

DISTRIBUTOR PROFILE for DISTRIBUTOR SEARCH

Who is BAP Medical?

BAP Medical is a Dutch based Benelux company, that specialises in certain niche areas of modern wound care.

In particular we are looking for partners that can help us with the roll-out of the distribution for ALHYDRAN, a medical gel-crème for the after care of burns and chronicle wounds, and for wounds that are characterised by itching, redness, scar formation and (extra) dry surfaces of the skin.

More information can be found on www.bap-medical.com

Who are our target groups in our own home markets for selling our products?

- Burn centres
- Plastic surgeons (for donor sites and surgical scars)
- Dermatologists
- Radiotherapy (to prevent and to treat the burns of radiated patients in e.g. cancer treatment)

WHAT kind of distributors would we like?

Our ideal distributor should have the following characteristics:

For sales:

- being experienced in the field of burns and burns care
- having good introduction in burn centres as well as in major peripheral centres
- having good introductions amongst plastic surgeons, dermatologists and radiotherapist
- having a good, stable organisation
- having experience in the registration and marketing of medical devices class 1 in their country
- with a good number of sales people on the road
- with back-office marketing investment from the distributor (is essential to make the product succeed)
- with not to many products in his portfolio
- having an own warehouse (temperature controlled = around 100%)
- being service oriented
- having complementary products in his product range such as pressure garments and silicone sheets

If you're interested in the distribution of Alhydran, and if your company matches most of the criteria above, please contact dominiek.viaene@bap-medical.com, and we will be in touch with you soon.