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| **DATE** | **CLIENT** | **PRODUCTS TO** **INTRODUCE** | **ACTION TO BE TAKEN** | **CLIENT CONTACTS** | **COMPETITORS** |
| 11/12/2018 | JACARANDA  HOSPITAL | Anesthesia kit, anesthesia mask, spinal needle, endotracheal tube CVC kit, laryngoscope, HME filter, bite block, disposable needles, breathing circuit, suction catheter, connecting tube, yankauer handle | A prospective customer. To be kept tabs on | [procurement@jacarandahealth.org](mailto:procurement@jacarandahealth.org)  0724 459497- Felix | NOT TOLD |
| 12/12/2018 | RADIANT HOSPITAL | Anesthesia kit, CVC kit, Spinal needle, Anesthesia mask, laryngoscope, bite block, mouth opener, HME filter, endotracheal tube, manual resuscitator, laryngeal mask airway, suction catheter, connecting tube, breathing circuit, lankauer handle | To be revisited | [procurement@radianthospitals.org](mailto:procurement@radianthospitals.org) | Scitech Diagnostics Limited, |
| 13/12/2018 | GARLANDS MEDICAL CENTRE | Disposable needle, latex surgical gloves, non-woven mob cap, absorbent cotton roll, | Not big in terms of patient inflow but is a prospective customer. | 0723-010099-   * [garlandmc@gmail.com](mailto:garlandmc@gmail.com) | *Megascope Healthcare Ltd* |
| O6/12/ 2018 | NAIROBI WOMEN’S HOSPITAL- RONGAI | Only deals with pharmaceuticals.  Other hospital consumables are procured from the main office in Adams Arcade. | Deals in pharmaceutical procurement only. | [info.ongatarongai@nwch.co.ke](mailto:info.ongatarongai@nwch.co.ke)  **0704135245 – Benjamin** | *SAI pharmaceuticals* |
| 13/12/2018 | VINEYARD HOSPITAL | Anesthesia kit, CVC kit, Spinal needle, Anesthesia mask, laryngoscope, bite block, mouth opener, HME filter, endotracheal tube, manual resuscitator, laryngeal mask airway, suction catheter, connecting tube, breathing circuit, lankauer handle | To constantly keep in touch with the Store manager Dr.Bishoi.  To convince more the medics to buy our products.  Prospective customer. Requires more convincing through fruitful visits. | ‎  **0712-292543- Njoki**   * [vineyardhospitalkenya@gmail.com](mailto:vineyardhospitalkenya@gmail.com) * **0719-219090** | *Philips, Simba pharmaceuticals,* |
| 13/12/2018 | THIKA NURSING HOME | Disposable needle, latex surgical gloves, absorbent cotton roll, non-woven mob cap, manual resuscitator, | To be convinced more on price per quantity and quality. | [thikanursinghome60@yahoo.com](mailto:thikanursinghome60@yahoo.com)  **0728929256- Lucy Kimani.**   * **0721241875- Ngugi Mungai** | *Diarim, Nyamolo pharmaceuticals.* |
| 14/12/2018 | COPTIC MISSION HOSPITAL | Anesthesia kit, CVC kit, Spinal needle, Anesthesia mask, laryngoscope, bite block, mouth opener, HME filter, endotracheal tube, manual resuscitator, laryngeal mask airway, suction catheter, connecting tube, breathing circuit, lankauer handle | Prospective customer. Requires more convincing through fruitful visits. | **0735-558862**  [coptichospital@copticmission.org](mailto:coptichospital@copticmission.org) | *Medwish, Philips, SAI pharmaceuticals, Diarim* |