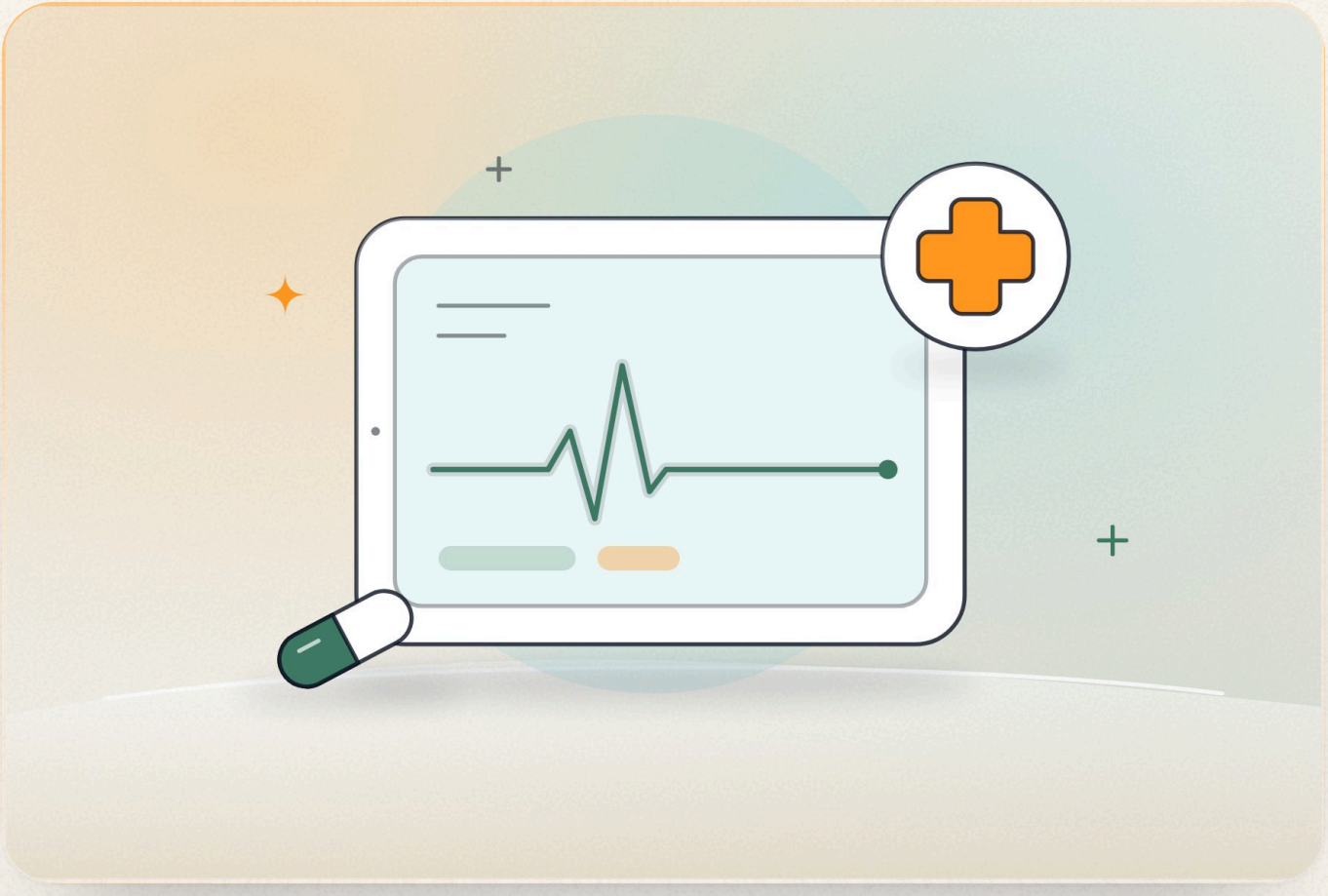
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DOCUMENT

GROWTH TEAM · SECTOR FILE

Healthcare technology & medical suppliers

Sector file · Procurement, clinical and IT decision-makers at private hospital groups and clinic chains.



NOTE Slow sector · longer buying cycle

DATE	VERSION	LANGUAGE	PAGES
3 November 2026	v3.0	English	6

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01 SECTOR OVERVIEW

Outbound sales development for healthcare-technology and medical suppliers

Procurement, clinical and IT decision-makers at private hospital groups and clinic chains, reached as the private share of Saudi healthcare grows, and counted only when they attend.

SUPPORTED SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026

SLOW SECTOR · LONGER BUYING CYCLE



Procurement, clinical and IT decision-makers at private hospital groups and clinic chains.

The market at a glance

USD 9.1bn
medical-devices market by 2032, from 6.5bn in 2025

40% → 65%
private-sector participation target by 2030

SAR 145bn+
expected private-sector healthcare contribution by 2030

~125 days
typical healthcare sales cycle

Sources: P&S Market Research · Ministry of Health via Sharikat Mubasher, 5 Oct 2025 · Focus Digital, 3 Jul 2026. About 80,000 beds today, with 30,000 to add before 2030 (AGBI, May 2025).

What makes this sector hard

Committee buying
Hospital buying runs through clinical, technical and procurement committees, so one contact is never enough.

Tender habit
The largest buyer is government, and tenders are the only channel most suppliers know.

Hidden decision-makers
Private groups are expanding fast, but their decision-makers are hard to identify from outside.

Clinical hours
Clinical staff cannot take sales calls during the day; procurement can.

02 WHO WE REACH

Ideal customer profile and decision-makers

Ideal customer profile

Attribute	Requirement
Who	Medical device and consumables suppliers, health-information and digital-health systems, laboratory, sterilisation and biomedical-maintenance services, revenue-cycle and medical-insurance solutions.
Proof	A proven product, with SFDA registration where required.
Deal value	A minimum deal value, set with you at onboarding, at which a signed contract or a first invoice paid counts as a closed deal; set it where two deals matter to you.
Buyers	Private hospital groups, clinic chains and medical centres in Saudi Arabia and the Gulf.
Scope rule	Supported sector: government-only buyers are out of scope for the guarantee; the ICP is limited to private operators.

Decision-makers we reach

#	Title	Counts toward the guarantee as
01	**Hospital CEO / General Manager**	Budget decision-maker (criterion 1)
02	**Medical Director**	Budget decision-maker (criterion 1)
03	**Procurement / Supply Chain Director**	Budget decision-maker (criterion 1)
04	**CIO** · health information systems	Budget decision-maker (criterion 1)
05	**Chief Operating Officer**	Budget decision-maker (criterion 1)
06	**Biomedical Engineering Manager** · technical influencer	Delegate, if named in writing

Before you pay: the free 5-day market check

One questionnaire call, then your ideal customer profile and 50 named target companies with the decision-maker role at each, and a go or no-go review. If the market cannot carry 20 a month, we say so and stop. No cost either way.



A contracted delivery network: a named team of 5 plus a team lead, dedicated to you and led by your dedicated account manager, with Gulf-dialect callers for Gulf prospects.

A slow sector, the same guarantee

Healthcare buying runs through committees and the cycle is long. The minimum deal value and the price range are set with particular care at onboarding; the guarantee is the same, with no reduced terms. Typical healthcare sales cycle: about 125 days (Focus Digital, 3 Jul 2026).

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- New hospitals, branches or medical centres announced
- Licences and bed-capacity expansions
- IPOs, funding and acquisitions by private groups
- Insurance contracts and partnerships
- Hiring in procurement and biomedical engineering
- Participation in the Global Health Exhibition

> Signals indicate probable demand, not a guaranteed intention to buy. Figures and client names appear only once a client in this sector approves publication in writing.

How the Growth Engine applies here

1. **Private operators only**
   Government-only accounts are excluded at Day 1, so the base is private operators who can award.
2. **Signals and the committee**
   The Signals Radar tracks expansions, licences and IPOs; the research card maps the committee (clinical, technical, procurement) before the first call.
3. **Influencers count**
   Pre-approved influencers count where a committee buys.
4. **Business contacts only**
   Never patient or clinical data; Compliance Guard keeps every message commercial.

Setup takes 14 days, free and outside your month. Every meeting reaches you with its brief, the prospect's e-mail, the recording reference and the scorecard; you accept or object within 2 business days.

Sample opener angle ILLUSTRATIVE, NOT A SCRIPT.

> “With [group] opening [hospital or centre] next year, procurement teams usually start reviewing [category] suppliers two quarters ahead. If that review is on your side, a 20-minute call with [your company] would cover our registrations, lead times and references.”



The evidence folder per meeting: brief, the prospect's e-mail, recording reference, scorecard.



The 30-day clock for two closed deals starts at the first delivered meeting.

04 CRITERIA & NEXT STEP

How a meeting qualifies, what you can measure

The four written criteria

#	Criterion	In this sector
1	**Budget decision-maker.** The person who can approve the spend attends, or a delegate named in writing; mandate confirmed on the call.	Same in every sector.
2	**Need and timing, recorded.** In the prospect's own words, on a recorded call; the recording reference is attached.	Stated by the buyer; outreach uses business contacts only, never patient or clinical data.
3	**Offer summary received.** Your one-page offer summary, with the agreed price or range, sent and acknowledged before the meeting.	Same in every sector.
4	**Requested in writing.** A formal e-mail from the prospect's company address requesting the meeting to discuss contracting: the evidence.	Same in every sector.

What you can measure

Measure	Value	Basis
Closing-ready meetings per delivery month	**20**	Contract
Qualification floor	**≥ 18 of 20, against the four criteria**	Contract
Closed deals	**2 within 30 days of the first delivered meeting, or we keep working free**	Contract
Your window to accept or object	**2 business days; silence is acceptance**	Contract
Replace before refund	**Replacement within 10 days, else USD 275 (SAR 1,031) in cash within 5 business days**	Contract
Typical sales cycle	**~125 days**	Sector reference · Focus Digital, 3 Jul 2026

> Same offer in every sector: **20 closing-ready meetings in every delivery month** at USD 275 (SAR 1,031) per accepted meeting, and 2 closed deals within 30 days of the first delivered meeting, or we keep working free. Customise from 20 to 60 meetings in steps of 5, same rate. Optional, your choice: we close the deal for you at USD 1,500 (SAR 5,625) per deal closed by us.

Next step: a free 5-day market check for Healthcare technology & medical suppliers

One call, then your ideal customer profile and 50 named target companies, and a go or no-go review. No cost. **«Check my market, free»** · «Read the guarantee on one page»

Remote Pro Ai

FREE · 5 DAYS · NOTHING UPFRONT

A free 5-day market check before you pay anything

You see your ideal customer profile and the 50 named companies we will call before you sign anything.

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Remote Pro Ai contracts with its clients in Saudi Arabia and the United Arab Emirates through its Saudi company, Mohammed Ali Al Khuraim Information Systems Technology Co., Al-Khobar, CR 2051247519, Unified National No. 7034596812, TIN 3116280154, and every contract is governed by Saudi law.