other conventional stethoscopes, we think it will become one of Zambia's most reliable and resourceful point-of-care diagnostic device.

While Tech4Life team was visiting Zambia, it was able to visit some of Divson Pharmaceuticals clients. Impressed with the clarity of sound from the eSteth, they were very pleased with the work that Tech4Life Enterprises and Divson Pharmaceuticals have done.

To learn how to purchase your own eSteth Lite in Zambia, visit Divson Pharmaceuticals at: <https://thebestofzambia.com/orgs/divson-pharmaceuticals>



Tech4Life Team exploring new opportunities in India

The Indian healthcare sector is growing at a brisk pace due to its increasing coverage, services and increasing expenditure by public as well as private players. A team of Tech4Life recently visited India to meet with prospective business allies and discuss a possible collaboration to promote the company's brand. It was also a fact-finding visit to familiarize with the market and identify key competitors in the area.

During this trip, we met potential business partners and got acquainted with the market situations in different regions of interest. We also consulted few industry experts to discuss the current market situation for telemedicine in the region and outline the necessary preparations prior to our plans for market entry and expansion.

During this trip, Tech4Life visited its partner Ventona HealthTech in West Bengal, to discuss the progress of healthcare model which leverages the opportunity of bringing preventive healthcare at the doorsteps for the elderly and senior citizens of urban India and for the vast rural masses, who are below the poverty level and have limited or no access to primary healthcare in their states. The project is expected to kick off with a pilot study of this model in West Bengal and then expected to expand in different states of India.

Tech4Life Enterprises also signed a strategic partnership with Health Corniche, a prospective start-up based in Karnataka for the distribution of MDConsults in India. This partnership is expected to introduce the state-of-the-art digitalized solutions in healthcare to variety of players in health systems in India and build capacity of user groups to benefit from these solutions. Health Corniche will also be driving the business development initiatives of MDConsults solution with the support of Tech4Life. This partnership is expected to enhance the global footprint of Tech4Life with the introduction of its innovative solutions in India.

In addition, the team visited other potential clients in Mumbai, Punjab and Delhi to confirm their feasibility and conducted due diligence for a potential alliance. Our team also presented the marketing and communication plan to our prospective distributors to enhance the awareness about eSteth and MDConsults at their client's level for increased brand identity and acceptance at client level. The trip was generally productive and the potential business partners were very positive about the prospect of collaborating with the company.

India is a land full of opportunities for players in the medical devices industry. Tech4Life is looking forward to leveraging the opportunities in the diversified Indian healthcare market and striving to explore the latest dynamics & trends by enhancing penetration of its products & services in India.

### Our Products & Services

**MDConsults**  
The Complete Web & Mobile Based Telemedicine Solution  
[www.mdconsults.org](http://www.mdconsults.org)  
Download on the App Store | GET IT ON Google Play

'MDConsults' is world's fastest growing, HIPAA compliant Telemedicine platform, aimed at improving access to healthcare around the world

**eSteth**  
The most covered digital stethoscope in the world  
www.eSteth.com

eSteth is a world class digital stethoscope, designed to provide high quality heart & lung sounds to physicians & nurses for better diagnosis

**Sojro**  
Redefining Access to Care  
World's first complete telemedicine kit designed for practice of Telemedicine in remote, mobile and disaster situations

**Roohbaru**  
Self Assessment | Free Online Counselling | Psychological Consultation | Psychiatric Consultation | Mental Health Awareness  
[www.roohbaru.com](http://www.roohbaru.com)  
Roohbaru is a non-profit organization founded to create awareness about mental health, provide online consultations with mental health professionals