



Laboratory Doctors Cooperative

**MEDISYN**

Advanced **Medical** Services & Applications

# Strategic Mission and Vision

**The Mission** of Hellenic Cooperative of Laboratory Doctors “**MEDISYN**” in 2013-14 is to:

- a. expand methods, systems, and invest in recourses , in order to become the Leading Medical Services Organization in the eyes of its members, partners, the State and the private market, with unparalleled corporate governance and strong organization results
- b. be the leading and the guiding force of the Laboratory members, as the primary enabler and catalyst of their successful repositioning as reference Laboratories/Small Businesses in the developing primary health care market of Greece.
- c. be a profitable and financially healthy Cooperative, which rewards its members with dividends or reinvests these in an optimum manner serving members' best interest

# History and Economic Growth





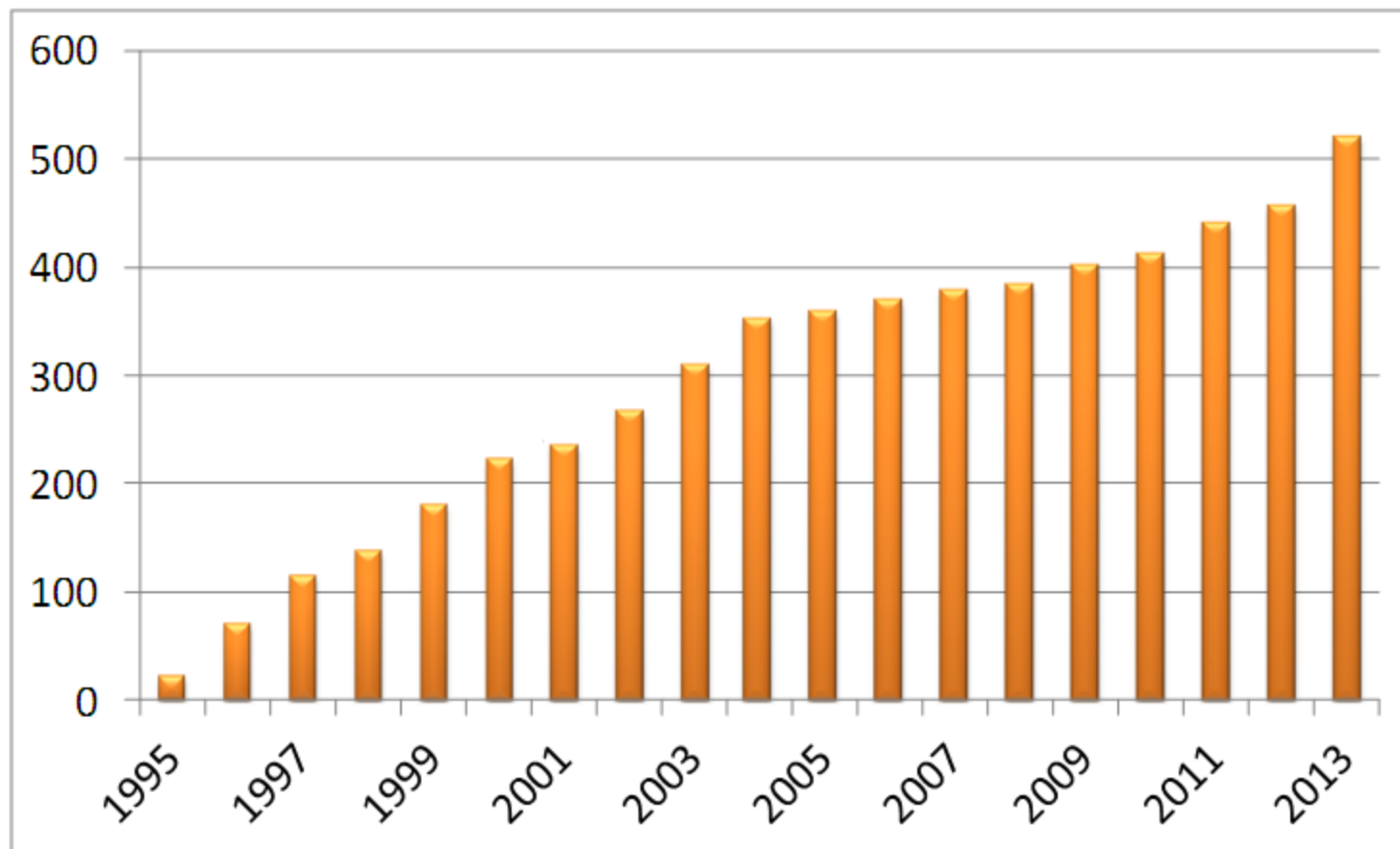
# History and Economic Growth

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- ❖ Our company -Medisyn- emerged from the “vision” of a cell of Biopathologists (Microbiologists) about 19 years ago. The main requirements were, **the reliability of the laboratory test results** and **the achievement of scale economies**, mainly for the analysis services but also for the consumables.
- ❖ From day one, this idea was received with enthusiasm and very quickly became a reality, opening the first laboratory in December 1995 with 22 founding members.
- ❖ The reliability of the results contributed to the rapid development of the number of members and subsequently to the increase of the samples received per day, the number of executed tests and finally the annual turnover.

# History and Economic Growth

## ❖ Number of members MEDISYN







# History and Economic Growth

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## MEDISYN today

- ❖ Total Income for the year 2013 excided 11mm Euro, with 33% market share (Central Laboratories)
- ❖ Medisyn performs over 3mm exams per year for its clients, and supplies/supports them fully in consumables, equipment, quality control, and other services
- ❖ We cooperate with: More than 520 members & more than 700 clients (when the total number of the active Laboratories in Greece are less than 2.300)
- ❖ With 3 fully equipped laboratories in Athens, Thessaloniki & Iraklion, which completely cover the need of high quality results, of health care business exclusively.
- ❖ The laboratories are fully automated with “state of the art” equipment that reassure excellent quality, traceability and drastic constraint of human error
- ❖ The company is consisted of highly trained personnel and scientists in the healthcare sector
- ❖ The company has extended its field of activity so that it can offer complete solutions to the Healthcare Professionals based on quality, reliability and speed.



# History and Economic Growth

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## Major activity fields of MEDISYN

- ❖ Modern Biopathology Medical Laboratories of 1st degree healthcare with the most strict ISO accreditations and external quality control audits
- ❖ Supply and trade of medical machines and consumables
- ❖ Quality control consulting services for Biopathology laboratories and associates with the best companies on the field
- ❖ Complete software applications for Biopathology laboratories and associates
- ❖ Network of Certified doctor laboratories of Primary healthcare in the territory under the aegis of MEDISYN / MQS – IATRICA.

# Modern Medical Biopathology Laboratories

laboratory

laboratory



laboratory





# Modern Medical Biopathology Labs

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- ❖ **Medisyn Laboratories have Primary Healthcare License**
- ❖ We cooperate **with Laboratory Doctors, Clinics, Hospitals** and other **Healthcare Professionals**
- ❖ We cover the laboratory needs **All over Greece**, providing the fastest replies of the results
- ❖ **ISO 15189 accreditation** for a large number of tests, but also for the sample management from the members of Medisyn all over Greece, consists the basic proof of the Laboratory Pioneering and the company's supremacy.
- ❖ Infrastructure and rules reassure the full control of the procedures in all the stages of the critical work of diagnostic analysis.



WEDISYN κατά ISO 15189  
ΔΙΑΠΙΣΤΕΥΣΗ εργαστηρίου



# Modern Medical Biopathology Labs

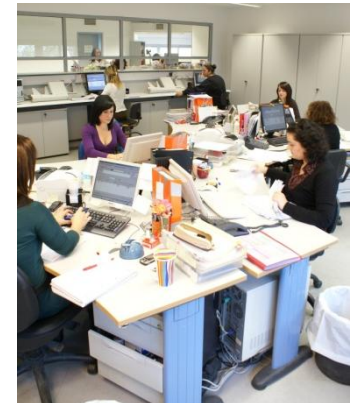
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## Pre-analysis stage

- ❖ The sample transfer from the Biopathological Labs from all over the country to Medisyn, is done according to the regulations of the global organizations in healthcare sector. (World Healthcare Organization, ADR) and with **ISO 9001:2008 certification**.
- ❖ The system appliance of **automated barcode reading of testing requests** consists of yet another pioneering step to the absolute control of the pro-analytic procedure.
- ❖ **The automated sample categorization system** and the forwarding of the samples to the analysis systems, completes the cycle of quality reassurance stage “before the analysis”.



**ISO 9001:2008**





# Modern Medical Biopathology Labs

## Analysis Stage

- ❖ **ISO 15189 accreditation** for 417 important tests (record national number).
- ❖ Use of “**state of the art**” **analysis systems**, reagents and materials
- ❖ Program Appliance of **internal quality control** with the daily use of 3-stages serums.
- ❖ Participation to the world top programs of **External Quality Control: EQAS-Biorad, QCS-Roche.**
- ❖ In the daily programmed work of Medisyn Laboratories, it is included **extended tests catalog** (And special Molecular Tests)







# Modern Medical Biopathology Labs

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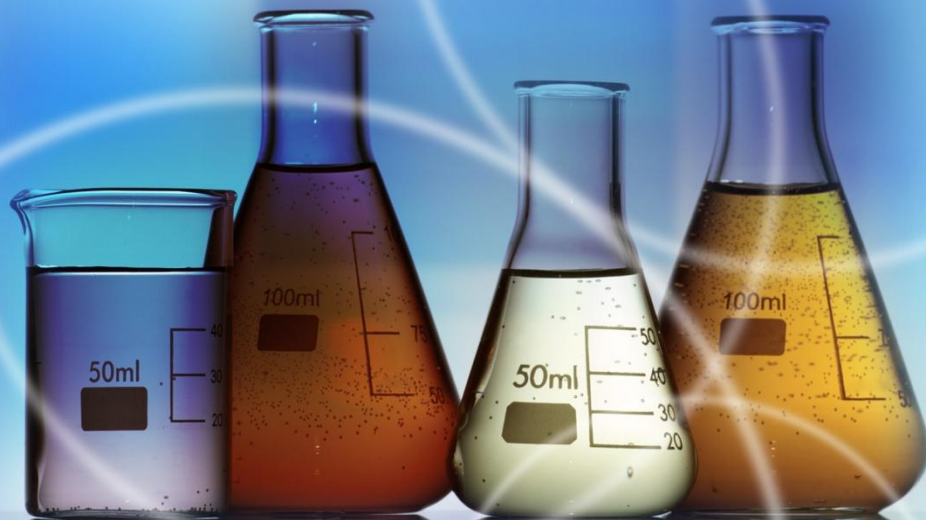
## Post-Analysis stage

- ❖ Evaluation and approval of results from experienced and renowned scientists.
- ❖ Our Analysis systems are connected through an LIS (Laboratory Information System) for the automated registration of the results.
- ❖ The result delivery to the Doctors Labs is done automatically/electronically : via the sub-programm **2link** of the medical software **Biomember advanced**.





# Commercial Department





# Commercial Department

MEDISYN's Commercial Department delivers **complete solutions** that cover fully the whole operating spectrum of a Biopathology Lab in equipment, consumables, technology, etc.

❖ MEDISYN offers **laboratory equipment packets with reagents , consumables and IT solutions** that cover up to the annual needs of a lab, for a better cost management.

❖ Cooperations with various suppliers for machine equipment and reagents, reassure the technical support from experienced personnel all over the country.





# Modern Medical Biopathology Labs

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❖ New service for immediate delivery of results, through our online portal from our website:

[www.medisyn.eu](http://www.medisyn.eu)

Σύγχρονα Ιατρικά Εργαστήρια

# MEDISYN

ΣΥΝΕΤΑΙΡΙΣΜΟΣ ΕΡΓΑΣΤΗΡΙΑΚΩΝ ΙΑΤΡΩΝ

Αναζητήστε στον Κατάλογο Εξετάσεων

Ευρετήριο

ΠΡΟΦΙΛ

ΥΠΗΡΕΣΙΕΣ

ΜΕΛΗ

ΑΡΘΡΟΓΡΑΦΙΑ

ΤΑ ΝΕΑ ΜΑΣ

ΕΥΚΑΙΡΙΕΣ ΚΑΡΙΕΡΑΣ

ΕΠΙΚΟΙΝΩΝΙΑ

Δημιουργήσαμε έναν  
κύκλο ποιότητας με  
κέντρο το ιατρείο σας!

### Κατάλογος Εξετάσεων

Ενημερωθείτε για την εργαστηριακή εξέταση που σας ενδιαφέρει με τη βοήθεια του καταλόγου μας.

Δείτε Περισσότερα

### NEA ONLINE Διασύνδεση

Μπείτε στη νέα εποχή με πρωτοποριακές δυνατότητες αποστολής δειγμάτων και παραλαβής αποτελεσμάτων!

Συνδεθείτε

### NEO Ηλεκτρονικό Κατάστημα

Παραγγείλτε online το αναλώσιμο και το λοιπό εργαστηριακό υλικό που χρειάζεστε!

Δείτε Περισσότερα



# Software & Laboratory Automation





The flexible medical software that offers:

- **Quality optimization** of the offered services
- **Full automation** of working procedures
- **Minimization** of errors in all the stages of the analysis procedure.
- **Better Control** of the total cost of operation of the laboratory.
- **Excellent management** of customer and associate relations.



The module **2link**, offers the ability of electronic connection between your laboratory and MEDISYN, for the safer, more economic and faster tests order request and result delivery.



**QCmanager** is the module of Biomember advanced which the total management of the external quality control procedure.





# Laboratory Quality Control Program

quality control

quality  
control



quality



# Laboratory Quality Control Program

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- ❖ MEDISYN in cooperation with the largest companies in the field, offers to its members and associates the ISO 9001:2008 Quality Management System for laboratories
- ❖ Forwarding of laboratory external quality control programs in cooperation with the most reliable EQA schemes organizations & service offering of Scientific Consultant

latrica

## Primary Healthcare Diagnostic Network (Franchise)





# Primary Healthcare Diagnostic Network (Franchise)

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MEDISYN using its full potential and evaluating the progress, develops a network «LABORATORIES OF TOMORROW».

## The Iatrica Network:

- ❖ 140 Medical Laboratories with presence all over Greece
- ❖ It continues to grow constantly to provide P.H.S. services for all the interested civilians, insurance organizations, fund of P.H.S.
- ❖ Follows certified ISO procedures and quality assurance, with internal and external quality controls under the aegis and supervision of MEDISYN
- ❖ It is being supported from a special healthcare portal, phone call center and healthcare e-card.





**Iatrica is a Certified Medical Network** in the Primary Health Care segment.

The network consists 140 members throughout Greece, which are either Clinical Microbiologists or Radiologists Private Diagnostic Laboratories.

In order to participate in the Iatrica Network, **each member must comply with strict criteria**, such as state of the art technological equipment, ISO 9001 certification, Quality Control Accreditation and Medical Waste Management.

All members have a **common company identification** and follow the **same business strategy**, in order to achieve common goals and drive the development of Primary Health care to patients.





  
 ΣΥΝ. ΙΑΤΡΕΙΑ ΠΙΣΤΟΠΟΙΗΜΕΝΗΣ ΦΡΟΝΤΙΔΑΣ

**Παίρνουμε τις εξετάσεις σας... προσωπικά!**

Κάθε διαγνωστικό κέντρο μπορεί να σας δώσει ένα αποτέλεσμα για τις εξετάσεις σας. Αυτό όμως που κάνει μοναδικά τα διαγνωστικά κέντρα που ανήκουν στο πανελλαδικό δίκτυο Iatrica, είναι η προσωπική επαφή που κρατούν με κάθε εξεταζόμενο. Φροντίζουν! Το μικροβιολογικό ή ογκολογικό κέντρο μας διαθέτουν υψηλή επιστημονική εξοπλιστική και τεχνολογική υποστήριξη για να σας δώσουν έγκαιρα και έγκριμα αποτελέσματα. Ανάκληση και αυθημερόν! Αποτελέσματα που μπορούν να αξιοποιηθούν πλήρως από τον γιατρό σας!


 Πιστοποιημένη υπηρεσία φροντίδας για όλους σε  σημεία στην Ελλάδα  
 ☎ 210 3413468 • [www.iatrica.gr](http://www.iatrica.gr)



Iatrica Primary Health Network is consisted of 140 members that receive





# Primary Healthcare Diagnostic Network (Franchise)

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## Remarks and Characteristics

- ❖ The laboratories participate with common corporate name and logo, under the name of the doctor-scientist.
- ❖ Network members are essential members of MEDISYN Cooperation
- ❖ Network members accept certain commitments and και specifications at the base of a contract for the supply of certain services from MEDISYN, at the base of monthly contribution.



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