BioNordika

Science where you are

BioNordika
YOUR SCIENTIFIC SUPPLIER



Visjon og «Science where you are»

Our Visjon:

Our Vision is to provide best possible quality life science products from word leading suppliers hence becoming the first choice of contact – for customers as well as suppliers.

Our Statement **“SCIENCE WHERE YOU ARE”** represents a unique combination of life science Premium Brands of products being;

Stored, supported, marketed, sold and service organization in Oslo

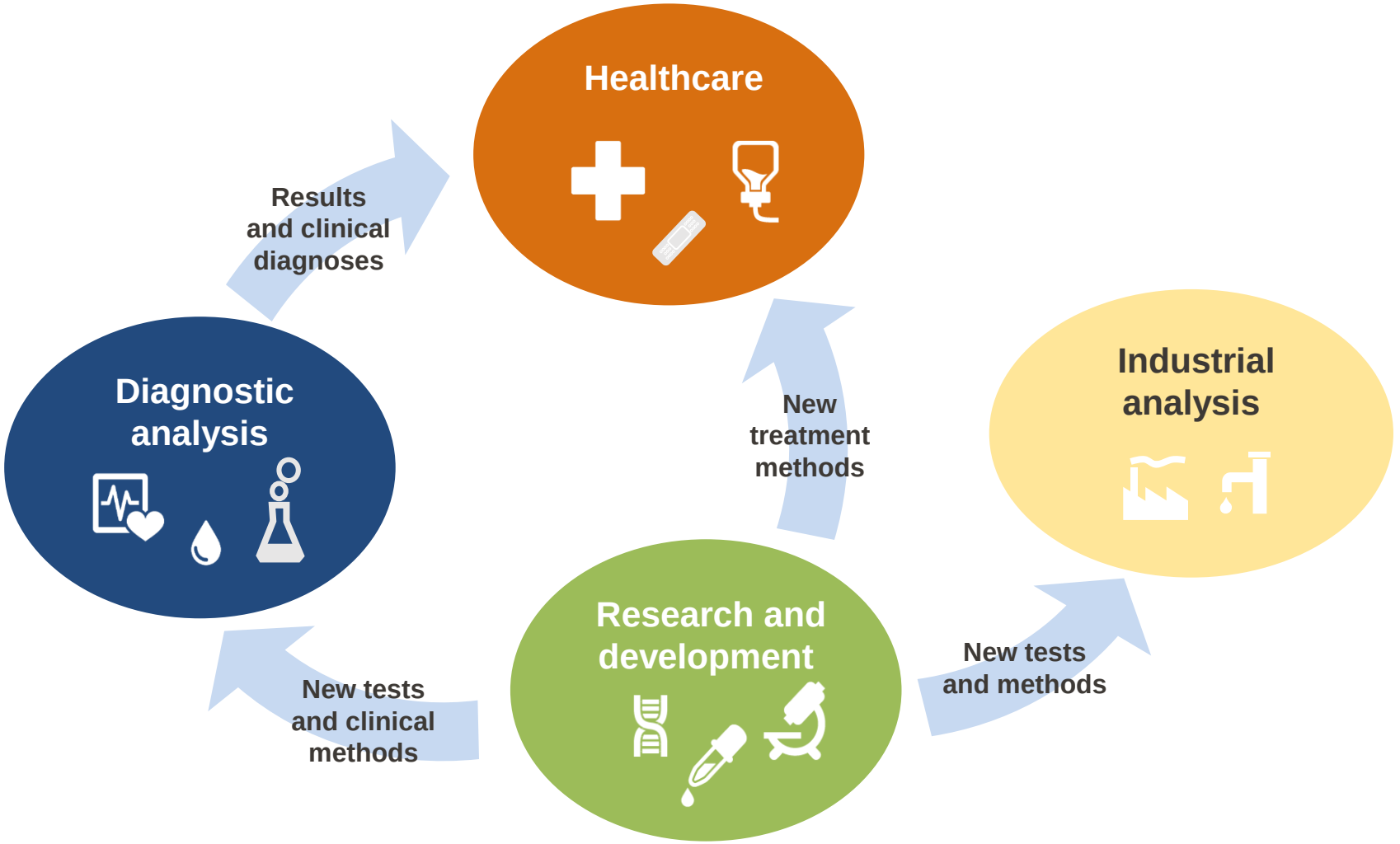
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AddLife



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AddLife


Healthcare
Results and clinical diagnoses
Diagnostic analysis
New treatment methods
Industrial analysis
New tests and clinical methods
Research and development
New tests and methods

Suppliers

SHIMADZU
Solutions for Science
since 1875

ELGA

Eurogentec

Lonza

BÜCHI
SWITZERLAND

NEW ENGLAND
BioLabs® Inc.

BioTek
Get a Better Reaction.

Cell Signaling
TECHNOLOGY®

INTEGRA

Cytocell
an OGT company

Cayman
CHEMICAL

Lab Robot Dilucup
Serial Dilution System

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Dilucups agreements

Fix agreements

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Norway is a narrow country in the north of Europa



- Norway is 2500 km long
- 5,2 million inhabitants
- 16 inhabitants per km^2

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Driving **from south to North**









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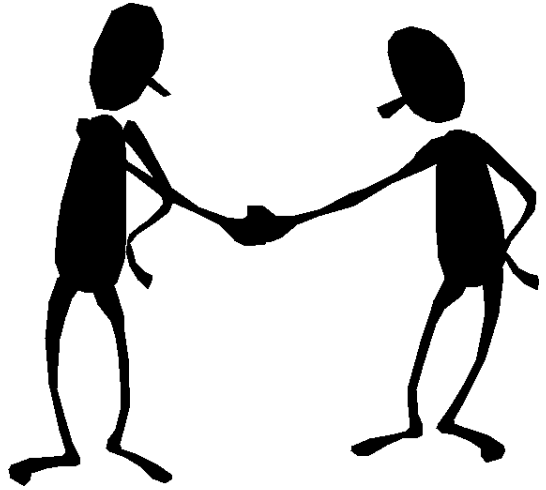
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How to get agreements

- Letter to the customers with a suggestion to buy dilucups for the next year.
  - Suggestion for how many boxes every delivery
  - New price for the boxes

How to get agreements

- Call or visits the customers to discuss their plan for the next year
  - Are they satisfied with the dilucups?
  - Do they need new Dilushaker?



  - Agremeents on:
    - Amount
    - Pricing

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How to get agreements

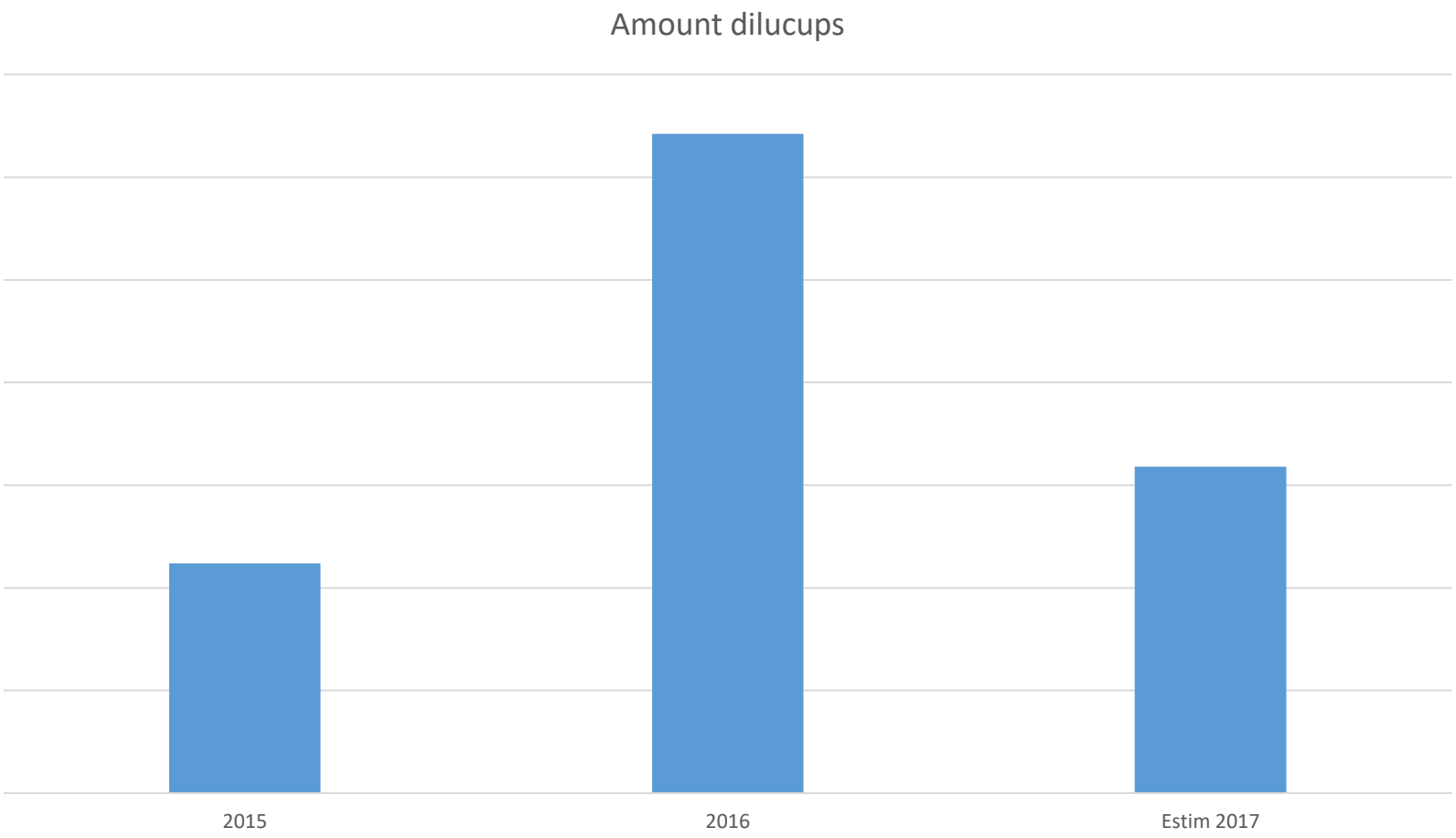
- After agreement, we putt all the orders
  in to our system



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Customer with agrements

- Contract labs 13
- Food 11
- Dairy 3



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- Thank you



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