

## Company Profile, Vision & Services offered

Medes (M) Sdn. Bhd is a wholly owned Malaysian company that was founded in Petaling Jaya in the middle of the year 1981 as a supplier for dental goods including materials, equipment, and instruments for the dental clinic as well as the dental laboratory. Over the years, the company has gone through many phases of evolution and growth to emerge as one of the leading dental suppliers in Malaysia with over 28 years of experience in the industry.

Holding sole agencies for many world class brands such as 3SHAPE, BEGO, BAUSCH KG, BAU DENTAL, COMINOX, CREATION (WILLI GELLER), DETAX, DEMCO, DEKEMA, ERKODENT, FREUDING LABORS, FILHOL, HAMMACHER, MEISINGER, MECTRON OMS STAFF, OMEC, POLYDENTIA, SWEDENT, SCHICK, 3M UNITEK, WASSERMANN and WILHEIM & PEINN just to name a few.



With a combination of an extensive coverage through our sales products and dealer network, Medes is determined to ensure the best possible quality products and pricing are provided to our dealers and customers alike.

Medes takes pride in working with its partners for the past decades as can be evidently described as loyal towards our brands that we carry into Malaysia. A good example of this would be Meisinger, to which we have been the sole agents for 29 years in the country.

We owe our growth to the combination of our dynamic and aggressive work force, our trusted business partners & Dealers, strong loyalty and commitment to our suppliers and our valued customers.

## Company Overview

### Dental Laboratory Products:

- Dental laboratory Planning
- Dental laboratory Furniture & Fittings
- Dental laboratory Micromotors
- Dental Laboratory Equipments (Such as casting units, sand blasting units, high speed grinders, laser welding machines and so forth)
- Ceramic Powders
- Articulators
- Dental laboratory materials
- Dental laboratory sundries
- 5 Axis Dental Milling Unit (In conjunction with the use of 3D scanners)

### Dental Clinical Products:

- Hand Instruments
- Dental Chairs
- Piezo Surgery
- Light Curing Units
- Dental Scalers
- Dental Clinical Materials
- Autoclaves
- Articulators
- Orthodontic Appliances
- 3D Scanners

### Educational:

- Teeth Models
- Tooth Demonstration models
- Teaching Aid Books for Dental Clinics
- Teaching Aid Books for Dental Laboratory
- Dental Education Interactive Dental CD's
- Overseas Training program for Dental Technologists & Dentists alike.

### Other Services:

- Planning and design for dental clinics and laboratory
- After sales service for other dental products (i.e competitors products)

## The Vision

### Business Objectives:

- To develop into one of the largest dental supplier in Malaysia
- To establish itself as one of the foremost customer services oriented after sales services with technical support professionally.
- To develop and import the most reliable products possible, minimizing down times to our customers.
- To provide fast break-down assistance whenever needed.

## Our Commitment

The company was formed with a core of highly competent business, sales and technical personnel to fill in a need to the industry for a thoroughly professional outfit to supply, support and teach the various industrial and analytical instruments to a fast developing nation which imports practically all of its scientific, dental and testing equipments.

## The Personnel

The personnel in MEDES (M) SDN BHD form the very backbone and is the centre of the whole concept on which the company is formed. As explained in the strategies of the company, we strive to weave together some of the most experience personnel in the industry in one company.

As a company most of our personnel's are from backgrounds with strong sales and marketing in their own field. We always ensure that our personnel are compliant and have sufficient experience before making them a member of our team. Furthermore, CRM has been deployed in our company to ensure that hierarchy will not be an obstacle whenever dealing with our customers.

Without neglecting our own technical support in the near future, we have and will be sending our personnel's for training at our suppliers as we believe in customer relationship and technical support after sales and we believe that we can strive towards excellence in a couple of years expanding our technical support team.

MEDES (M) SDN BHD

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