

# Creating Solutions

Large-Scale Infrastructure Project  
for Iraqi Ministry of Higher Education  
and Scientific Research

A Success Story

14th of September 2017  
4th Iraqi-German Business Forum





## At a Glance

Business. Values. Customers. Presence.

## Products & Services

General. Special. Sectors. Main Business Partners.

## Karl Kolb in Iraq

Expertise. Offices. Staff.

## Exemplary Large-Scale Project in Iraq

Overview. Added Value. Financing.

## Contact Details

# At a Glance

## Our Business. Our Values.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

### Our Aim

- Serving mankind by serving science.

### Our Business

- Founded in 1948, KARL KOLB has grown to be one of the largest scientific equipment export companies in Europe.
- Genuine one-stop shop for healthcare, scientific and educational projects.
- By supplying high-quality products and providing all customers with the best possible sales and after-sales services, KARL KOLB has built up an excellent reputation in many countries with a specific focus on the MENA region.



### Our Values

- Quality, reliability, accuracy, transparency.



### Our Services

- Consulting and projecting of healthcare, scientific and educational complexes.
- Supply of scientific instruments, equipment, general lab ware, furniture and services.
- Global after-sales services and onsite technical support by KARL KOLB offices, partners and agencies.
- Ongoing management and consulting of scientific projects.



# At a Glance

Our Customers. Our Presence.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

## Our Customers

- Hospitals, Clinics, Universities and other Educational Institutions.
- Research Institutes.
- Health Center Laboratories.
- Testing and Quality Control Laboratories.
- Industrial Laboratories.

## Own and Representative Offices

- Europe: Germany.
- Middle East: Jordan.  
Iran.  
Iraq.  
United Arab Emirates.
- Africa: Egypt.  
Ethiopia.  
Libya.
- South America: Chile.
- Asia: Indonesia.



# Products & Services

General Products. Special Products.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES



General  
Laboratory Products

Glassware, Shakers, Lab  
Aids, Centrifuges

Containers, Refrigerators,  
Ovens

Sample Preparations,  
Measuring Systems

Biotechnology, Optical  
Devices, Lab Furniture



Special  
Laboratory Products

Standardisation &  
Quality Control

Environmental Control

Vocational Training

Food Safety Laboratories





### Sectors

- KARL KOLB is serving Science and Technology by providing complete solutions in the fields of:



EDUCATION

RESEARCH

HEALTH

INDUSTRY

### Agencies and Cooperation Partners

- **LEICA MICROSYSTEMS** – Complete Microscopy Range.
- **LEICA BIOSYSTEMS** – Complete Pathology Solutions.
- **Sciex** – LC/Mass Spectrometry and Capillary Electrophoresis Solutions.
- **Beckman Coulter** – Life Science Instruments and Reagents.
- **Beckman Coulter** – Diagnostics Instruments and Reagents.
- **KaVo** – Dental Excellence.
- **Molecular Devices** – Bioanalytical Systems.
- **DANI** – Innovative Gas Chromatography Systems.
- **BIORON Diagnostics** – Components and Master Mixes for PCRs.
- **Elementar** – Elemental Analysis.
- **PHARMA TEST APPARATEBAU** – Pharmaceutical Product Testing.
- **EEC** – Sophisticated Medical Solutions.
- **GMC** – German Medical Consultants.
- **Neuberger** – Interior and Furniture for Laboratories.
- **Coretest Systems** – Instruments for Energy Laboratories.
- **Koehler Instruments** – Petroleum & Petrochemical Testing Equipment.
- **PILODIST** – Laboratory and Process Technology.



### Expertise

- **Local business / trade experience** for almost **70 years**.
- **German Management** on-site on a regular basis.
- **Extensive infrastructure** to execute our business by having offices throughout the country (Basrah, Baghdad, Arbil).
- Own **logistic network**.
- Own **warehouse and office facilities**.
- **Strong manpower and expertise** to guarantee successful **installation, training and aftersales services** for the clients.





# Karl Kolb in Iraq

Offices in Iraq. Staff in Iraq.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

## Our Offices

- We are currently present in Iraq with two offices in Baghdad and our two regional offices in Basra and Arbil.

## Offices Baghdad

- Main office Iraq plus supporting warehouse office.
- 8 sales and administrative employees.
- 13 engineers for installation and after-sales service.

## Office Basra

- Regional office South Iraq.
- 5 sales and administrative employees.
- 5 engineers & technical employees.

## Office Arbil

- Regional office Kurdistan.
- 2 sales and administrative employees.
- Technical support from Baghdad.



### **Baghdad**

Arasat Street 929 / 35 / 29  
Hay Babil, Baghdad

### **Basra**

Sayid Ameen Street 1  
Bradeya  
Basra

### **Arbil**

60th Street  
Opposite Panasonic-Sheikh Barzanji  
District 340 – 6699, Arbil



# Exemplary Large-Scale Project in Iraq

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## Provision of Equipment to 16 Universities. Overview.

### Content

- Provision of equipment for 16 different universities/96 different departments in Iraq for the following colleges:

MEDICINE

PHARMACY

NURSING

DENTISTRY

### Principal

- Ministry of Higher Education and Scientific Research, Iraq

### Timing

- 2014 – 2019

### Manufacturers

- More than 245

### Instruments

- From sterilizers to microscopes and analytical instruments to dental chairs
- Quantity of Items: > 22,000 various items

### Services

SUPPLY OF EQUIPMENT

TRAINING ABROAD

INSTALLATION

AFTER SALES SERVICES

TRAINING ONSITE

SUPPLY OF SPARE PARTS



# Exemplary Large-Scale Project in Iraq

Added Value for our Customers.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

## Benefits of Single-Source Contracts 1

- KARL KOLB's **proven capabilities** of equipping and furnishing complete colleges and even universities as single source partner results in manifold benefits to the purchaser and the end users:
  - **Bundling of numerous manufacturers.**
  - **Reduction of contractual transaction costs.**
  - **One reliable contract partner.**
  - **Option to integrate deferred payment schemes.**
  - **High-quality internationally recognized manufacturers.**
  - **Latest international standards.**
  - **Complete supply with all necessary accessories to guarantee full workability.**



# Exemplary Large-Scale Project in Iraq

Added Value for our Customers.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

## Benefits of Single-Source Contracts 2

- Installation and training by factory trained engineers.
- Local workshops and local training centers.
- Accessories, spare parts and consumables supply.
- Scientific support from reputable German educational universities.
- Application support through specialists, WEBinars etc.

# Exemplary Large-Scale Project in Iraq

## Financing Options.

### Financing Options

- Depending on the specific project, KARL KOLB cooperates with its banks and the export credit agency of the German government to offer deferred financing schemes.
- Such deferred financing schemes' attractiveness/advantage of efficiency increases with project-scale and perspective availability of funds (e.g. due to current oil price decrease).
- Availability of binding financing offer depending on:
  - Concrete customer.
  - Payment conditions.
  - Availability of sovereign state guarantees or other securities.
  - Non-existence of import/export and financing restrictions/sanctions.





# Contact Details

Germany. Iraq.

**KARL KOLB**

SCIENTIFIC TECHNICAL SUPPLIES

## Germany

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# Exemplary Pictures

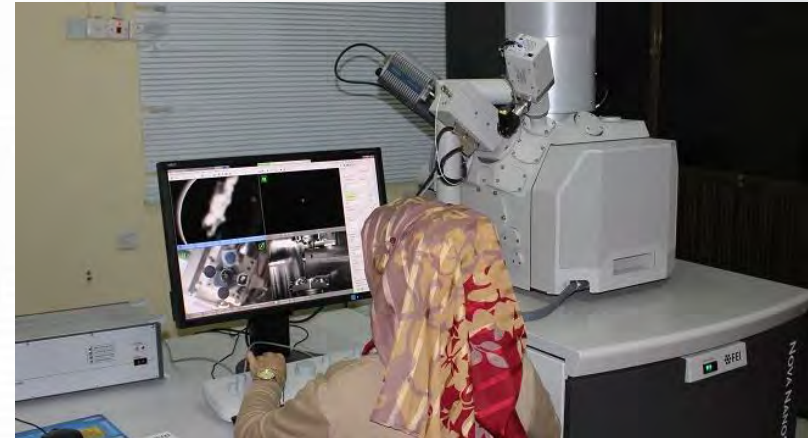
# Colleges of Medicine

## Electron Microscopes.

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### Transmission and Field Emission Scanning Electron Microscopes



# Colleges of Medicine

## Magnet Resonance Imaging.

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### MRI Magnetom Avanto





# Colleges of Medicine

## C-Arms.

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### C-Arm X-Ray Units





# Colleges of Medicine

## Microscope Appliances.

From simple Microscopes for 1<sup>st</sup> year Students to highly sophisticated post-graduate Microscopes

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# Colleges of Medicine

## Tissue Processing and Staining.

**KARL KOLB**

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**Automatic Tissue Processors for  
Histopathology and  
Immunohistochemistry Autostainers  
BOND MAX**



# Colleges of Dentistry

## Educational Clinics.

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### Basic Chairs used by Students





# Colleges of Dentistry

## Educational Clinics.

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SCIENTIFIC TECHNICAL SUPPLIES

### Basic Chairs used by Students



# Colleges of Dentistry

## Educational Clinics.

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### Basic Chairs and Simulators





# Colleges of Dentistry

## Radiology Appliances.

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### Advanced X-Ray instruments (Gendex)



# Colleges of Dentistry

## Prosthodontics Departments.

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**Advanced CAD CAM allowing high-quality  
Production of prosthodontic Material  
such as Crowns and Bridges.**

**Equipment produced by KaVo –  
Artica and Everest Models**



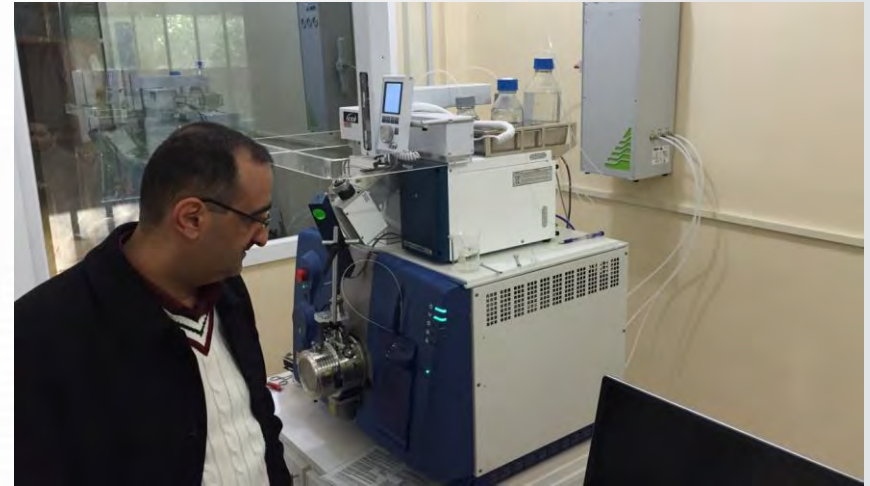
# Colleges of Pharmacy

## Liquid Chromatography.

Highly sophisticated Triple Quad Liquid Chromatographs coupled to double Mass Spectrometer and uHPLC

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SCIENTIFIC TECHNICAL SUPPLIES



# Colleges of Nursing Simulators.

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SCIENTIFIC TECHNICAL SUPPLIES

**Didactic Human Skulls, Blood Pressure  
Arm Exerciser and Digestive Systems**

