

# 5 Easy Steps to Purchase Medical Equipment for Your Hospital in Kenya

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Opening a new clinic or hospital in Kenya is an exciting event. However, opening a new medical centre can also present challenges. For example, many doctors do not know where to purchase the medical equipment they need to treat patients. Also, many doctors are not sure how to prioritize their equipment needs. By using the five steps below, you can make your purchasing process smooth and easy.

## Step 1: Outline Your Hospital's Specialty

To provide an accurate quotation, your medical supplier needs information about your hospital's areas of expertise. For example, a clinic focused on orthopaedic surgery may require an operating theatre table with a special orthopedic traction attachment. Below are a few examples of the most common hospitals and clinics:

- General Hospitals
- Surgery Centres
- Cancer Hospitals
- Fertility Hospitals
- Paediatric Hospitals
- Women's Hospitals

Many clinics and hospitals in Kenya are general hospitals, offering a wide variety of surgical procedures and care.

## Step 2: Identify Approximately WHEN You Will Require Your Equipment

Outlining your timeframe is important because your equipment supplier needs to know your level of urgency. If you cannot provide the exact date when you need your equipment, simply give your best estimate. Here are some good examples of answers to the question of when you require your equipment:

"I plan to open my clinic in April, so I would need the equipment by March."

"We will not break ground until 2019, but I would like a quote in 3 weeks."

"We must receive our order in Kenya no later than November 30th."

## Step 3: Prepare a List of the Equipment You Need

If you do not have a list, or if you need help creating a list, please go to Step 4.

Your list should include all medical equipment that you need to operate your clinic or hospital. Remember to include quantities and any special requirements. Below is a sample format to use:

EQUIPMENT NEEDED	KEY REQUIREMENTS	QUANTITY
Anaesthetic Machine	Please include isoflurane vaporizer	2
General Surgical Table	Electric operation with leg holders	2
Operating Theatre Light	Dual head ceiling mount	2
Recovery Monitor	Please include NIBP, SPO2, and EKG	4
Critical Care Ventilator	For use with adults and children	2

## Step 4: Prepare a List of Each Hospital Area that Needs Equipment

This step helps your supplier create an organized quote for you. Also, your supplier can let you know if there are any items they do not sell. This allows you to start reaching out to other vendors right away if necessary.

Hospital Area	Number of Areas
Examination Rooms	Four Rooms
Operating Theatre	Three Theatres
Recovery Area	One Area / Six Beds
Inpatient Rooms	Thirty Rooms
Intensive Care Unit (ICU)	Five Rooms
Neonatal Intensive Care	One Unit / Four Beds
Labour & Delivery	Three Rooms
Sterilization Room	One
Pharmacy	One

## Step 5: Start Evaluating Hospital Equipment Companies

Now that you have outlined your specific equipment requirements, it is time to begin searching for a [trusted medical equipment company](#). There are thousands of equipment providers who want your business and it is critical to evaluate your choices with care.

Most medical professionals choose a dependable equipment company in Kenya or the United States. As you evaluate potential medical providers, you need to remember four important points:

**Quality:** Seek a company with a commitment to quality

**Experience:** Focus on companies with 10 or more years of experience

**Price:** Companies with lowest prices are usually not the best

**References:** Beware of providers who cannot provide references in Kenya

We invite you to [contact us](#) to speak with one of our dedicated account executives for Kenya. We can help you source everything that you need for your hospital in Kenya. We look forward to working with you!