

# CORPORATE PROFILE



[www.kmmsa.com](http://www.kmmsa.com)



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**KONICA MINOLTA**  
MEDICAL

## COMPANY OVERVIEW

Konica Minolta Medical South Africa (KMMSA) is wholly owned by the Bidvest Group. Headquartered in Johannesburg, South Africa, the company has the sole licence to import and distribute Konica Minolta healthcare products in South Africa.

In today's global healthcare environment, where digitisation is improving patients' experience in the clinical setting, Konica Minolta Medical South Africa provides technically advanced, high performance quality X-ray diagnostic imaging and high speed processing of captured images.

Konica Minolta Medical's diagnostic radiology imaging solutions are relevant to a broad range of health facilities, from hospitals, to smaller clinics and radiology practices. Combining the latest in digital imaging technology, with services and support of the highest quality. The compact design and high-speed image capture and processing technologies enable our solutions to help improve workflow and productivity, while enhancing patient safety and comfort.

*“bizmed will do to medical imaging what bizhub did to business technology - provide innovative and ground breaking solutions, with international support and proven services. This will change the way medical imaging and radiology practices are run.”*

Brian Joffe, CEO Bidvest International

*“As I look into the future, I see ourselves as part of a third digital revolution in the history of our company, that being the migration from analogue to digital in the X-ray industry. Our company has successfully managed the first two digital revolutions very well.”*

Alan Griffith, CEO BidOffice Group



## WHAT SETS US APART FROM OUR COMPETITORS?

- Industry leading radiology management solutions
- Onsite qualified Health Care Professionals registered with the HPCSA (Health Professions Council of South Africa)
- Retrofit solutions to maximise our clients' existing investments
- Proof of concept offerings that allow our clients to test the equipment in their own unique environments before they invest in our products
- Buy back guarantee
- Tailored finance via Bidvest Bank
- Rental agreements
- Staff training and ongoing upskilling within the digital radiology realm
- Offering supreme workflow solutions reducing patient queues at busy practices
- After sales service; we provide 24/7 support when needed.

## ABOUT KONICA MINOLTA MEDICAL SOUTH AFRICA

We provide clients with holistic solutions and an operational stance of consultative business partnering, through pre-sales analysis and customer needs audits, sales, installation, ongoing onsite technical and software management, as well as the supply of spare parts and consumables. We offer uniquely tailored agreements to our clients varying from standard business hour support, time and material based agreements, emergency support arrangements as well as 24/7 support where required. The various divisions are dedicated to delivering the edge in speed and efficiency with unsurpassed products and support services. The dedicated national training centre facilitates the ongoing staff upskilling needs, within the ever changing technological environment.

We offer a range of solutions geared towards migrating analogue medical imagery into the current digital world in the most cost effective manner that prides itself in the simplicity of implementation and usage of solutions. Our goal remains focused on the business of our clients' medical practices, allowing them to concentrate on their core functionality of taking care of their patients.

## STRUCTURE

All Konica Minolta South Africa branches are owned by the Bidvest Group, international services, trading and distribution company, listed on the Johannesburg Stock Exchange (JSE) South Africa and operating on four continents. There are 104 000 people employed within the Bidvest Group worldwide. Bidvest turns ordinary companies into extraordinary performers, delivering strong and consistent shareholder returns in the process.

KMMSA is a sister company of Konica Minolta South Africa (KMSA), who is the successful distributor of the award-winning bizhub product range.

KMSA's footprint spans a vast portion of southern Africa, with its head office based in Johannesburg and is supported by a national infrastructure and distribution network consisting of 17 branches and 48 dealerships. This established infrastructure provides the technical back-up and support to KMMSA and their valued clients.

## EARLY BREAST CANCER DETECTION

Konica Minolta Medical South Africa is proud to offer the ultimate solution to the early detection of breast cancer.

The REGIUS C-Plate is the world's first phosphor needle structure plate system created especially for mammography. Konica Minolta Medical South Africa's innovative column crystal technology is a great leap forward in CR plate design. Granularity of X-ray images is aggravated by quantum noise in the X-ray. To minimise this effect, Caesium Bromide (CsBr) phosphor is used. With its high absorption coefficient over a comparatively wide X-ray energy area, it is one of the most absorbent phosphor material available today.

The phosphor crystals are formed in columns within the C-Plate, giving a lightguiding effect which reduces scattering of incident X-ray photons, enabling photo-stimulated luminescence to be effectively introduced into the photoreceiver. This feature of the technology greatly enhances the image quality of the CR plate. The ageing of the phosphor due to continuous X-ray exposure is minimal, thus the C-Plate's image quality remains optimal over a long period of continuous use. Superior DQE performance also significantly improves the visibility of breast lesions, while reducing X-ray exposure.



## OUR CORE VALUES

### ■ CLIENT-FOCUSED

We are passionate about providing end-to-end solutions for our clients ensuring that our products promote efficiency and productivity.

### ■ PATIENT-DRIVEN

Our solutions create quality images that assist radiologists in providing accurate diagnoses for the benefit of patients.

### ■ TECHNICAL EXCELLENCE

We are committed to developing innovative solutions that lead our clients into the digital age.

### ■ TEAMWORK

Our experienced teams provide a strong, multi-disciplined approach to project management.