



FOCUS ON THE FUTURE

**Micro
Medical**
Micro Medical Limited
PO Box 6, Rochester,
Kent, ME1 2AZ, UK
Tel +44 1634 893500
Fax +44 1634 893600
Email sales@micromedical.co.uk
www.micromedical.co.uk

**Micro
Medical**
a subsidiary of
VIASYS Healthcare



OUR COMPANY



As part of our continued expansion, Micro Medical moved to new purpose built offices in 2004.

Our Aim

Micro Medical is at the forefront of cardiopulmonary medicine and we aim to remain the world market leader in the origination, design and manufacture of highest quality specialist medical electronic devices. We maintain an active policy of continually developing and improving our products to remain at the forefront of new technology and innovation.

Micro Medical was established in 1983 when the 3-founder members started to make and sell the unique pocket spirometer that they had developed. Over twenty years later, Micro Medical is now established as one of the world's market leading respiratory companies.

In March 2005, Viasys Healthcare acquired Micro Medical; a combination intended to deliver the next wave of innovation in respiratory diagnostic technology and the best support for our customers around the world.

Our headquarters are in Chatham Maritime in the Medway region of Kent and today more than 100 people are employed at our purpose built office.

The company also has 2 smaller regional UK Sales & Marketing offices in Southampton and Derby and a subsidiary company, MicroGas, in Sittingbourne, Kent. Internationally, we now have offices in Germany, the Middle East and a growing presence in USA.

ABOUT US

Micro Medical



Jos Pienter from PT Medical, Netherlands, receives an award for his distribution services from Micro Medical Managing Director Daniel Quirke.

Our network of distributors has been carefully built up over many years and all our representatives trained to support our products in the field anywhere in the world. Our ongoing support through our head office reflects the commitment we have to keeping up close relationships with our chosen companies and to making our distribution base the strongest in our marketplace.

Our company caters for a worldwide medical devices market and has established distribution in 89 countries across all 5 continents. Fifty per cent of our turnover is export earned and we are proud to have been winners of a number of export awards, including a Queens Award for Export Achievement.

Our family of spirometers has grown to become the world's largest and we have expanded with products for the related areas of pulmonary rehabilitation and smoking cessation. In addition, the company has diversified into new areas with products for assessment of arterial stiffness and endothelial function in cardiovascular disease, lactose intolerance testing and nitric oxide monitoring in intensive care settings.

RESEARCH AND DEVELOPMENT

Micro
Medical

*We have developed the technology
that makes our desktop spirometers
the most versatile in the world*



Micro Medical is dedicated to the research and development of new medical diagnostic devices for widespread simple and practical use.

We have a strong commitment to develop small portable devices for new or existing diagnostic tests and to updating our products to provide the latest features for our customers.

Our development team accounts for 20% of our workforce allowing us the additional flexibility for customising our products to suit individual customer requirements.

We are proud to hold a British Design Award in the Medical Equipment category for the Micro spirometer. Our other notable 'design firsts' are the electronic data capture spirometer (MicroDiaryCard), portable Airways Resistance device (MicroRint), Sniff Nasal Inspiratory Pressure (MicroRPM), Respiratory Muscle Analyser and PulseTrace.

MANUFACTURING



All our spirometers meet the requirements of the 1994 ATS standards for diagnostic and monitoring equipment

We manufacture all our products at our UK headquarters and are proud of our efficient delivery record to our customers.

Our factory holds the highly prized international ISO9001:2000 certification and the medical device accreditation ISO13485 for quality compliance.

Our devices are approved for international use and hold CE, FDA and CMDCAS approval certificates and are consistently produced to be in line with regulatory body guidelines.

We take pride in our ability to meet ever more stringent requirements of regulatory bodies.

SALES AND MARKETING

Micro

We support all the major medical conferences around the world where all our latest products are available for demonstration.



Micro Medical has a strong reputation for providing high quality instruments to help doctors diagnose disease. Health professionals in hospitals, GP surgeries, occupational health units, health promotion organisations and pharmacies choose our equipment not only because of its accuracy and reliability but also because of its simplicity in use.

Many of our products are market leaders in their field making them ideal for pharmaceutical companies to use as part of their marketing promotional material and clinical research evaluations.

Our leading products include:

- Micro hand-held spirometer
- Spida 5 PC spirometry software
- Micro CO carbon monoxide monitor
- MicroLab desktop spirometer
- MicroPeak peak flow meter

Our products have been translated into all major languages, including Russian and Chinese.

TRAINING AND PRODUCT SUPPORT

Micro



Our experienced personnel provide product users with up to date advice and training in key areas of cardiopulmonary medicine



Our products are supported with a wide range of services, designed to help the medical profession achieve maximum results for the benefit of their patients.

Our services include:

- Software registration and support
- Warranty repair service
- Website Frequently Asked Questions
- Consumables for all our products
- Telephone help line
- Accredited training courses
- Local support in countries around the world
- Customisation and support for clinical trials

FOCUS ON THE FUTURE

Micro

"Micro Medical will continue to maintain our policy of developing and improving our existing products, as well as introducing original ideas for simple ways to measure new and existing diagnostic tests. We have several exciting new projects in development, including the analysis of respiratory muscle endurance, the measurement of arterial stiffness and endothelial function, and some innovative work in central blood pressure. It is our intention to remain market leaders in our chosen field and to continue generating new ideas so that we can sustain our focus on the future."

Daniel Quirke, Managing Director



Micro Medical has the solid foundations necessary to carry on growing our business and continue with investment into our research and development programme.

We are committed to:

- Continued development of our strong product pipeline
- Consolidation of our core business
- Expansion into new market areas
- Product training and customer service