

INTERVIEW WITH MED TRADER

BIOTA and MED TRADER have a distributor agreement for Georgia market for several months. We interviewed with Salome Dvali from company named Med Trader Ltd. based on Georgia.

1. Could you please introduce your company MED TRADER LTD.?

We are an importer company operating in Georgia, supplying domestic clinics with medical technologies, laboratory equipments and therapeutical devices.

We are part of viva group, which is one of the biggest medical suppliers in Georgian market, with more than 20 partners from around the world.

2. How is the Georgian market for hematology analyzers?

Georgian market is comparatively small and the main alternative of the BIOTA GROUP products are products of Humacount.



Dr. Eka Kemukhtashvili, Head of Hematology Laboratory who is VABIO 360 user in Tbilisi Private Pediatric Clinic.

3. You have installed and evaluated 3 units of VABIO Series Auto Hematology Analyzers. What is your first impression?

The products are easy to use for laboratory staff and are cost-effective. There have been several technical issues that needed to be solved according to the manual but there has been no problems regarding the other issues. The test results according to the feedbacks of laboratory staff are reliable and match up with the test results done manually.

4. How do you consider the future with BIOTA?

We are planning to promote the brand among the whole country and the region, therefore contributing to the development of the BIOTA group as manufacturer of one of the most cost-effective and good quality instruments.