

Evaluating Medical Companies in the USA

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The need for affordable, high quality medical equipment in Nigeria is undeniable. But while the need is great, many hospitals and clinics continue to operate without the proper medical devices. While there are many factors that contribute to this reluctance to buy equipment, there are three primary reasons why doctors and surgeons postpone the purchase of equipment for their hospitals and clinics:

- 1. Sourcing.** Doctors do not know where or how to find medical equipment.
- 2. Cost.** There is a fear that they will not be able to afford new equipment.
- 3. Trust.** Doctors worry that they cannot trust equipment providers overseas.

Fortunately, healthcare providers in Nigeria can safely buy economical surgical equipment from a [trusted medical equipment supplier in the USA](#). Doctors and surgeons are often surprised to learn that they can save thousands of dollars on their purchase if they buy equipment from the United States. They are also pleased to learn that there are companies that will ship medical equipment directly to Abuja, Lagos, Port Harcourt, Kano and other cities in Nigeria.

How to Evaluate U.S. Medical Device Companies from Nigeria

With more than 6,500 medical equipment companies in the United States, it can be a challenge to find a trustworthy company with affordable prices and experience selling equipment to Nigeria. When deciding between medical equipment companies in the U.S., hospital and clinic owners in Nigeria should ask these four simple questions:

1. How much **experience** do you have shipping medical devices to Nigeria?

2. Can you help me with **all of the equipment** that I need for my facility?
3. Please send me **5 references** of Nigerians who have purchased from you.
4. Is your company **registered with the FDA**? Is it **Export Bureau approved**?

The Significance of Experience in Shipping Medical Devices to Nigeria

Healthcare providers should consider companies with a long history of exporting equipment to Nigeria. Preferably, a company should have at least ten years of experience selling and shipping hospital equipment to Nigeria. An equipment company should possess expertise in packaging equipment, preparing shipping documents and coordinating with freight forwarders. This type of experience helps to prevent delivery problems, shipping damage and customs delays.

The Importance of Competence and Expertise

Doctors and surgeons can usually save money by purchasing all of the items that they need from the same company. Accordingly, it is advantageous to choose a company that can provide virtually everything required for the operating theatre (anesthesia machines, tables, lights, defibrillators, cautery devices and more). In many cases, companies will offer discounts with a bulk purchase.

How a Single Reference Can Alleviate Dozens of Worries

Sometimes healthcare professionals in Nigeria are reluctant to buy equipment from the USA because they cannot see the equipment or personally interact with a salesperson. In these

cases, concerns can be addressed by calling a colleague or local surgeon who has purchased equipment from the company in the past. This allows potential buyers to verify a company's dependability and reputation. Potential buyers should always be cautious of companies that cannot quickly provide multiple references of recent purchasers in Nigeria.

Why Agency Approvals are Important

FDA registration and Export Bureau approval are indicative of a commitment to quality equipment and expertise with the safe transport of fragile medical devices. As quality and safe transport of goods are paramount issues to clients overseas, the presence of agency approvals often helps to separate trustworthy companies from those with little experience.

Choosing a Trustworthy Medical Device Company in the USA

Please [contact us](#) today to learn more about our 30 years of experience shipping high quality, affordable medical equipment to Nigeria. DRE Medical's trusted International Account Executives will help you source virtually everything that you need for your hospital or clinic. We will be happy to provide references from some of our many satisfied clients in Nigeria and can even send you photos of our clients and DRE Medical equipment in Lagos, Abuja and other cities. We look forward to hearing from you!

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