



Company Profile



About Aldwally

Pharmaceutical & Health Care products representation company established 2010 in Baghdad, serving multinational companies in Iraq.

We differentiate by offering fully integrated services including:-

- Registration
- Importation
- Promotion
- Sales and Distribution of products, technologies, and services within 4 main areas:

- Pharmaceuticals
- Diagnostics
- Cosmetics
- Consumer goods

We offer all value added services during the life cycle of your product.

We have about more than 50 employees work in my bureau distribute as medical representative and seller and in regulatory affairs and drug store also we have 3 affiliates one in north and one in south and one in Baghdad.

Aldwally Agencies

- We have exclusive agency from **Orthoselect** for orthosurgical instrument.
- We have exclusive agency from **ADVANCED** Instrumentations which responsible for manufacturer medical equipment /USA.
- We have exclusive agency from **MEDISOFT** for pulmanry function test.
- We have exclusive agency from **zhivas** company from bulgarian for sterile solution of surface.
- We have exclusive agency from **Easy Implant** ...france for dental implant.
- We have non exclusive agency **unipharma** company from syria.
- We have exclusive agency from **FemmeCare** from jordon for cosmetic.
- We have agency from **Zhing Young** from china for medical disposable products.
- **JMD** (Jiangsu Jichun Medical Devices Co.)
- **ZIBO** Eastmed Healthcare Products

 **Advanced**



Femme Care
United International Pharmaceutical Co

JMD

AIDwally Scientific Bureau provides integrated commercialization services for your expansion:

🌀 The right network with Health Authorities and registration committees with proven record of fast registrations, so we have a good plan for faster the register of company and it's products.

- Filing coordination we have to arrange the dossier with company to make sure finishing the register with very few time.
- Submission and Lobbying (approval, pricing, reimbursement, tenders) also we have a good time work with registration department and with kimadia to make sure finishing work and winning the tender.
- We have 3 employees work in regulatory affairs connection with ministry of health and 3 employees work connection with kimadia.
- Special authorization.

Promotion

Planning and execution for promoting products, services and technologies in order to better meet customers needs:

- 🌀 8 Medical Representatives working in Baghdad.
- 🌀 12 medical representative work in other city in Iraq.
- 🌀 Optimal Coverage to distribute to all my country.
- 🌀 Optimal Frequency.
- 🌀 Highly Qualified Team with good and continue training inside and out side the country.



Sales

Qualified and motivated work force who conveys your voice to your customers and we have a good planning to reach to optimal sells:

- 🌀 5 Focused Sales representatives working in Baghdad
- 🌀 10 sales representatives working in other city in Iraq
- 🌀 Optimal Coverage to sales the products to all city in Baghdad even a small one
- 🌀 Optimal Frequency
- 🌀 The sales Team and official team training in side and out side the country to make sure the give optimal sells

Distribution

Complete coverage to all areas with a quick & proper delivery of Your products we have a good plan for distribute the medicine with good connection with doctors and privet pharmacy to reach optimal result of distribution and also we have a team work with Procurement Committee in the public hospital to increase the distribution:

- 🌀 8 Trucks Fleet to delivery of products to all drug seller in Baghdad and other city direct in the same day.
- 🌀 1 days delivery period to 18 cities all over Iraq.



KIMADIA /PUBLIC SECTOR



Kimadia is a government company (the state company for marketing drugs and medical appliance) IS a bigger and special company for buying the all type of medical products like medicine , medical appliance, vaccine and medical equipment form all the company over the world and then distribute it to all government hospital and medical center in all Iraqi city according to demand per year which all hospital and medical center is fix their demand and send to kimadia. and its buy about 900-750 million USD per year

Aldwally scientific company is leader scientific bureau in Iraq which have professional team dealing with kimadia sector .

In last two year aldwally is win participate in a lot publish tender and win about four tender each one about 1 millions dollars for different company which repr

out 20

REGISTRATION DEPARTMENT

Our company is responsible for register all our agents company in ministry of health and we have good team try to arrange with agents company to prepare all documents and certificate to submit it to registration department and continues check it till finish the registration in lower time Normally the registration department in our ministry of health need a lot of documents that we try to ask all the require documents in one step to avoid time lost



WEREHOUSES

We have big warehouse in our office for store good quantity of products from different company to cover the demand of markets and hospital without any leak for customer needed. Our warehouse size it about 800 square meter with height about 6 m to make sure that can cover continues order coming according to marketing demand . Also we have big refrigerator for products keep in low temperature and also we have thermometer inside the store to make sure that temperature can control with the time We have about 5 employee work inside the warehouse with central computer to control the in and out products

TRANSPORTATION

Aldwally scientific bureau have good and big track to cover the distribution during the same day or after one day for city far distance from Baghdad. it have about 2 track fleet with about 5 small car for the small order and inside Baghdad. it have transportation manager work inside the bureau to cover every order within a time without leakage or delay for order deliver.



Enabling you to access a customer database of more than 12,000 players in the Healthcare sector:

- 6,000 Prescribing Physicians with different specialist.
- 4,800 Pharmacies.
- 1,200 drug store distribute in all country.
- 450 public Hospitals.
- 350 privet hospitals.
- 480 Diagnostic Laboratories.
- 3,500 medical sub staff.
- 400 Consumer Goods Retail Stores.
- 150 Luxury Grand & Perfume Stores.



FINANCIAL DEPARTMENT

Aldwally sceintific bureau is establish in 2010 with 400,000 USD and then increase the capital to 750,000 USD until 2011 then increase in 2012 to 1,250,000 USD then increase 1,800,000 USD until 2013 and forecast the capital increase to 2,500,000 USD in the end of 2014, and in 2015 the capital 3,250,000 USD we have a good planning in 2016 to increase the capital to more and more.



Our annual turnover: 5 million USD during 2016 consisted of :

- 2 million USD pharmaceuticals products.
- 900,000 USD cosmetic products.
- 600,000 USD medical appliances.
- And also purchase of medical equipment with about 1.5 million use or more.

Great experience in:

- Congress, seminars and exhibition organization.
- Stamping promotional materials with distribute to all medical clinic and pharmacy and hospital
- Medical representatives training inside and out side the country.
- Market study and provide a good result make my company enter the marketing with competitive price.
- Tender participation with good and experience team.



Iraq - Baghdad, AL harthiya CITY, HAY kindi
9/42/213

Manager : 009647809131850+
Assist manager : 009647811516542
Account manager: 009647717463575
Office : 009647711088170
Email : aldowallyoffice@gmail.com
Website : www.aldwallypharm.com