

A microscopic view of biological structures, possibly a cell or tissue, with a blue and purple color palette. The image shows a complex network of fibers and structures, with a prominent, textured, purple-colored structure on the right side. The background is a deep blue with some out-of-focus white and red spots.

BIOMED
Pharma Company



ISO Certified 9001 :2015



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ABOUT BIOMED

BioMed Pharma is a pharmaceutical company specialized in marketing and sales promotion of niche and biotech pharmaceutical products across Yemen territory. BioMed Pharma is an affiliate of leading pharmaceutical companies Spectra Group for Trading (SGT) based in Sana'a with branches throughout Yemen Since 2007. We have been enjoying long experience in pharmaceutical market and establishing a successful track record in introducing, building, distributing and developing profitable brands in the field. BioMed Pharma as a one-of-a-kind in Yemen is a fast growing company and highly specialized in biopharmaceutical products with highly experienced professionals and dedicated capabilities that aim at working persistently to pursue our focused efforts towards our main specialized therapeutic areas:

- 1- **Oncology products.**
- 2- **Immunology products.**
- 3- **Diabetic products**
- 4- **Neurology products**
- 5- **Virology Products**
- 6- **Blood Derived Products.**
- 7- **Vaccines**
- 8- **Hormones**

BioMed Pharma is supplying wide range of high quality biopharmaceutical products throughout two avenues:

Its direct sales offices for big orders and tenders (GOV, Whole Sellers, NGOs & Pharmacies)
Its owned chain of pharmacies for retails sales spread through governorates.

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Vision

"To be the best choice in providing life-changing products to patients who need them the most."



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Mission

To provide an access to world-class innovative pharmaceutical products with latest therapy and dedicated to make them officially available in Yemeni market
To provide our customers with the best and most trusted bio-pharmaceutical products

1- Oncology products.

2-Immunology products.

3-Diabetic products

4-Neurology products

5- Virology Products

6- Blood Derived Products.

7- Vaccines

8- Hormones

To ensure meeting quality and international standards regarding transportation, storage and distribution.

To facilitate registration and access of bio-similars to our market.

To provide successful launches, professional marketing and high sales services to our multi-national manufacturers.



” Our Team

The company employees more than 50 professionals with qualifications, skills and experience working as a one team with shared objectives and inspired by the culture of possible. Most of our team have worked with international companies and set international standards in their daily work. We are proud of our highly trained team who has special training in all aspects of biopharmaceuticals including innovative and biosimilar products. Along with regular on job trainings, the staff regularly attends refresher-training courses / seminars / conferences related to their lines of profession both inside as well as outside of the country periodically.



Core Values

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Integrity:
Do the right thing.



Quality:
Insist on the highest standards



Creativity:
Dare to be different



Customer Satisfaction:
put the customer first



Transparency:
Emphasize communication and honesty



Why us ?



BIOMED PHARMA



- Active partnership with full support
- Well planning
- Management with long experience and extensive knowledge
- Wide range of sales channels with integral diverse products and professional service
- Fully qualified, trained, and result oriented staff
- Highly specialized Highly Committed
- **ISO** Certified with stringent quality management system (QMS)
- Audited and approved for GDP by QUAMED, WHO and ICRC

Guarantee Rewarding Partnership

We guarantee our partners successful business through:



Clearly Defined performance indicators and targets.



Implement the most efficient regulatory strategy for site and products registrations.



Adopt the most efficient market access strategies.



Ensure efficient medical and pharmacovigilance support



Ensure the proper logistic through a well professional distribution



Develop the local marketing strategies in line with the product global branding strategies and manage the on-ground execution of these plans.



Wide experience in managing tenders process successfully



” Our strategy

Our main strategy is to dedicate all our capabilities to add value to everyone we work with. Aiming to provide the best access to greatest value sustainably, we strive to achieve the following:

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We are committed to improve patient's life in our territory through introducing solutions for conditions with un-met medical needs

02

We focus on supporting the patients journey from diagnosis, starting therapy and maintaining their treatments through developing several partnering and patients support programs with different health and social communities

03

We are engaged with our partners to the mission of advancing patient care by introducing new groundbreaking therapeutics to treat serious and life threatening diseases

04

We are committed to develop and enrich a strong and reliable market access for multinational pharmaceutical companies to our markets especially in the fields of innovative niche and biotech pharmaceutical products

05

We are delighted to help them to introduce their innovative therapies to our markets, and benefiting the patients from the advancements that these therapies are offering

06

Our leadership team is committed to provide efficient business strategies and local plans respecting Yemeni business environments and considering every possible internal competencies that could lead to quick market access and efficient business operation including generate sustainable sales momentum

Compliance

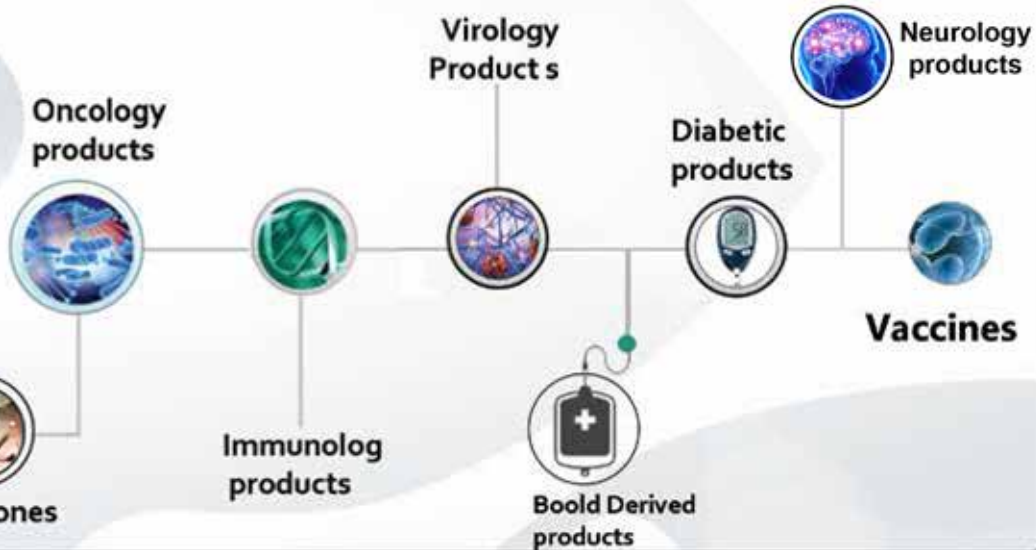
At BioMed Pharma, we hold ourselves with high standards and we expect from others to hold us with the same high standards. We are operating with high integrity with our partners. We believe in transparency and openness, and we always maintain high business ethics in our day-to-day business activities. We are committed to apply good business practices, and comply with laws and regulations that govern the practices in selling and marketing our product portfolios. We have strong, well-established compliance program, which is set forth to prevent, detect and resolve any possible violations to the compliance rules and procedures.



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Areas of Interest:

Actively looking for products offering promising opportunities for the following areas:



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Quality is our main focus since the foundation of our company. At BioMed, we are committed to providing services and products that meet both local and international quality and regulatory requirements. BioMed demonstrates a strong commitment to sustainably meet pharmaceutical and biopharmaceutical standards. This is achieved through consistent implementation of our standard operating procedures and **quality management system (QMS)**, which ensures compliance with **Good Distribution Practice (GDP)**. Our QMS also ensures that continuous improvement across our organization is maintained, so we meet the most current standards required by the pharmaceutical and biopharmaceutical industries.



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Cold Chain Supply



- › **Cooling systems:** Bringing commodities to the appropriate temperature for processing, storage and transportation.
- › **Cold transport:** Ensure the right conditions for temperature sensitive goods while shipping and transportation through highly trusted partners and apply regular audits.
- › **Cold storage:** Adapting warehouses to manufacturer's required storing conditions with consistent tracking of records to manage climate controlled storage.



BioMed holds all the major certifications and applicable licenses from main accreditation bodies and authorities:

MoT Approval – Ministry of Trade Yemen

MoH Approval – Ministry of Health Yemen

SBDMA Approval- Supreme Board of Drugs Yemen

ISO Certified – TÜV INTER CERT SAAR - Germany

GDP Approval – QUAMED / ICRC / WHO



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BIOMED
Partners

 **PROBIOMED** S.A. DE C.V.
Mexico's BIOpharmaceutical company

 **Biocon**

 **OncoDNA**
THE CANCER THERANOSTIC COMPANY




Biomed Lublin

 **Biotest**
From Nature for Life

 **BIOSIDUS**
Quality for millions.



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World Health Organization



BIOMED
Main Clients



ICRC

Save the Children



الهلال الأحمر القطري
Qatar Red Crescent



هيئة المستشفيات
الجمهوري التعليمي



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