

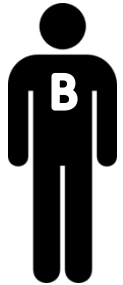
CHANNELS

SALES CHANNEL & DECISION MAKERS

Manufacturer DISTRIBUTOR → OFTEN SUB-DEALER → PUBLIC HOSPITAL



Manufacturer DIRECT SALE TO TOP 3 + FEE → PRIVATE HOSPITAL →



Manufacturer DISTRIBUTOR → TENDERS →

