Helvetica Health Care

healthcare at the speed of life

Professional Services

Helvetica Healthcare is a Swiss company made up of international business development professionals who have held key positions in leading multinational companies. The team has a vast international experience and a proven track record in the fields of in vitro diagnostics and human health care products, including a comprehensive knowledge of the markets, international regulations and the keys to successful tender bidding.

We maintain a worldwide network, which is constantly expanded and developed, of distributors, direct clients and key contacts, developed during many years of experience and frequent missions throughout the world. All of these contacts represent potential partners for companies wishing to undertake business abroad and recruit international distributors for their products. HHC can also create the network of local agents/representatives you need to sell your products on the ground.

Helvetica Healthcare can provide everything from simple consultation on how to set up an operation in your target markets, to the design and implementation of a comprehensive sales and marketing plan to help you realize your goals.

HHC offers 3 different types of services for the implementation and development of your business:

Project Level

You would like to start or develop your business but do not know how to do it? You need to give a new direction to your existing business and you need help? HHC designs the project for the creation or the development of your business with a full and integrated approach based on each process including:

- Definition of the strategy
- The set up of the company
- The organisation of each service and function
- The creation of an integrated monitoring system

HHC also provides single projects within one of the above mentioned steps.

Do you have any question or would you be interested to receive our quotation?
Please contact us by e-mail (sales@helveticahealthcare.com)
or by phone (+41 22 534 94 54)

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Implementation & Management

Do you need professionals to ensure that your projects, guidelines or measures are fully implemented? You have a strategy (long term) but you do not know how to apply it to your daily activities? You would like to make some changes in your company but you do not know how to do it or you do not have the people to do it?

HHC ensures the implementation of your strategy with a vertical and horizontal approach in order to ensure that management & operations meet together the planned financial performance and reflect the mission and values of the company.

After our plan is submitted and accepted, HHC ensures that decisions are applied and changes monitored in order to meet defines objectives within the agreed timeframe.

Ad hoc Analysis & Consulting Services

Your sales are dropping and you do not know why? You have a good level of sales but no cash flow? Do you have a good product but it is not sold as expected? Your shipping costs are too high or deliveries are taking too long?

HHC intervenes for a single request as one off service for companies which require the advise and action to solve specific issues such as:

- Management
  · Restructure of company's activities – post acquisition/merger integration
- Finance & accounting

  · Cash flow management
  · Reporting activities
- Logistics & operations

  · Logistics management
  · Set up of warehouse and logistics services ; selection of cost effective means of transportation

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- Sales & Marketing
  · Improvement of sales activities
  · Market and product analysis
  · Competition analysis
  · Training guidance services to your sales and marketing offer
  · Creation of distribution network through distributors or sales agents
  · Management of distributors and sales agents
  · Integrated approach to sales and marketing activities (including e-sales and e-marketing)
  · Compilation of bids for tenders

- Regulatory
  · Creation of distribution contracts
  · Registration of products
  · Review of registration documentation & dossiers

- Launch of new products : regulatory and distribution requirements

Link to the webpage

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