

**medic**

Qatar International Medical and Hospital Show

4<sup>th</sup> - 7<sup>th</sup> November 2008



For Ideal Health

# About Qatar

Qatar is an independent state in the Southern Arabian Gulf surrounded by Saudi Arabia, Bahrain, and the United Arab Emirates. The country is situated midway along the western coast of the Arabian Gulf. It is approximately 11,521 sq. km. on a low-lying limestone peninsula projecting northward about 160 kilometers into the Gulf. The coastline is 550 kilometers long and bounds the country to the west, north and east. Its Territory comprises a number of islands including Halul, Al Shat, Shira'wa and others.

- **History:**

Qatar has a rich and vibrant history – a history that can be traced back as far as 4000 B.C. Throughout the centuries, the fishing and pearling trades have established Qatar as an important port in the Gulf. With the expansion and growth of its oil and gas industry, the port and the country maintain their international importance.

- **Culture:**

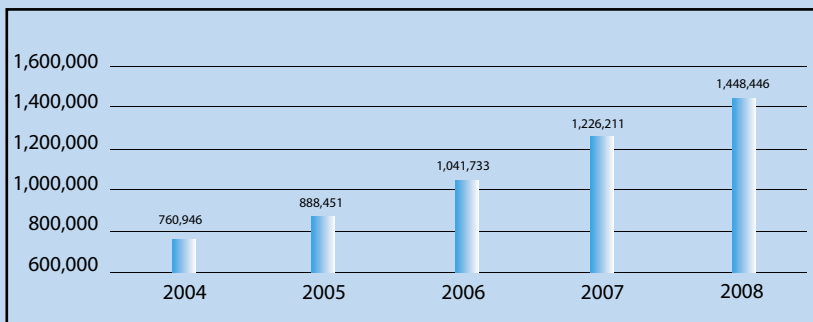
The people of Qatar are friendly and visitors feel very welcome. Qatar is an Islamic State, which guides not only the religious beliefs of Qatari citizens but also plays a large part in daily living.

- **Official Language:**

Arabic is the official language of Qatar, and English is widely spoken.

- **Population:**

The population of Qatar amounts 1,448,446 inhabitants (according to the estimates of Total Population (middle of the Year 2004-2008) of the planning council).



- **Currency:**

The official currency is the Qatari Riyal (QR). The Exchange parity has been set at the fixed rate of US\$=3.65Qrs.

- **Climate:**

Qatar enjoys sunshine just about everyday of the year. The average temperatures during the summer range from 38°C to 42°C during the day and 18°C at night, while winter temperatures are 34°C during the day and 10°C at night. Swimming, water sports, desert, and city tours, shopping – a perfect location for visitors to soak up the sunshine. Once the sun sets enjoy a moonlight stroll along the Corniche. This clean and pristine environment offers visitors ideal conditions to completely unwind and enjoy their time in Qatar.

- **Local time:**

+3 hours Greenwich Mean Time.



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## Health & Medical Sector in the Budget

On the expenditure side of the budget for the fiscal year 2008-2009, the focus is on development projects which are allocated QR 40.5bn (\$11.1bn), up 92.9% from QR 21.0bn (\$5.8bn) in 2007-08. The education sector receives QR19.7bn (\$5.4bn), up 144.8% from the previous year, of which QR9bn (\$2.5bn) will be spent on new buildings and facilities. Health and social services are allocated QR9.2bn (\$2.5bn), up 91.7% on 2007-08 of which some QR900mn (\$247mn) is earmarked for major projects. Infrastructure projects receive QR30.6bn (\$8.4bn), or 75.6% of total development expenditure, about three times the figure of QR10.0bn (\$2.75bn) in 2007-08.

The share of the health and social services from the budget amounting 9.2 billion Qatari riyals from the overall budget (9.6%) out of which 900 million for the health development projects. These trusts covered the expenses of the establishment of new health facilities:

1. Completion and addition of new facilities for Hamad Medical Corporation (Estimate 1629.9 million out of which 268.2 million from budget)
2. Completion of Wakra Hospital (Estimate 934.1 million out of which 367.4 million from budget)
3. Completion & Establishment of new Health Centers in addition to other projects (Estimate 238.7 million out of which 156.5 from budget)
4. Addition of new facilities to Rumeilah hospital and North Hospital (Estimate cost 170.7 million out of which 92.9 from budget).

## Health and Medical System in Qatar

Health sector has come a long way to provide the most advanced medical equipments and qualified cadres as well as expand the cover of health services all over the country through a wide network of hospitals and health centers. Health services in Qatar are discharged through a compact link chain from primary to intensive care and from health centers and major hospitals. The share of the social & health sector from the yearly budget was 9.2 billion Qatari Riyals (9.6%) out of which 900 Million for the major projects of the health division.

Also to mention that the number of beds in hospitals for the year 2005, was 1937 bed; and the number of workers in the Medical sector (doctors, medical aids, nurses, technicians.....) for the year 2006, 8700. The total spending in

this sector reaches in the years 2005-2006: 2,639,820,554.\* (does not include expenditure on major projects/Source: Hamad Medical Corporation Report – 2006)

Description	2003	2004	2005
Total no. of Hospitals in Qatar	5	8	9
No. of Government Hospitals	3	4	5
No. of Private Hospitals	2	4	4
No. of Private Health Care Centers in Qatar (governmental)	29	29	29
No. of Private Individual clinics & polyclinics	154	161	165
Pharmacies	140	130	130
Medical Stores	0	12	12
Laboratories (analysis & X-ray)	21	17	17
Dental lab	11	10	10
Special Needs Centers	-	-	1

### National Health Authority:

The National Health Authority (NHA) is charged with providing preventive and treatment public health services at home and supervising medical treatment of Qatari nationals abroad. Besides, it regulates the marketing and manufacturing of drug in accordance with international quality standards, within the frame work of the public policy of the State and in accordance with a strategy aiming to realize the national health objectives. The National Health Authority also supervises over Hamad Medical Corporation, Hamad Specialist and Educational Hospital, private medical facilities, laboratories, pharmacies, councils of auxiliary medical professions, hospitals, primary health care centres and other public medical treatment utilities. The National Health Authority undertakes the organization of the medical private sector and it acts in coordination with the Health Insurance System to upgrade the level of health service and disseminate health education and awareness. (future projects)

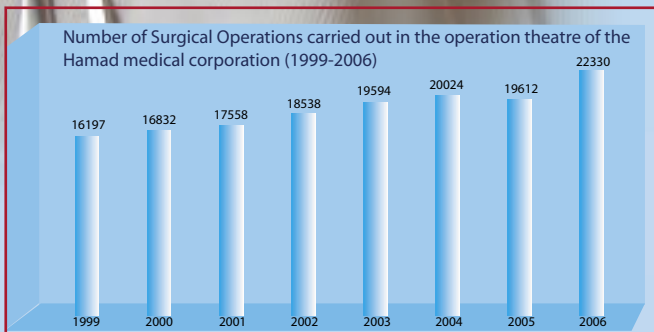
# Health and Medical System in Qatar



	2005	2007
NO. of visits to general medicine clinics	*	1946205
NO. of visits to dental clinics	185069	202258
NO. of visits to well baby clinics	177283	187891
NO. of visits to antenatal clinics	18527	18760
Total visits to health centers	2156412	2380374
NO. of lab analysis conducted	694104	758820
NO. of medical prescriptions issued	1762405	1907269

## Hamad Medical Corporation:

Established in 1982, HMC is one of the region's most distinguished specialized medical establishments. Presently, the corporation supervises the following hospitals: Hamad General Hospital, Rumaila Hospital, Women Hospital, Al-Khor Hospital and Al-Amal Hospital. It won the JCI certification for quality health facilities.



Admissions, Discharges and Deaths in Hamad Medical Corporation by hospital for the year 2006

	Admis.	Disch.	Exp.
Hamad General Hospital	25357	24774	637
Rumailah Hospital	4564	4567	40
Women's Hospital	24454	24453	65
Amal Hospital	1169	1079	76
Khor Hospital	4347	4348	14

## Medical Education in Qatar:

Now students can have their medical education in Qatar without going abroad due to the increasing number of Medical Faculties and Nursing Schools providing programs leading to medical degrees such as Weill Cornell University, Sidra Medical & Research center, Qatar University, University of Calgary – Qatar, College of the North Atlantic, Higher Institute of Nursing.

## The Higher Institute of Nursing:

Inaugurated in October 1999, the Higher Institute of Nursing is a national educational body affiliated to the National Health Authority (NHA). It offers a two and a half-year program to obtain the Associated Diploma of Nursing (ADN) in English instruction. The institute aims to prepare qualified nursing national cadres, with a special emphasis on encouraging females to take up this profession. This is why Qatari female students at the institute are offered a monthly allowance of QR1800 each, and tuition is free for non-Qatari female students. The institute had 240 students in 2006.

## The private health sector:

With private hospitals playing a vital role, the private health sector in the state of Qatar has developed considerably.

## Qatar Red Crescent :

Qatar Red Crescent is a non profit voluntary organization established in March 1978. It was internationally recognized in 1981 by the International Committee of the Red Cross and it joined the International Federation of Red Cross and Red Crescent Societies in the same year.



# Why exhibit at QMedic?

- **QMedic** is the First International Medical and Hospital Show in the state of Qatar
- **QMedic** is an opportunity for medical companies and manufacturers to meet and interact with the medical sector such as: doctors, technologies providers, suppliers and support of medical services as well as related departments in the government sector.
- **QMedic** is the door to introduce your medical institution and establish contact with different sectors of the industry.
- **QMedic** also provides a potential to look for new partnerships and investments in the medical field.



## Exhibitor

"This list is not definitive and is intended as a guide only"

### medic

- Medical Diagnostic Instruments
- Medical Monitoring Equipment
- Medical Equipments & Products
- Disposables
- Medicine-related System
- Health & Medical Education Universities
- Nursing Institutes
- Training
- Books, Videos, CD Rom's on Medical Care & Nursing
- Medicine & Welfare related Association
- Consultancy services
- Medical Recruiting Agencies

### health

- Health Insurance Companies
- Nutrition & Weight Loss
- Health Centers Equipment & Supplies
- Sports Medicine
- Health Tourism

### dental

- Dental clinics instruments & materials
- Dental surgery tools
- Latest technology in dentistry
- Dental seats, lightings, spare parts

### lab

- Equipments
- Blood Test analyzers
- Chemicals
- Analysis Devices & Systems
- Disposables
- Workstations

### pharma

- Pharmaceutical companies
- Drugs & Vaccines
- Vitamins & Nutritional drugs
- Food supplements

### hospi

- Hospital & Medical Devices & Equipments in all its categories
- Hospitals, clinics & medical centers interior design
- Medical Education & Nursing Institutes
- First Aid & Intensive care Equipments
- Surgical & Operating Theater Equipments
- Hospital Medical Furniture
- Security, fire & protection companies
- Medical Software & Diagnosis systems
- Ambulance manufacturers; Medical Transportation
- Disabled equipments & requirements
- Rehabilitation product

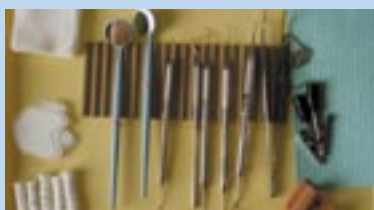
## Visitors

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- Hospital Directors
- Doctors
- Pharmacists
- Physicians
- Dentists
- Surgeons

- Radiologists
- Nursing Staff
- Innovators
- Technologists
- Academic Researchers
- Local Agents Distributors

- General Practitioners
- University Medical Students
- Government
- Embassies Officials



# Marketing Campaign:



The organizing committee will take a proactive approach to ensure a successful outcome for QMedic.

These marketing activities focus on promoting QMedic at all major medical exhibitions, selected medical magazine advertising, website development, and specialized press releases will be extensively used in the marketing to maximize the exposure and awareness of this event. High impact promotional material will also be part of a major direct marketing campaign to the already extensive database developed from previous event.

## • QMedic in the media

Conex, the organizer, offers top advertising and promotional support

## • participants

The exhibition will have full information and media coverage, being the first of its kind in the region. The idea is to attract the largest possible number of exhibitors and visitors to this great event.

*The media program will include the following:*

- Newspaper & magazine ads
- Press Conferences
- Seminars
- Flyers
- Exhibition Directory
- E-mails
- TV Coverage
- Press Releases
- Posters
- Invitations
- Sms
- Website

## The Venue

QMedic will take place in the Doha Exhibition Center Al Khozan hall located in Al- Istiqlal Road, West Bay Lagoon Area, opposite to the Intercontinental Hotel. Specifications: Height of the Exhibition Space 7.90m, Total Exhibition area 15000sqm, Exhibition Halls 5000sqm each Hall, Business Center area 257sqm, VIP lounge area 141sqm, Parking area 18,658sqm, Meeting rooms (2) 313sqm each, Hall stores 2297sqm, Seminar rooms (2) 282sqm/each Hall



## How to participate at QMedic

All you have to do is download the forms, fill it and send it back to: [info@conexqatar.com](mailto:info@conexqatar.com) or fax it to: +974 442 2838. Download the Exhibitor Application form, Sponsorship Application form, Advertising Application form and the Meeting Request form

### A. Options for Exhibiting:

**Option A:** Modular Schell Scheme display: includes the following for each 9sqm

- (2.4) meter back and side walls fascia board
- Company name on booth
- (3) spotlights
- One 13-amp electrical socket
- Partition Unit
- (2) chairs
- (1) table

**Option B:** Space only: the Exhibitor may build their own stand with all design to be submitted to the organizer for approval 2 months prior to the event. Cost of participation: kindly see the enclosed Exhibitor Application form.

**B. The exhibitor package:** The comprehensive exhibitor package will maximize your opportunity to display and promote your concept.

**C. Sponsorship Opportunities:** QMedic organizing committee invites you to take advantage of different sponsorship opportunities such as: Diamond, Gold, Silver, and Others (media, badges, lunch, D bags...). There is a mix of high profile events and marketing opportunities available. It will provide you with the highest level of exposure and recognition throughout the event. It is a great chance to enhance your profile and position in QMedic.

Please visit [www.qmedic.net](http://www.qmedic.net) for more sponsorship opportunities



# Logistic Services

## (A) Visa

All persons visiting the state of Qatar must be in possession of a passport valid at least six months beyond their expected arrival. A full visa service will be provided by Conex, or kindly visit the official website of the ministry of Interior:

[www.moi.gov.qa](http://www.moi.gov.qa)

## (B) Travel & Accommodation:

To book your flight and accommodation please visit the following website:

[www.itt.com.qa](http://www.itt.com.qa)

We advance all participants to book their flights and accommodation in advance due to the demand throughout the year.



# The Organizer

Conex "Concert Exhibitions excels in creating high profile, highly targeted business and events to establish and maintain business relations, and generate new business.

Conex is one of the leading events management companies, based in Doha – Qatar, with offices in Dubai and Jordan. Conex Qatar had gained the reputation of being one of the experts related to the events management industry (Expos & Conferences).

Conex Qatar maintains a high standard quality and service to their exhibitors, and attendees, which stems from the company's reputation of being successful Events Management Company in the Middle East.

Conex Qatar pays a special focus on formulating events that are an answer to the needs of the industry and designing

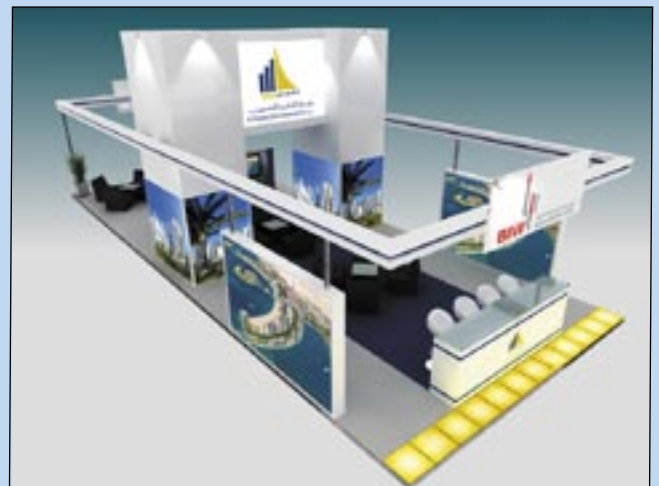
exclusive creative concepts that meet international standards in stand designing for local & international trade shows.

Conex Qatar has a team of dedicated highly professional & creative individuals effectively led by a group of executive managers with vast experience in the industry within the region & the Middle East.

Also Conex is the organizer of the TA'ALEEM Exhibition (Qatar International Exhibition for Education, Training, & Development) since 2006. For more information please visit our website: [www.taaleemqatar.net](http://www.taaleemqatar.net)



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



# F o r I d e a l H e a l t h

Organizer



Venue



مركز الدوحة للمعارض  
DOHA EXHIBITION CENTER

Leading Sponsor



HAMAD MEDICAL CORPORATION

Supporting Bodies



**For further information & sponsorship opportunities please contact the organizer**

P.O. Box 22679, Doha – Qatar, Tel. (+974) 444 2270/71, Fax (+974) 442 2838,  
Email: [info@conexqatar.com](mailto:info@conexqatar.com), Website: [www.qmedic.net](http://www.qmedic.net), [www.qatarmedic.com](http://www.qatarmedic.com)