

# How to Choose a Medical Equipment Supplier for Ghana

by Kary Van Arsdale, Ed.D.

Certified International Commerce Specialist and Director of International Operations, DRE Medical

There is a growing need for affordable, reliable medical equipment in Ghana. In particular, [rural hospitals and clinics in Ghana desperately need medical devices](#) to replace outdated and broken equipment. Sadly, doctors and hospital owners often put off buying new equipment for three reasons:

1. **COST CONCERNS:** Doctors worry that new equipment will be too expensive.
2. **SOURCING:** Doctors do not know how to find medical devices for Ghana.
3. **TRUST ISSUES:** Doctors do not trust medical equipment providers or devices.

Fortunately, doctors wondering [how to find safe and affordable medical equipment for Ghana](#) can buy dependable medical devices from a trustworthy medical equipment supplier in the USA. In fact, some medical device companies in the USA will ship hospital equipment directly to Accra, Kumasi, Tamale, Ashanti and other areas of Ghana. The key to finding safe medical equipment for Ghana is to carefully evaluate each potential equipment supplier.

## How to Evaluate a Medical Equipment Company in the USA

With over 6,500 medical equipment companies in the United States, it can be difficult to choose the best surgical equipment provider to meet your needs. As you evaluate American medical device companies, doctors and surgeons in Ghana should ask each company four simple questions:

1. Does your company [ship medical equipment to Ghana](#)?
2. [Do you supply all of the equipment](#) needed for a hospital or clinic?
3. Please provide [5 references](#) in Ghana who purchase equipment from you.
4. Are you [registered with the FDA](#) and approved by the Export Bureau?

## Why Experience Matters When Shipping Equipment to Ghana

As you evaluate hospital equipment suppliers in the USA, you should choose a company that knows how to [safely ship medical equipment to Ghana](#). Companies with at least a decade of experience shipping medical devices to Ghana are usually good choices. The device company you choose should know

how to do the following:

- ✓ **Package and crate** medical devices for shipment by air or sea
- ✓ **Prepare shipping documents** required to export medical equipment
- ✓ **Coordinate with shipping companies** to track delivery

Failure to choose a company with expertise in these areas can result in shipping damage, customs delays, and excessive freight costs.

## Save Money by Choosing a One-Stop-Shop Equipment Provider

Doctors and hospital owners in Ghana can save money by purchasing all of the devices they need from the same company. It is therefore wise to select a provider that sells everything for the operating theatre. Look for companies that sell theatre tables, anesthesia machines, lights, cautery devices, monitors, and infant care equipment. Most medical device companies will offer a discount if you buy a large package of medical equipment.

## Why Client References Are So Important

Sometimes doctors and surgeons in Ghana worry about buying surgical equipment from the United States because they cannot see or touch the equipment in person before confirming an order. Other doctors worry that they may send payment to America but never receive their order. The solution to these concerns is to request references of customers in Ghana who have purchased equipment in the past.

**TIP: ALWAYS be cautious of providers who cannot quickly offer at least three references of customers in Ghana who have bought equipment.**

## Why Client References Are So Important

Registration with the U.S. FDA illustrates a device company's dedication to providing customers in Ghana and across the globe with high quality medical equipment. Approval by the U.S. Export Bureau shows that a company is committed to safely transporting valuable goods to Ghana. Screening for these agency approvals is another good way to identify reliable medical device providers.

## Choosing the Best Medical Equipment Company in the USA

Selecting a trustworthy medical device supplier is vital to the health of your patients and the success of your clinic or hospital. [Contact us](#) to find out how we have provided healthcare providers in Ghana with safe, affordable medical equipment since 1984. DRE Medical's trusted International Account Executives are happy to provide you with a quote for your hospital or clinic in Ghana. We also provide references and photos of our clients in Ghana who buy their medical equipment from DRE. We look forward to becoming your trusted source for medical equipment!

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