

CA1  
EA912  
94B65

DOCS

Canadian Consulate General São Paulo

# BRAZILIAN MARKET FOR HEALTH EQUIPMENT AND DEVICES HOSPITAL & HOME HEALTH CARE

Category	Value
Number of Analysis Laboratories	1000
Physicians	10000
Dentists	15000
Professional Nurses	7000
Laboratory Technicians	1000

Dept. of External Affairs  
Min. des Affaires extérieures  
MAY 14 1996  
RETURN TO DEPARTMENTAL LIBRARY  
RETOURNER A LA BIBLIOTHÈQUE DU MINISTÈRE

The home health care market is incipient, and there is only one major outlet in such category, selling a variety of items, from small sensors to electronic weighing up mostly of middle class patients, nurses and doctors. Most patients will come directly from manufacturers or distributors who will also have a show room on the premises.

The health sector in Brazil shows great variations, ranging from small rural hospitals, offering up-to-date technology and equipment, to both large and small hospitals in the southern states, although some improvements have been made in the northern regions. The State of São Paulo concentrates over 70% of all medical facilities in the country. The city of São Paulo alone is one of the largest markets in South America for the health sector.

The health sector is served by both public and private health care systems. The private sector is responsible for approximately 30% of the payments with the Federal Social Health System (FAMPS) being 30% and regional health management organizations providing for the remaining 70% of the market.

Services in the public sector follow a bidding process by which contractors are selected to supply the equipment. This process is very involved and slow.

May 1994

43-276-110