



# CASE STUDY

## Collaboration to Provide Care for the Residents of Lagos

### Project Details

Facility: Topaz Clinic

Founded: 1987

Capacity: 18 beds

Location: Lagos, Nigeria

Equipment Sourced:

- ✔ Surgical Table
- ✔ Defibrillator
- ✔ Surgical Light
- ✔ Electrosurgical Unit
- ✔ Medical Accessories



Dr. Ositelu and his wife in Dubai – Shown with DRE executives and purchased equipment

“I believe what makes the most difference in comparison to other companies is your after sales service to ensure our satisfaction. I must commend and appreciate you guys for always making us feel part of a large but caring family. Obviously we always consider DRE first in meeting our hospital needs.”

**- Dr. S. Bankole Ositelu**

MS, BS, MRCP (UK)  
Proprietor of the Topaz Clinic

### The Opportunity: A Need for Quality Equipment from a Reliable Company

Topaz Clinic & Specialist Hospital is a multi-specialty hospital with 18 beds, an operating theatre, an outpatient consulting area and an in-house laboratory and pharmacy.

The hospital was founded by Dr. S. Bankole Ositelu, a consultant physician specializing in Nephrology. A major challenge for Dr. Ositelu and other medical professionals in Nigeria is finding affordable medical equipment from a trustworthy company.

### Our Solution: Affordable Products from Trusted Professionals

It was January of 2014 when Dr. Ositelu first met the DRE team. He and his wife had traveled to Dubai to attend the Arab Health Medical Expo. They needed equipment for their operating theatre and were in search of high quality equipment at an affordable price. With thousands of medical equipment companies exhibiting their equipment at Arab Health, Dr. Ositelu was confident that he would find a dependable equipment provider.

After passing hundreds of vendors, Dr. and Mrs. Ositelu were delighted to see the familiar blue letters of DRE. They had purchased an infusion pump from DRE in 2007 and it was still working well seven years later. They appreciated the expertise of Amanda Cannady, DRE's dedicated Account Executive for Nigeria. Amanda provided Dr. Ositelu with a new motorized table, LED light, defibrillator and supplies - all for under \$15,000 USD. Dr. Ositelu was able to save thousands of dollars on his purchase. Through his relationship with DRE, Dr. Ositelu was able to upgrade his operating theatre and achieve his goal of enhancing the quality of care received by his patients.

