

SMDM inks pact with US medical firms

SALALAH — Salalah Medical Device Manufacturing SAOC, manufacturer of high-quality, safe and effective interventional guidewires to medical device companies, recently signed sales agreements with two organisations in the United States.

Ciaran Hood, chief executive of SMDM, said: "We are very pleased to have established sales agreements with Symphony Sales & Marketing and Tim Norman Associates. Both organisations have excellent reputations and are well established in their respective territories within the US. As a result, we have assured sales coverage in two regions of the US that are important to the medical device market and we are looking forward to a long and mutually beneficial relationship with both sales organisations."

Ahmed Aqeel Al Ibrahim, managing director of SMDM, expressed optimism that the signing of the sales agreements with the two manufacturer's representative organisations would open the doors of Omani produced medical devices to enter the US market and other parts of the world.

This was the same view expressed by Thomas A. Rudzien-



Officials of the representing companies signing the agreement

sky of Symphony Sales and Marketing and Tim Norman of Tim Norman and Associates Inc.

"The expertise and sales network of the two organisations in the US will make the joint venture of Ascent Medical Technology Fund II, LP and Salalah Medical Device Manufacturing a success," they said.

Salalah Medical Device Manufacturing, SAOC, was founded in May 2007 as a joint venture between Ascent Medical Technology Fund II, LP, and Salalah Medical Supplies Manufacturing Company LLC. Operating out of a new state-of-the-art and fully-integrated manufacturing facility located

in Salalah, it plans to bring exceptionally high-quality and cost-effective medical device components to the world's markets. In the United States, As-

cent Medical Corporation operates as a subsidiary of Salalah Medical Device Manufacturing Company, providing sales and marketing support.