NEOMED SRL

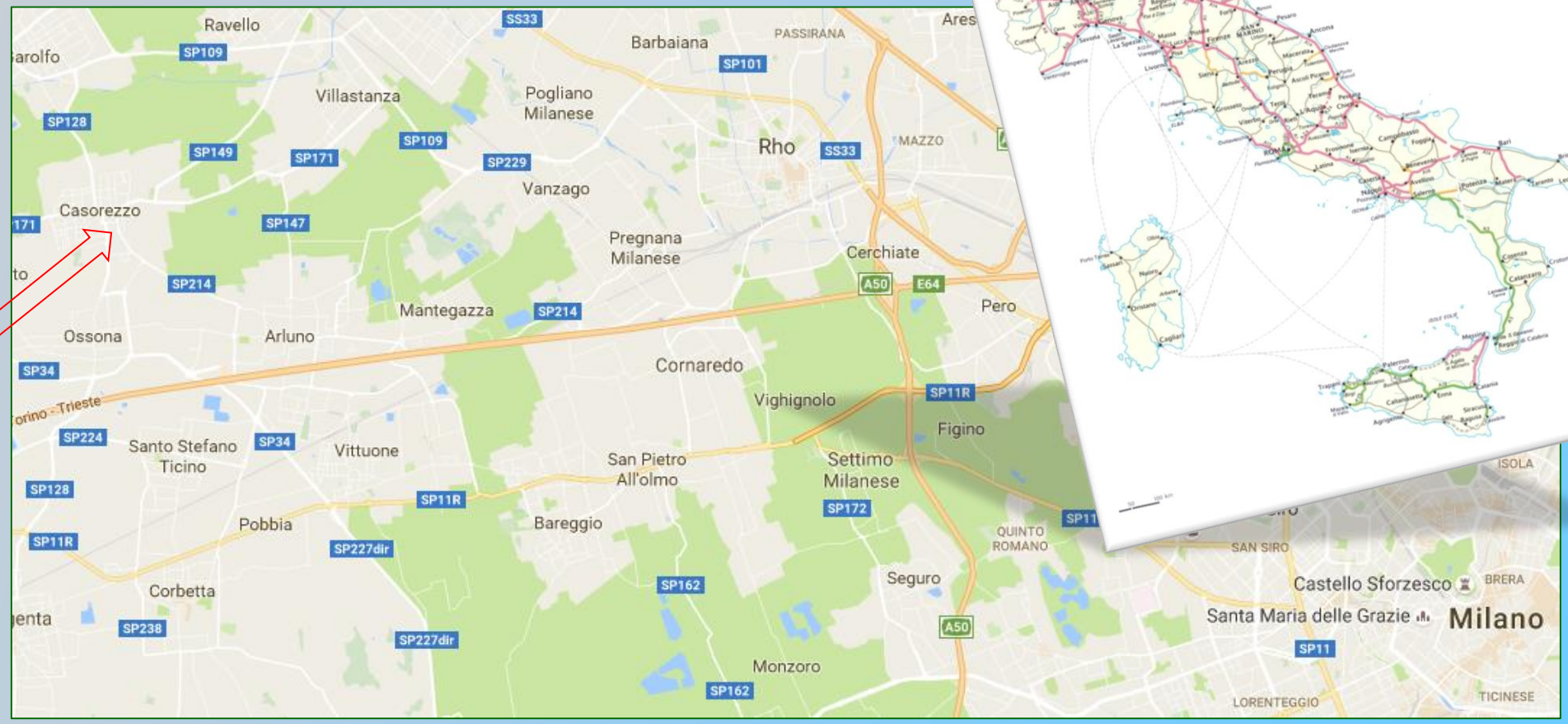


Massimo Veronesi
Sales and Marketing

Stenungsund 2017

NEOMED

Casorezzo (Milan)
close to highway
and Malpensa
airport



Neomed

founded in 1992

Production and distribution of products

for Quality Control in clean rooms,

isolators, and microbiology analysis



Facility

Total Area: 4,500 Sqm



Warehouse:
2,200 Sqm

Office



Cleanrooms :
1,000 Sqm



Our Ready-to-Use Media portfolio

Clean rooms and Isolators: **Contact plates** for surface microbial sampling, **90mm** and **150mm** plates, triple wrap, wrap resistant to H2O2, gamma irradiated, with or without neutralizes and supplements, **bottles** and **flask**. **Bags** for Media Fill, Triple wrapped, Irradiated

Hygiene monitoring: **Contact plates** for surface microbial sampling

Water & Beverage: **60mm** plates for Membrane Filtration (MF) technique

Custom Made Products: Customized formulation, wrapping and packaging, OEM product. We can satisfy any customer needs.

Retain samples warehouse



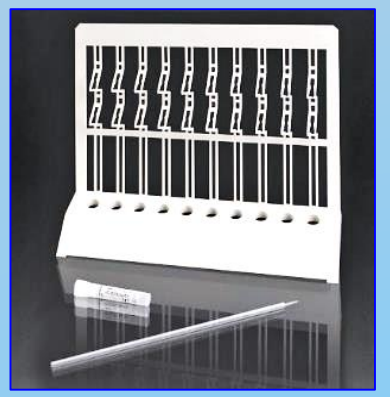




Production under ISO 5 class

Neomed

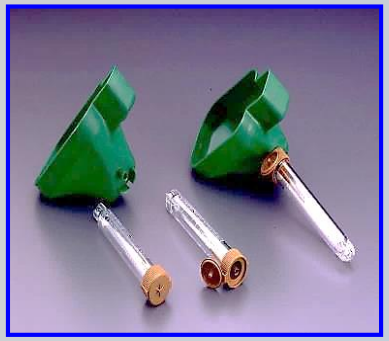
Our Labware portfolio



TAKIVES SYSTEM : system allows a rapid, easy and reliable test of erythrocyte sedimentation rate (E.S.R) according to the Westergren Method. Patented

URITAINER : it's an easy and clean system for urine collection in hospitalized and low mobility patients, no spill and bad smell, 1,6 liter capacity. Patented





MINGOTEST: easy and clean system for urine collection, no spill, sedimentation tube included. Patented



COPROTEST: Fecal collection tube with a special flip top cap to pour the diluent and collect the sample. No contact with sample, safe and clean. Patented

STOMACHER and AUTOCLAVE BAGS

Neomed

Our exclusive distribution

Lab Robot Dilucup Serial Dilution System

Serial Diluition System

HiMedia

Dehydrated culture media, supplements and microbiology products

gke Cleaning and Sterilization Monitoring

Biological and Chemical indicator for monitoring the sterilization process

Neomed

Marketing activities:

- **Brochure**
- **Demonstration**
- **Exhibition**
- **Sales reps bonus**

L'INNOVATIVO SISTEMA PER LE DILUIZIONI SERIALI

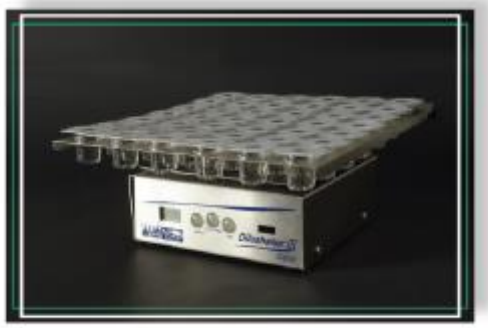


DILUCUP

sono vials in materiale plastico contenente
9 ml di diluente, sterile a raggi con chiusura ermetica tramite strip amovibile impermeabile.
Dilucup è accompagnato da un certificato di analisi di sterilità, ricovery e volume del diluente.
Dilucup standardizza, facilita e velocizza la diluizioni seriali.
La corretta miscelazione è garantita dall'agitatore rotante.

DILUSHAKER

Velocità e tempo di rotazione regolabili.
Led che identifica il campione su cui stiamo lavorando.
Rotazione comandata da sensore o pedale.



VANTAGGI

- Pronto all'uso
- Risparmio di tempo: **fino a 10" per ogni diluizione**
- Tre formulazioni, **MRD**, **BPW**, **NaCL**
- Sterile Beta-Irradiato
- Riduzione rischio incidenti: **non si usa il vortex, ne tubi in vetro**
- Riduzione dei costi operativi
- Incremento qualità: **standardizzazione certificata del volume, ripetibilità dell'agitazione, certificato di controllo qualità**
- Conservazione a temperature ambiente, **la busta aperta a 2-8°C**
- Lunga scadenza, **fino a 18 mesi**

Confezionamento: scatola con 2 buste sigillate di 336 cups per un totale di 672cups, disponibili anche in file da 6 cups

Maximum Recovery Diluent *(Peptone Salt)*
18-40DEMRD3 : 2 x 16 x 21 Dilucups (3 cups/row)

NaCL *(NaCl 8.5 g/L)*
18-40DENACL3 : 2 x 16 x 21 Dilucups (3 cups/row)

BPW *(Buffered Peptone Water)*
18-40DEBPW3 : 2 x 16 x 21 Dilucups (3 cups/row)

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Dilucup in Italy

We got several customers:

- **Environmental public laboratories**
- **Private laboratory**
- **Pharma Industry (Zambon)**
- **Biotech company (fermentation)**
- **….. unfortunately up to now no food industry**

Why it likes:

- **Ready to use**
- **Certificate of analysis (volume certification)**
- **Storage at room temperature**
- **Standardization of routine dilutions**
- **Shelf life**

Dilucup elegance:

- **Dilucup elegance has been welcomed because:**
- **Round cups angles**
- **Easier peeling**



Why not in Food Industries:

- **Cost**
- **Need to buy dilushaker**
- **Microbiologist are conservative**
- **Microbiology is not……so important**

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THANK YOU