



ADDRESS:

🏠 Via della Colombaia 12 San Giovanni in Persiceto Bologna

PHONES:



Tel. +39 051 951 777



Fax +39 051 951 717

E-MAIL:

✉ info@dbimed.it



MEN'S
HEALTH



WOMEN'S
HEALTH



NEW
TECHNOLOGIES



General information

DBI was founded in September 2016, formed by two historically partnered companies, Tegea and Promed, both operating in the commercialization sector of medical-surgical products and equipment throughout Italy.

The establishment of DBI stems from the fact that Boston Scientific, a multinational belonging to the top ten worldwide manufacturers of medical-surgical devices, following a series of corporate acquisitions of companies with which Promed and Tegea already collaborated, in light of the historical relationships of trust with both, proposed the creation of a new entity that could bring together, under a single entity, a range of products in the field of urology and gynecology.

DBI primarily operates with devices and equipment specific to the treatment of male and female incontinence, prostate cancer treatment, male impotence, issues related to prostatic hypertrophy, and numerous other treatments in this medical field. This

sector, specifically, will see an intensification of activities in the coming years linked to the increase in the population within the age group requiring these treatments, as well as the intensification, for the same reason, of scientific research aimed at improving the quality of life of these individuals.

The objective of DBI is to continue the activity carried out by Tegea and Promed with the aforementioned product lines for over twenty years.

Tegea and Promed will continue their independent activities with other product lines, and within DBI, they will share forces and resources to intensify and create the right synergy to expand the market for distributed products and ensure proper training in their use. DBI's target market is already consolidated, thanks to years of activity by partner companies and the integration of new technologies in laser equipment. This market is mainly represented by public entities in the healthcare sector or accredited care facilities.

The activity is based on product procurement, sales force training, marketing activities, and promotion and sales to physicians, public hospitals, and care facilities.

DBI has a specific office dedicated to creating catalogs and technical data sheets for product promotion and enhancing the image of the companies and products marketed.

DBI collaborates in various capacities with major Scientific Societies and participates with its own exhibition booth at the main Congresses or Conventions throughout the year, within which workshops or other educational or informational activities for surgeons are often scheduled. Additionally, it has a press agency service for media relations and promotion in general and specialized press regarding news related to its own activities.

DBI is structured into 3 commercial divisions:

- Urology Division
- Gynecology Division

- New Technologies Division

Each division is composed of:

- Business Unit Manager
- Area Managers
- Clinical/Product Specialist
- Dedicated Sales Network

Sales force updates are ensured through a constant flow of information between the company and the sales force, including product news, bibliography, and new surgical techniques. Periodic company meetings and theoretical-practical training sessions are organized to guarantee the best service to customers.

DBI provides for each product sold:

- Customer assistance
- Technical information, user manuals, informational sheets in both paper and electronic format, videos, and bibliography
- Direct assistance in the operating room
- Appropriate training for doctors and nursing staff on intervention techniques
- Deposit account (to be agreed upon) at the customer's operating room, which is systematically monitored and implemented by a company representative in collaboration with authorized customer personnel
- Training program at specialist centers and specific courses for customers

- Possibility to provide specific equipment through free rental, paid rental, or on-demand rental
- After-sales service both during the warranty period and thereafter. In case of breakdown or malfunction, equipment retrieval or direct assistance in the operating room is typically provided within 24 hours of the request, with the possibility of supplying a replacement device on a case-by-case basis. Assistance is always provided by technicians from the manufacturing company. Additionally, Tegea has activated an agreement with a qualified certified medical equipment repair company, which can provide initial intervention where deemed necessary.
- The warehouse ensures proper storage of medical devices and fast deliveries. The product is guaranteed from the moment it enters the warehouse until delivery to the customer through documented procedures, product traceability via batch or serial number, and sterility expiration date.

CERTIFICATIONS

DBI holds Quality and Environment certifications for its business management system in compliance with ISO 9001:2015 and ISO 14001:2015 standards. DBI operates according to its own Code of Ethics and through procedures of the organizational and management model pursuant to Legislative Decree 231/2001. DBI also holds the Legal Rating.

Further information is available on the website www.dbimed.it.