With more than 150 exhibitors from 35 countries expected to cover 2500 sqm of space at the 2012 Medic West Africa event, the world’s leading healthcare manufacturers, distributors, and wholesalers from Europe, South Asia, and Nigeria will be at the Eko Hotel & Exhibitions Centre in Lagos, Nigeria from 16-18 October 2012 to raise their profile in the region and generate direct sales among their target markets. Exhibitors believe that the exhibition offers possibilities for sales and brand positioning as it creates networks between all relevant market participants.

Philips Healthcare Africa, one of the leading providers of complete cycle or care solutions on the world, will be at Medic West Africa to showcase their latest technological developments to extend their local footprint and to be able to engage with local stakeholders in Nigeria.

‘Africa is an identified growth market for Philips,’ says Roelof Assies, Director and District Manager, Philips Healthcare Africa. ‘Subsequently, also the West Africa region, including Nigeria, is of big importance for Philips Healthcare. We believe that we can contribute to strengthening the healthcare infrastructure and its changing demands going forward through bringing innovative and affordable technical solutions to the market. Philips Healthcare has a long history in West Africa and has a solid footprint through a network of business partners.’

According to Physio Control, a company that develops technologies and designs devices for first response and critical care professionals, the West African market is in serious need of high level of expertise and quality in terms of pre-hospital and in-hospital care devices for both ALS (advanced life support) and BLS (basic life support) responders.

‘Physio Control considers this market as being with high importance and we are eager to increase survival rates in West Africa while using reliable EMS devices that can operate in various most difficult circumstances and environments,’ says Abdallah Bou Hadir, Distributor Sales Supervisor for East and West Africa, Physio Control, Lebanon.

Medic West Africa will host exhibitors from all over the world, including the Indian sub-continent. Natural Capsules Ltd is based in Bangalore, India, and is a pharmaceutical ingredient manufacturer.

‘We understand that more and more pharmaceutical companies are setting up manufacturing facilities in Nigeria, Ghana, and surrounding countries. We are exhibiting at Medic West Africa because we want to participate in more regional exhibitions where we can meet more technical personnel with purchasing power working in local pharmaceutical companies. We expect that Medic West Africa is not just a platform for healthcare professionals, but also for pharmaceutical industry,’ says R Mallikarjuna Rao, Assistant General Manager of International Sales and Marketing at Natural Capsules Ltd.

Representing Pakistan is Spa Diagnostics Ltd. According to International Business Operations Manager, Mr Khushroo A Pastakia, everyone’s eyes are now on West Africa where Nigeria is considered as one the biggest consumer market in that region.

‘Some of the countries in West Africa adopted several policies to energise markets, which includes privatising state-owned enterprises, increased openness of trade, lowered corporate taxes, strengthened regulatory and legal systems, and the provision of critical physical and social infrastructure. These are the important first steps that enabled a private business sector to emerge,’ says Mr Pastakia. ‘To get a feel for the healthcare market in this region, we had been searching for an event to participate and fortunately Medic West Africa turned out to be the right platform.’

Another product on display at Medic West Africa will be Nuby branded baby care products by New Valmar from Belgium.

‘After a successful introduction of our Nuby branded baby care products into Northern Africa and the Middle East, we are now focusing on the Western African region,’ says Erwin de Bruin, Sales Manager Middle East and Africa at New Valmar–Nuby. ‘As a first step we recently opened the Angolan market, followed by
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Senegal and Gabon and we hope to open in many other West African markets soon as well.’

Nuby is currently distributed in more than 155 countries around the world by their partners and distributors. With the help of future new partners, New Valmar hope to set up a distribution network within a minimum of nine West African countries within the coming 2 years. Nigeria, Tanzania, and Namibia are prime targets amongst them.

At Medic West Africa, New Valmar hope to get in contact with reliable partners with a successfully track record who are eager to build up a close partnership with their company in order to penetrate the Nuby brand successfully within their market.

China is a major manufacturer for healthcare and pharmaceutical products worldwide. Nigeria and West Africa is a crucial emerging market for the many Chinese companies looking to exhibit at Medic West Africa 2012.

‘Nigeria is our emerging market in West Africa, and we have been paying more attention to this huge market with our local agents. Sonoscape Company Limited has exhibited many times through local agents and we will be exhibiting independently for the first time at Medic West Africa,’ says Ruben Zhou, Sales Manager West Africa at, Sonoscape Company Limited, China.

Similarly, according to Beijing Eternity Electronic Technology, who will also be exhibiting at Medic West Africa, about 5% of their total sales are generated in the Nigerian market and at this year’s Medic West Africa event they are looking to promote new products as well as look for an exclusive agent.

Many local manufacturers and services providers are also on show at Medic West Africa. Emzor Hesco is a Nigerian company with operations all over Nigeria and most West African countries.

‘The West African market will continue to grow as many countries in West Africa now have oil and expect improvement in living standards, increase population, and easier access to healthcare. Emzor Hesco is exhibiting at Medic West Africa to show case our products, partners and services,’ says Sunday Agamah, Chief Operating Officer at Emzor Hesco, Nigeria.

Companies showcasing their products and services at Medic West Africa include the world’s leading manufacturers, wholesalers, and distributors specialising in anaesthesia, cardiology, commodities, and consumer goods for hospitals, consulting services, diagnostics, emergency medicine, facility management, health IT systems, healthcare building technology, and hospital management systems, as well as information and communication technology in healthcare, and many more. Visit Medic West Africa 16-18 October 2013, Eko Hotel & Exhibition Centre, Lagos, Nigeria.

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<th>COMPANY NAME</th>
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* as of 28 August 2012
** Country Pavilion

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Tuesday, 16 October 2012

Obs-Gyn Conference

0950 Opening remarks by Chair
Professor Innocent A O Ujah, Director General, Nigerian Institute of Medical Research, Lagos, Nigeria.

Session 1
Management of common obs-gyn conditions
Moderator: Professor Innocent A O Ujah

1000 Developing protocol on the management of common obstetric and gynecological conditions
Professor Innocent A O Ujah

1030 Role of Doppler ultrasound in high-risk pregnancy
Dr Mohamed Ali Abdelqader, Professor, Ob/Gyn, Fetomaternal Unit, Cairo University; President, ESUOG, Cairo, Egypt.

1130 Current concepts in the management of obstetric fistulas
Professor Oladosu Ojengbede, Consultant Obstetrician/Gynaecologist, University College Hospital, Ibadan, Nigeria.

1200 Break

Session 2
Improving maternal reproductive health in low income countries
Moderator: Professor Innocent AO Ujah

1230 Countdown to 2015: tracking the performance of MDG5
Professor Adetokunbo Fabanwo, Consultant Obstetrician/Gynaecologist, Lagos State University Teaching Hospital, Lagos, Nigeria.

1300 Family planning and prevention of unwanted pregnancy
Dr J T Mutihir, Consultant Obstetrician/Gynaecologist, Jos University Teaching Hospital, Jos, Nigeria.

1330 Update on the prevention of mother-to-child transmission (PMTCT) of HIV/AIDS
Dr Oliver Ezechi, Consultant Obstetrician/Gynaecologist, Nigerian Institute of Medical Research, Lagos, Nigeria.

1400 Close of Conference

Medical Pathology Conference

0900 Opening remarks: overview of hematology practice in Nigeria
Dr Taiwo R Kotila, Department of Haematology, University of Ibadan, Nigeria.

Session 1
Hematology and blood transfusion
Moderator:

1000 Leukaemia
Dr J A Olaniyi, Department of Clinical Pathology, University College Hospital, Ibadan, Nigeria.

1030 Sickle cell disease
Dr P O Olutunji, Department of Haematology and Blood Transfusion, Olabisi Onabanjo University Teaching Hospital, Sagamu, Ogun State, Nigeria.

1100 Safety in blood transfusion
Dr Foluke Fasola, Department of Haematology and Epidemiology, College of Medicine, University of Ibadan, Ibadan, Nigeria.

1130 Break

Session 2
Microbiology

Microbiology and Drug Resistance
Moderator:

1230 Challenges of ESBLs and emerging carbapenemases for the diagnostic lab
Dr Abiola Senok, Assistant Professor, Al Faisal University, Riyadh, Saudi Arabia.

1300 Antibiotic resistance and molecular epidemiology of Staphylococcus Aureus
Dr Bayo Shittu, Unifery of Ife, Nigeria.

1330 MRSA screening
Dr Debola Olayinka Associate Professor of Medical Microbiology, Ahmadu Bello University, Zaria, Nigeria.

1400 Break
Health Management Conference

Session 1
Future of healthcare in Nigeria
This session looks at critical issues that would ultimately change the context within which healthcare will be delivered in the near and not too distant future in Nigeria.

30 minutes
Keynote: Getting to ‘universal healthcare access’ for all Nigerians
Prof Obinna Onwujekwe in Enugu, (onwujekwe@yahoo.co.uk).

20-minute paper
Non-communicable diseases (NCDs) – as a game changer
Dr Emmanuel Musa, WHO Country Office, Abuja (TBC)

20-minute paper
The promise of ‘impact investment’ for healthcare
Ifeanyi Osofor, Community Health Initiatives, TY Danjuma Foundation.

Panel discussion
Speakers as above plus Tarry Asoka

Coffee break

Session 2
Improving healthcare in Nigeria
In this session we consider innovative means of rapidly increasing the quantity and quality of care required for a large society such as Nigeria, away from policy reforms that are very difficult to implement.

30 minutes
Keynote: Market-based solutions to expand essential services society for family
Professor Shima Gyoh, Society for Family Health, Abuja, Nigeria

20-minute paper
Clinical networks as effective means of service integration
(Speaker to be confirmed)

20-minute paper
Improving diagnostic support through ‘point of care technologies’
Industry representative

Panel discussion
Speakers as above plus Tarry Asoka

Close of Conference
Hospital Planning Conference

0850 Opening remarks by Chair:
Dr Olumide Okunola, Project Coordinator, Reliance Hospital Limited, Abuja, Nigeria.

Session 1
Strategic planning
Moderator:

Session objectives: This session introduces participants to the very first step in planning an hospital or seeking funding to bring to life the kind of facility they have always wanted. The session discusses the constituents of a feasibility plan and possible funding sources. It goes further to examine innovative ways of planning equipment and putting the infrastructure required together.

0900 Getting started: business plan/what model?
International Finance Office, Nigeria

0920 Financing: African Health Fund
Dr Olusegun Oso, Investment Principal and Lead Health Specialist, Aureous Capital, Lagos, Nigeria.

0940 Infrastructure
Dr Walter Olatunde, CEO, Deux Projects, Lagos, Nigeria.

1000 Equipment planning
Clare Omatseye, CEO, JNC International, Lagos, Nigeria.

1020 Case Study: Partnership with the Nigerian healthcare system

1040 Coffee Break

Session 2
Case Presentations
Moderator:

Session objectives: This section examines the various models of healthcare available in the market space. Practitioners are able to decide where exactly they want to participate; it forces them to examine the various possibilities/options available to them. It is expected that the feasibility/strategic plans from session one will be modeled to suit the model under consideration.

1100 Stand alone diagnostic centers

1120 Single specialty clinic
Dr Juwom Alabi, South Shore, Ob/Gyn office

1140 Multi-specialty hospital

1200 Integrated HMO model
Mrs Fola Laoye, Managing Director, Lagoon Hospital, Lagos, Nigeria.

1220 Discussion

1300 Close of Conference

Diabetes Conference

0945 Opening remarks by Chairs
Professor A E Ohwovoriole, Professor of Medicine, Consultant Endocrinologist/Diabetologist, Department of Medicine, College of Medicine, University of Lagos, Lagos, Nigeria.

Professor Geoff Gill, Professor of International Medicine, University of Liverpool, Liverpool School of Tropical Medicine, Liverpool, UK.

Session 1
Moderator: President of Endocrine Society of Nigeria.

1000 Issues of classification, outcome and care delivery
Professor Geoff Gill

1100 Foot disease: putting feet first project
Dr Zulfi Abbas, Dar es Salaam, Tanzania.

1130 Break

Session 2
Moderator:

1200 Management of hyperglycaemic emergencies in primary care
Dr Afoke Isiavwe, Consultant Endocrinologist, Medical Director, Rainbow Specialist Clinic, Lagos, Nigeria.

1230 Shared management of diabetes mellitus: in low-resource settings
Professor A E Ohwovoriole

1300 Insulin: types, delivery and role in the treatment of type 2 diabetes mellitus
Dr O A Fasanmade, Senior Lecturer, Consultant Physician/Endocrinologist, Endocrine Unit, University of Lagos Teaching Hospital, Lagos, Nigeria.

1330 Close of Conference
Wednesday 17 October 2012

PPP Conference

Special conference focus sponsored by The Crown Agents

How can Public–Private Partnerships contribute to overcoming the health sector challenges in Africa?

We are increasingly seeing African governments turn to the private sector to provide support in the delivery of public services due to its perceived efficiency, discipline, and economies of scale. Advocacy for public–private partnerships (PPPs) in particular has been gathering significant momentum in recent years, but with each country possessing specific and sometimes unique challenges, how far can PPPs help governments to meet these challenges and improve health services and outcomes? This session will give an insight into how value for money and sustainability can best be built into PPP designs.

The guest speaker will be:
Maurice Diamond, Crown Agents Group Commercial Director and Global PPP Specialist.

Delegates will take away a comprehensive understanding of what actually constitutes a PPP, the various models that can be engaged and that one size does not fit all.

Thursday 18 October 2012

Infectious Diseases Conference

Session 1

The challenge of infectious diseases
Moderator:

1300 Infectious Diseases with Epidemic Potentials
Dr Olushayo Olu

1330 Challenge of antibiotic resistance in infectious diseases
Dr Oladipo A Aboderin, Department of Medical Microbiology and Parasitology, College of Health Sciences, Obafemi Awolowo University, Ibadan, Nigeria.

14:00 Principles and the implementation of an antimicrobial stewardship
Dr Debola Olayinka, Associate Professor and Consultant of Clinical Microbiology, Ahmadu Bello University & Teaching Hospital, Zaria, Nigeria.

1430 Break

Session 2

Control of Infectious Diseases
Moderator: Dr Abiola Senok, Assistant Professor, Microbiology and Immunology, College of Medicine, Alfaisal University, Riyadh, Saudi Arabia.

1500 Strategies for combating the spread of antibiotic resistance
Dr Abiola Senok, Assistant Professor, Microbiology and Immunology, College of Medicine, Alfaisal University, Riyadh, Saudi Arabia.

1530 Eradication of polio: stopping the spread

1600 Health education and the mobilisation of communities: case study
Dr Bolanle Balogun, Lecturer, Department of Community Health and Primary Care, College of Medicine, University of Lagos, Lagos, Nigeria.

1630 Close of Conference
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Daniel Pierce, Brightleaf Imaging, USA

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Imaging and diagnostics conference

0930 Opening remarks by Chair Prof. Ifeoma Okoye, Chair of Radiology, University of Nigeria Teaching Hospital Enugu (UNTH), Lagos, Nigeria.

Session 1
Quality in radiology
Moderator:

0940 Excellence in classical radiographic techniques: a fading art
[TBC]

1010 Importance of radiation protection and monitoring in public and private radiology facilities
Dr K C Eze, Department of Radiology, Ambrose Alli University, Ekpoma, Nigeria

1040 Safety of ultrasound use in pregnancy
Prof. Mohamed Ali Abd El-Kader, Professor, Ob/Gyn, Fetomaternal Unit, Cairo University, President, ESUOG, Cairo, Egypt.

1110 Break

Session 2

1140 Confronting the challenges of taking breast screening to the grassroots: replicating the foot-soldier approach
Prof. Ifeoma Okoye

1210 Contribution of doppler imaging to medical & surgical management: increasing usage in Nigeria
Dr Ibewuike, Consultant Radiologist, University of Nigeria Teaching Hospital, Nigeria.

1240 Current technologies in radiotherapy: The Nigerian Experience
[TBC]

1310 Break

Session 3
Imaging and infectious diseases
Moderator:

1410 Management of radiology and private radiology practice
Dr Rasheed Arogundade, Lagos University Teaching Hospital and Vice President National Post-Graduate Medical College and Chairman of Association of Radiologists in Nigeria (ARIN)

1440 Harmonisation of radiologic equipment in tertiary institutions: feasibility, challenges and the role of the users ‘radiologist’
Dr Biodun Adeyinka, Consultant Radiologist, College of Medicine, University of Ibadan, Nigeria.

1510 Public–Private Partnership in radiology: the road so far
Dr P C N Okere, Consultant Radiologist/Nuclear Medicine Physician, UNTH, Enugu, Nigeria.

1540 Break

Session 4
Radiography
Moderator:

1550 Incidences in ultrasound abnormalities in sickle cell anemia patients
P O Ibinaiye, Senior Lecturer/Consultant Radiologist, Department of Radiology, Ahmadu Bello University Teaching Hospital, Zaria, Nigeria.

1620 Chest radiographic pattern in HIV+ patients
Dr A E Oguntoyinbo, Department of Radiology, University of Ilorin, Nigeria.

1650 Close

Target audience
- Radiologist
- Interventional Radiologist
- Radiographer
- Specialist Registrar Radiology
- Nurse - Radiology Department
- Radiation Safety Officers
- Radiology Residents
- Medical Support Service Officers
- Technologist
- Technicians
- Sonographer
- Sonologist
- Ultrasonologist