

# SAMED Industry Survey

**1. Which statement/s best describe your company's activities in South Africa. Tick as many as may be appropriate.**

	Response Percent	Response Count
Local Manufacturer <input type="checkbox"/>	18.3%	11
Agent <input type="checkbox"/>	10.0%	6
<b>Distributor</b> <input checked="" type="checkbox"/>	<b>41.7%</b>	<b>25</b>
<b>Multinational</b> <input checked="" type="checkbox"/>	<b>41.7%</b>	<b>25</b>
Exporter <input type="checkbox"/>	11.7%	7
<i>answered question</i>		<b>60</b>
<i>skipped question</i>		<b>0</b>

**2. How many people did you employ at the end of 2008?**

	Response Average	Response Total	Response Count
<b>Permanent</b>	<b>60.17</b>	<b>3,490</b>	<b>58</b>
Contract	7.80	195	25
Learnerships	3.39	78	23
<i>answered question</i>			<b>58</b>
<i>skipped question</i>			<b>2</b>

**3. What medical disciplines are serviced by products from your company? (Expressed as a level of dominance in the overall business.)**

	Minor Portion	Equal splits	Major Portion	Exclusive	Response Count
General Surgical	25.0% (5)	30.0% (6)	<b>45.0% (9)</b>	0.0% (0)	20
Radiology	25.0% (1)	25.0% (1)	<b>50.0% (2)</b>	0.0% (0)	4
Reproductive Health	<b>66.7% (2)</b>	0.0% (0)	33.3% (1)	0.0% (0)	3
HIV	14.3% (1)	<b>42.9% (3)</b>	<b>42.9% (3)</b>	0.0% (0)	7
IVD's	0.0% (0)	12.5% (1)	<b>50.0% (4)</b>	37.5% (3)	8
Cardiac	<b>42.9% (9)</b>	14.3% (3)	38.1% (8)	4.8% (1)	21
Respiratory	<b>33.3% (3)</b>	<b>33.3% (3)</b>	<b>33.3% (3)</b>	0.0% (0)	9
Oncology	<b>70.0% (7)</b>	20.0% (2)	0.0% (0)	10.0% (1)	10
Orthopaedics	20.0% (4)	15.0% (3)	<b>50.0% (10)</b>	15.0% (3)	20
Neuro	<b>68.8% (11)</b>	18.8% (3)	12.5% (2)	0.0% (0)	16
Urology	<b>56.3% (9)</b>	25.0% (4)	18.8% (3)	0.0% (0)	16
Gastro	<b>57.1% (4)</b>	28.6% (2)	14.3% (1)	0.0% (0)	7
Wound Care	<b>44.4% (4)</b>	11.1% (1)	<b>44.4% (4)</b>	0.0% (0)	9
Home Care	<b>80.0% (4)</b>	0.0% (0)	20.0% (1)	0.0% (0)	5
				Other (please specify)	16
				<b>answered question</b>	<b>46</b>
				<b>skipped question</b>	<b>14</b>

<b>4. What categories of medical devices does your company sell, either by import or local manufacture?</b>			
	<b>Manufacture</b>	<b>Import</b>	<b>Response Count</b>
Active implantable devices	23.1% (3)	<b>76.9% (10)</b>	13
Anaesthetic and respiratory devices	0.0% (0)	<b>100.0% (10)</b>	10
Dental devices	33.3% (1)	<b>66.7% (2)</b>	3
Electro-mechanical devices	12.5% (2)	<b>87.5% (14)</b>	16
Hospital hardware	16.7% (1)	<b>83.3% (5)</b>	6
In vitro diagnostic devices	0.0% (0)	<b>100.0% (8)</b>	8
Non-active implantable devices	25.0% (3)	<b>75.0% (9)</b>	12
Ophthalmic and optical devices	25.0% (2)	<b>75.0% (6)</b>	8
Reusable instruments	14.3% (2)	<b>85.7% (12)</b>	14
Single use devices	31.0% (9)	<b>69.0% (20)</b>	29
Technical aids for disabled persons	0.0% (0)	0.0% (0)	0
Diagnostic and therapeutic radiation devices	0.0% (0)	<b>100.0% (7)</b>	7
		Other (please specify)	4
		<b><i>answered question</i></b>	<b>47</b>
		<b><i>skipped question</i></b>	<b>13</b>

**5. Which statement/s best describe the TYPE of product(s) your company is involved with in South Africa.**

	Response Percent	Response Count
Capital Equipment	42.6%	20
Implants	40.4%	19
<b>Disposables and consumables</b>	<b>63.8%</b>	<b>30</b>
Combination Products	14.9%	7
IVD's	14.9%	7
Other (please specify)		2
<b>answered question</b>		<b>47</b>
<b>skipped question</b>		<b>13</b>

**6. If a local manufacturer of medical devices, is your company a:**

	Response Percent	Response Count
net importer or	20.0%	5
net exporter of products	12.0%	3
both i.e. import and export	32.0%	8
<b>neither</b>	<b>36.0%</b>	<b>9</b>
<b>answered question</b>		<b>25</b>
<b>skipped question</b>		<b>35</b>

**7. Does your company manufacture new product innovations from local design / R & D ?**

	Response Percent	Response Count
Yes	30.4%	14
<b>No</b>	<b>69.6%</b>	<b>32</b>
<b>answered question</b>		<b>46</b>
<b>skipped question</b>		<b>14</b>

**8. How many healthcare professionals have received training in the past year by or through your company? (2008)**

		Response Percent	Response Count
Doctors in training		66.7%	22
<b>Qualified specialists / doctors in the private sector</b>		<b>84.8%</b>	<b>28</b>
Qualified specialists / doctors in the public sector		69.7%	23
Nurses in the private sector		72.7%	24
Nurses in the public sector		72.7%	24
Other Healthcare workers		60.6%	20
<b>answered question</b>			<b>33</b>
<b>skipped question</b>			<b>27</b>

**9. Professional Education: How many healthcare professionals were provided CPD recognised training by your company(in 2008):**

	Response Average	Response Total	Response Count
Medical Students	0.00	0	12
Registrars	19.13	287	15
Consultants	12.33	185	15
Private Specialists / doctors	22.16	421	19
Public Specialists / doctors	8.94	143	16
<b>Nurses in the private sector</b>	<b>83.75</b>	<b>1,340</b>	16
Nurses in the public sector	55.69	891	16
Other Health Care Workers	39.36	551	14
<b>answered question</b>			<b>20</b>
<b>skipped question</b>			<b>40</b>

**10. Quality Management System: Which of the following quality management standards have you been certified with?**

	Response Percent	Response Count
ISO 9001	60.0%	21
ISO 13485	28.6%	10
Other Manufacturing Quality Standards	14.3%	5
Other Environmental Quality Standards	11.4%	4
GMP	14.3%	5
None	22.9%	8
Other (please specify)		4
<b>answered question</b>		<b>35</b>
<b>skipped question</b>		<b>25</b>



**11. What certification / standards do your products have?**





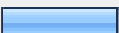



	Response Percent	Response Count
CE Mark	94.7%	36
FDA Approval	68.4%	26
SABS	15.8%	6
SANAS	7.9%	3
None	0.0%	0
Other (please specify)		0
<b>answered question</b>		<b>38</b>
<b>skipped question</b>		<b>22</b>

12. Type of organization:			Response Percent	Response Count
Entity subject to generic scorecard (turnover above R35m)			52.8%	19
Qualifying small enterprise (turnover between R5m and R35m)			30.6%	11
Exempted Micro-enterprise (turnover less than R5m)			16.7%	6
			<i>answered question</i>	<b>36</b>
			<i>skipped question</i>	<b>24</b>



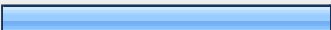
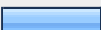

13. Is the organization part of a multinational entity?			Response Percent	Response Count
Yes			45.7%	16
No			54.3%	19
			<i>answered question</i>	<b>35</b>
			<i>skipped question</i>	<b>25</b>

14. Is the organization a so-called “value added supplier” (i.e. means an Entity registered as a vendor under the Value-Added Tax of 1991, whose Net Profit Before Tax summed with its Total Labour Cost exceeds 25% of the value of its Total Revenue)?			Response Percent	Response Count
Yes			58.1%	18
No			41.9%	13
			<i>answered question</i>	<b>31</b>
			<i>skipped question</i>	<b>29</b>

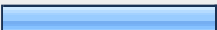
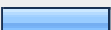


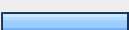
15. Has your organization been rated by a BEE verification agency?			Response Percent	Response Count
Yes			62.9%	22
No			37.1%	13
<b>answered question</b>				<b>35</b>
<b>skipped question</b>				<b>25</b>

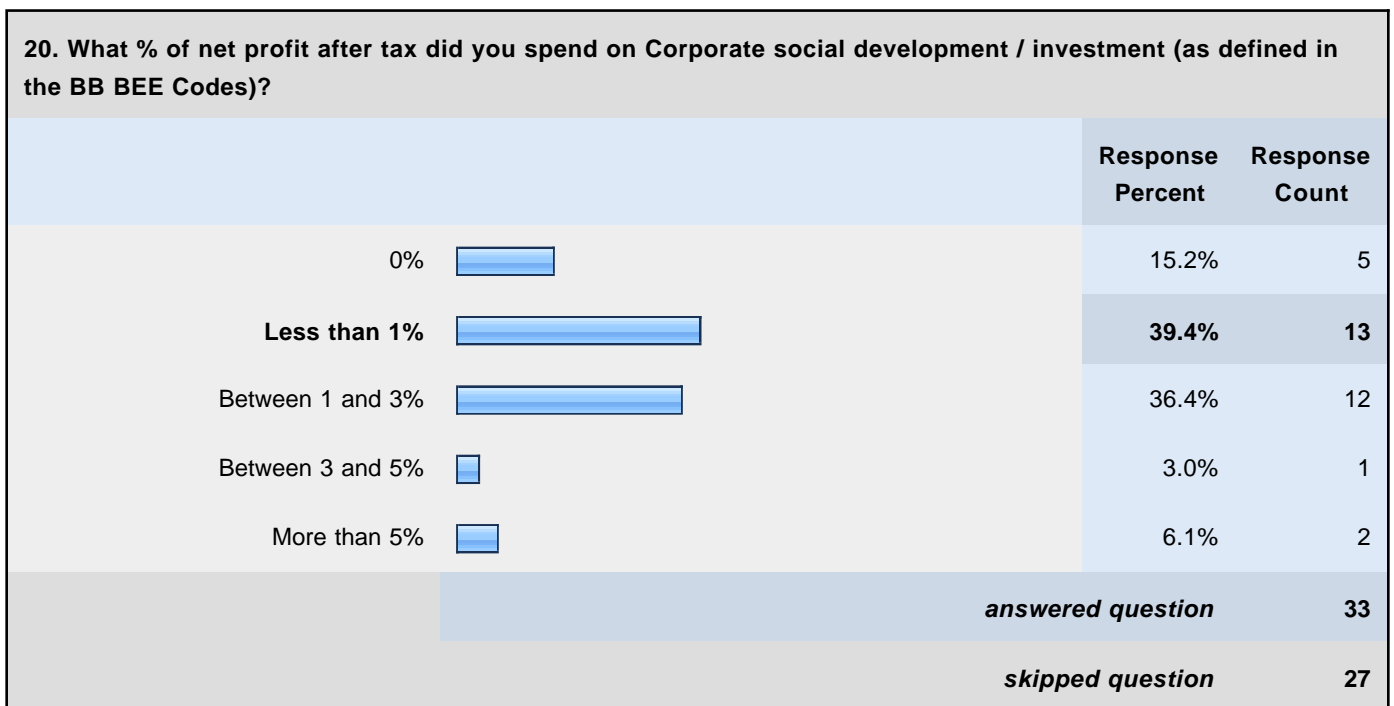
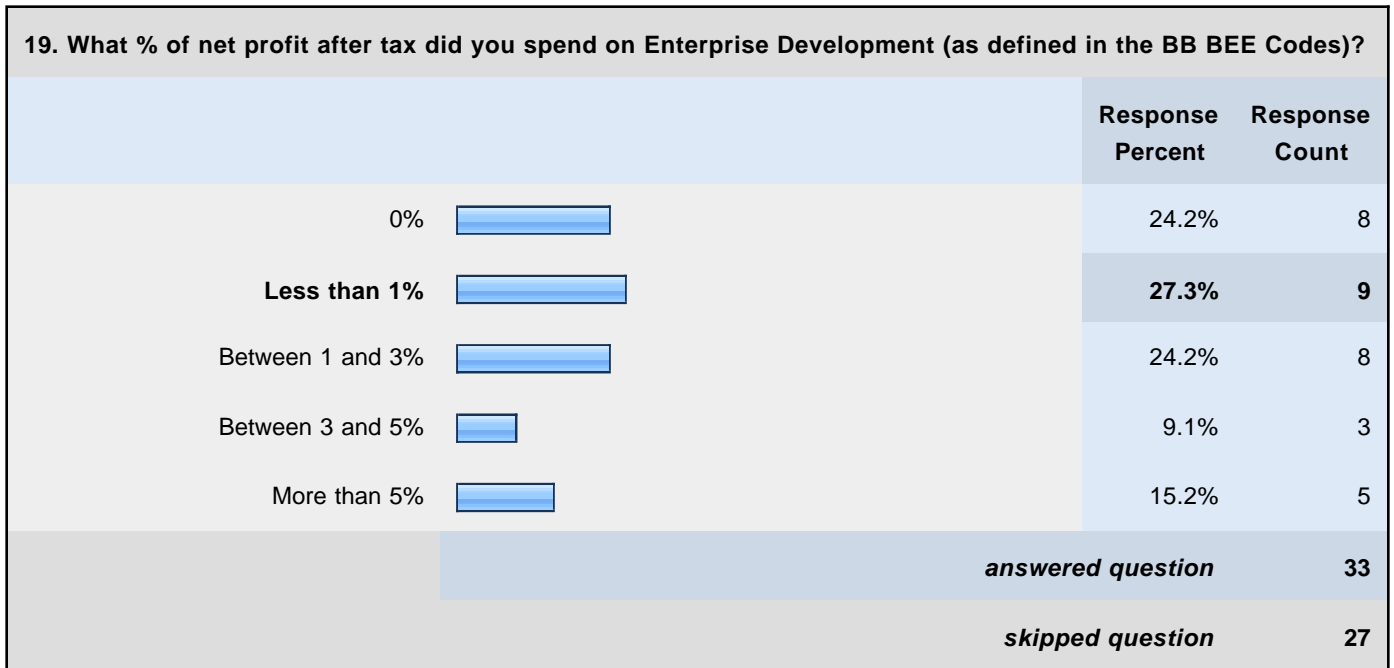
16. What was your overall score (BEE level)?			Response Percent	Response Count
Level 1			0.0%	0
Level 2			7.4%	2
Level 3			3.7%	1
<b>Level 4</b>			<b>22.2%</b>	<b>6</b>
Level 5			14.8%	4
Level 6			18.5%	5
Level 7			7.4%	2
Level 8			14.8%	4
Non-compliant			11.1%	3
<b>answered question</b>				<b>27</b>
<b>skipped question</b>				<b>33</b>

**17. How much (as % of payroll) did your organization spend in 2008 on skills development of black staff, as defined in the BB BEE Codes?**

	Response Percent	Response Count
0% 	6.3%	2
Less than 1% 	18.8%	6
<b>Between 1 and 3%</b> 	<b>53.1%</b>	<b>17</b>
Between 3 and 5% 	15.6%	5
More than 5% 	6.3%	2
<i>answered question</i>		<b>32</b>
<i>skipped question</i>		<b>28</b>

**18. How many learners (as a % of the total nr of permanent staff) did you have in 2008?**

	Response Percent	Response Count
<b>0%</b> 	<b>34.3%</b>	<b>12</b>
Less than 1% 	17.1%	6
Between 1 and 3% 	25.7%	9
Between 3 and 5% 	2.9%	1
More than 5% 	20.0%	7
<i>answered question</i>		<b>35</b>
<i>skipped question</i>		<b>25</b>



**21. What % of your business is held by black South Africans, or an entity representing black South Africans?**

		Response Percent	Response Count
0%		73.5%	25
Less than 5%		2.9%	1
Between 5 and 15%		2.9%	1
Between 10 and 25%		2.9%	1
More than 25%, but less than 50%		14.7%	5
50% or more		2.9%	1
<i>answered question</i>			<b>34</b>
<i>skipped question</i>			<b>26</b>

**22. If not already a member of SAMED, would you be interested in learning more about SAMED and the work that it is doing, and potentially becoming a member of SAMED?**

		Response Percent	Response Count
Yes		33.3%	2
No		33.3%	2
Not sure but keep me posted.		33.3%	2
<i>answered question</i>			<b>6</b>
<i>skipped question</i>			<b>54</b>

**23. At a later stage would you consider responding to questions of a confidential nature such as turnover using one of the following survey options?**

	Response Percent	Response Count
No - However I am willing to discuss this further and will send SAMED an email at info@samed.org.za	3.6%	1
No - I do not wish to discuss this further	14.3%	4
<b>Yes - a survey conducted by an independent auditing firm</b>	<b>50.0%</b>	<b>14</b>
Yes - this survey tool	32.1%	9
Other (please specify)		2
<b>answered question</b>		<b>28</b>
<b>skipped question</b>		<b>32</b>

**24. Company Information**

	Response Percent	Response Count
<b>Company Name</b>	<b>100.0%</b>	<b>15</b>
Contact Person	93.3%	14
Telephone Number	93.3%	14
Email	86.7%	13
<b>answered question</b>		<b>15</b>
<b>skipped question</b>		<b>45</b>