



Company Profile

Medical Supplies Procurement & Distribution

Established

2016

Headquarters

Kampala, Uganda

Sector

Medical Supplies & Equipment

Registration

UG-2016-MED-04821

CONFIDENTIAL | For authorized recipients only



About Lonza Medical Supplies

Lonza Medical Supplies Ltd. is a leading procurement and distribution company specializing in the importation and supply of high-quality medical equipment, consumables, pharmaceutical supplies, and laboratory reagents across East Africa. Founded in 2016, we have grown to become a trusted partner for hospitals, clinics, pharmacies, and government health agencies seeking reliable, cost-effective sourcing of essential medical products.

Our end-to-end procurement process covers everything from supplier identification and price negotiation to customs clearance, quality assurance, warehousing, and last-mile delivery. We maintain strategic partnerships with certified manufacturers and distributors in Europe, Asia, and the Americas, ensuring our clients receive genuine, WHO-prequalified products at competitive prices.

With a robust digital procurement platform, Lonza streamlines the entire supply chain through automated Purchase Orders (POs), Proforma Invoices (PIs), Call-Off Orders, Commercial Invoices, Delivery Notes, and Goods Received Notes (GRNs) — giving our clients full visibility and traceability from order placement to final delivery.

150+

Active Clients

8

Years Experience

3,500+

SKUs Managed

12

Source Countries

Our Mission & Vision

Mission

To bridge the gap between global medical supply manufacturers and healthcare providers in East Africa through transparent, efficient, and technology-driven procurement services that ensure timely access to quality medical products.

Vision

To be East Africa's most trusted medical supply chain partner, recognized for our commitment to quality, innovation in procurement technology, and unwavering dedication to improving healthcare outcomes across the region.

Our Services

International Procurement & Importation

End-to-end sourcing of medical supplies from certified global manufacturers. We handle supplier vetting, negotiations, Proforma Invoices (PIs), Purchase Orders (POs), shipping coordination, customs clearance, and import documentation including certificates of origin, quality certificates, and packing lists.

Call-Off Order Management

Flexible call-off arrangements that allow clients to draw down against framework contracts on an as-needed basis. This reduces inventory holding costs while ensuring supply continuity. Each call-off generates tracked delivery schedules with automated notifications.

Warehousing & Inventory Management

Temperature-controlled storage facilities in Kampala with real-time inventory tracking. Our warehouse management system supports batch tracking, expiry management, FIFO/FEFO protocols, and automated reorder alerts.

Distribution & Last-Mile Delivery

Nationwide distribution network covering all major urban centers and rural health facilities. GPS-tracked delivery fleet with proof-of-delivery capture and digital Goods Received Notes (GRNs).

Digital Procurement Platform

Cloud-based platform enabling clients to place orders, track shipments, manage invoices, view delivery history, and generate procurement reports. Full document management for POs, PIs, Commercial Invoices, Delivery Notes, and payment records.

Regulatory Compliance & Quality Assurance

All products comply with National Drug Authority (NDA) regulations, WHO prequalification standards, and ISO 13485 requirements. We maintain complete audit trails and batch traceability from manufacturer to end-user.

Procurement Workflow

Our streamlined procurement process ensures complete transparency and accountability at every stage:

- 01 Requisition & Quotation**
Client submits a procurement request. Lonza sources competitive quotations from pre-approved suppliers and presents a comparative analysis.
- 02 Proforma Invoice (PI)**
Selected supplier issues a Proforma Invoice detailing item specifications, unit prices, quantities, Incoterms, payment terms, and estimated delivery timeline.
- 03 Purchase Order (PO)**
Upon client approval, Lonza generates a formal Purchase Order referencing the PI, confirming quantities, pricing, delivery address, and terms of trade.
- 04 Payment & LC Processing**
Payment is processed per agreed terms (T/T, Letter of Credit, or open account). All banking documentation is managed by our finance team.
- 05 Shipment & Logistics**
Goods are shipped per agreed Incoterms. Lonza coordinates freight forwarding, insurance, and provides real-time shipment tracking updates.
- 06 Customs Clearance**
Our licensed clearing agents handle all import documentation, NDA clearances, duty payments, and tax compliance for swift goods release.
- 07 Quality Inspection**
Incoming goods undergo inspection against PO specifications. Batch numbers, expiry dates, and certificates are verified before acceptance.
- 08 Delivery & GRN**
Final delivery to client premises with a Delivery Note. Client signs a Goods Received Note (GRN) confirming receipt and condition of goods.
- 09 Invoicing & Settlement**
Commercial Invoice is issued with full supporting documentation. Payment reconciliation and aging reports are maintained digitally.
- 10 Call-Off Management**
For framework contracts, clients place call-off orders against pre-agreed quantities and prices, with automated balance tracking.

Product Categories

Category	Examples	Brands
Surgical Instruments	Scalpels, forceps, scissors, retractors, clamps	B. Braun, Aesculap, Hu-Friedy
Diagnostic Equipment	Ultrasound, ECG machines, patient monitors, X-ray	Medtray, GE Healthcare, Philips
Laboratory Reagents	Hematology, chemistry, urinalysis, microbiology	Abbott, Roche, Sysmex, bioMerieux
PPE & Consumables	Gloves, masks, gowns, syringes, IV sets, catheters	Arsell, Medline, Halyard, BD
Pharmaceutical Supplies	Essential medicines, vaccines, cold chain products	Cipla, Aurobindo, Serum Institute
Hospital Furniture	ICU beds, trolleys, examination couches, cabinets	Famed, Stiegemeyer, Merivaara
Dental Supplies	Dental chairs, handpieces, composite materials	Dentsply Sirona, Kavo, 3M ESPE
Orthopedic Implants	Plates, screws, joint replacements, spinal implants	DePuy Synthes, Smith+Nephew, Zimmer

Key Client Segments

- 🏥 National and regional referral hospitals
- 🏥 Private hospitals and specialist clinics
- 🏥 Government health agencies and district health offices
- 🏥 Non-governmental organizations (NGOs) in health
- 🏥 Community pharmacies and drug shops
- 🏥 Diagnostic laboratories and blood banks
- 🏥 Medical training institutions and universities
- 🏥 International aid and development partners

Certifications & Compliance

Certification / Standard	Issuing Body	Status
National Drug Authority (NDA) License	NDA Uganda	Active
ISO 9001:2015 Quality Management	Bureau Veritas	Certified
ISO 13485 Medical Devices QMS	TUV Rheinland	Certified
WHO Good Distribution Practice (GDP)	WHO / MoH	Compliant
Uganda Revenue Authority (URA) Customs License	URA	Active
PPDA Registered Supplier	PPDA Uganda	Registered
Good Storage & Distribution Practice (GSDP)	NDA Uganda	Compliant
Environmental Health & Safety Compliance	NEMA Uganda	Compliant

Why Choose Lonza

Competitive Pricing

Direct relationships with manufacturers eliminate middlemen, passing savings to our clients.

End-to-End Traceability

Every product is tracked from factory to facility with full documentation and batch records.

Digital-First Approach

Our procurement platform provides real-time order tracking, document management, and analytics.

Regulatory Expertise

Deep knowledge of NDA, URA, and international trade regulations ensures smooth clearance.

Flexible Payment Terms

We offer multiple payment options including LCs, phased payments, and credit facilities.

Dedicated Account Management

Each client receives a dedicated account manager for personalized service and support.

Financial Highlights (FY 2024)

Metric	FY 2023	FY 2024	Growth
Annual Revenue	UGX 8.2B	UGX 12.5B	+52%
Purchase Orders Processed	1,240	1,870	+51%
Unique Products Supplied	2,800	3,500+	+25%
Active Client Accounts	98	152	+55%
On-Time Delivery Rate	91%	96.4%	+5.4pp
Average Order Fulfillment	18 days	14 days	-22%

Banking Details

Bank Name:	Stanbic Bank Uganda
Account Name:	Lonza Medical Supplies Ltd.
Account Number:	90XXXXXXXXXX
Branch:	Kampala Main Branch
SWIFT Code:	SBICUGKX
Currency:	UGX / USD

Contact Us

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Working Hours:
Mon - Fri: 8:00 AM - 5:30 PM
Sat: 9:00 AM - 1:00 PM

"Your trusted partner in medical supply chain excellence."