

# Active Scientific NEWSLETTER

ISSUE 03, MAY 2023



TOP IN VITRO  
DIAGNOSTIC SOLUTION  
PROVIDERS IN APAC 2021



BREAKTHROUGH  
OF THE YEAR 2021



PARTNER OF  
THE YEAR 2021



DISTRIBUTOR OF  
THE YEAR 2017



DISTRIBUTOR OF  
THE YEAR 2015



**VINNO G55**

Excellence Delivered In Style

DIRECTOR'S  
MESSAGE

DOCTOR'S  
TESTIMONIALS

EVENTS IN  
2022





## Director's Message

*“Striving to  
Improve Healthcare”*

It's 2023 and we are living with COVID-19 like a daily norm. The whole country is now working hard to rebuild our nation after the effect of pandemic lockdowns. I am sure we are doing well in this area as I always believed Malaysia is a blessed land with a lot of resources and good people. Businesses are growing back and we can see success among many of them.

Indeed, the journey throughout the pandemic was not an easy one for all of us including Active Group. A lot of struggles to keep the ship afloat and sailing. We did not shut down our operation even for a day because we had to serve the medical fraternity to combat COVID-19. We are proud to have been one of the significant contributors in battling COVID-19 in Malaysia.

As our customers, we are proud of your dedication and passion for saving lives. We ordinary Malaysians are grateful to each one of you. This volume is dedicated to all the doctors who have played their part in curbing the spread of the virus.

In the year 2021 and 2022, Active Scientific was blessed with many awards for our achievements and dedication in medical diagnostic industry. It is my privilege to share these joys with you. Firstly, for being awarded as (2021 Top In-Vitro Solution Providers in Asia Pacific) for the after-sales service that we provide to our customers both in Malaysia and Asia Pacific region. Next, for being awarded as the (Breakthrough Company 2021) by our principal for doubling Vinno Ultrasound installation base for two consecutive years. Then comes to the (Best Distributor Award 2021 from Norma Hungary) for being the top sales in Asia Pacific Region for Icon Full Blood Count (FBC) Analyzer. Personally, I have been featured in (Britishpedia's Most Successful Person in Malaysia 2021) for our accomplishments in medical diagnostic industry. These awards were gained only because we had your tremendous support and continuous trust in us to provide you with the best products and service to add value to your healthcare practice.

In this 3<sup>rd</sup> Newsletter, we are delighted to share more about the events and activities that we have done throughout 2022. Stay tuned and enjoy reading our Newsletter!

Best Regards,

Kanan M.  
Managing Director  
Active Group

# Doctor's Testimonial

**Dr Mohd Sofuan**  
**Dr Muhammad Uwais**  
**Dr Mohammad Nur Mustaqim**  
*QMS Healthcare Sdn Bhd*  
*Kota Tinggi*

Good day to you doctors, we cannot thank you enough for the amount of support you show to Active Scientific. Would you be kind enough to share with us on what made you choose Active Scientific as your desired supplier for POCT equipment and ultrasound system?

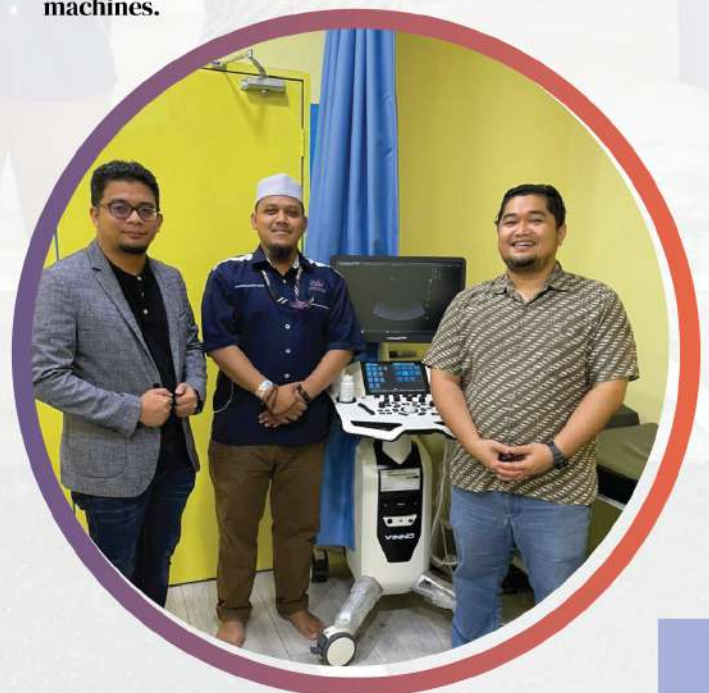
Good day to you too, we at QMS Healthcare believe that quality medical services are above all. Therefore we choose Active Scientific as our desired supplier especially for POCT equipment and ultrasound system because they always have the latest technology and most profound quality products compared to other suppliers. The latest technology that we acquire from Active Scientific definitely gives our clinic a better image. Furthermore, all their products are easy to use by our doctors at QMS clinic. Our first impression when Mr Kumar came and showed us their products, we were blown away due to the price is so unbelievable and he is very friendly to discuss with. This also change our perception about machines produced in China as we received so much positive feedback from our patients.

Which product(s) of Active Scientific do you love the most? We would love to hear more about it from you.

There is no product that we love specifically because all the products supplied by Active Scientific are not only of good quality but also come with the latest technology, and not forgetting the after-sale service that they provide is very satisfying. But, if we have to pick one, the product that wowed us the most is definitely Vinno Ultrasound because this is the best machine ever! It is very easy to use and most of our patients are very satisfied with the 2D, 3D, 4D and 5D scans because the picture is so crystal clear. In addition, apart from the Vinno ultrasound machine, we are also impressed with the Icon 3 Full Blood Count (FBC) machine that gave us an accurate result in just 60 seconds.

How have your experience been sticking with Active Scientific in all your clinics?

Our experience with Active Scientific is more like a journey because we have been working together for almost 3 years and every time we open a new branch, we will definitely ask Mr Kumar to supply us with their latest machines.



He will personally attend to any problem that we faced. Throughout the collaboration between QMS clinic and Active Scientific, we managed to create a very satisfying and encouraging experience that directly shows the quality of services throughout all our clinics.

**Would you recommend our company and our products to your peers?**

Yes, of course! We are honored and most delighted to recommend Active Scientific's products to other stakeholders and our partners because we not only see the quality but there is definitely passion in their services. Last but not least, Active Scientific not only sells products but also provides regular training to doctors and staffs on how to use the machine as well, so need not worry to buy their products and being left hanging after that.



*From Left*  
**Dr Mohd Sofuan, Dr Muhammad Uwais & Dr Mohammad Nur Mustaqim**

## **Dr Azmuneer** *Poliklinik Optima Raub*

Good day to you, Dr Azmuneer. Thank you for choosing Active Developers as your preferred new clinic setup consultant. Would you like to share about how you got to know about us and what's your reason for choosing Active Developers to set up your new clinic?

A very good day to you too. Well, it has been a pleasant journey with Active. Back in the year 2014, I knew Active Scientific indirectly from my mentor, Dr Azuki when he purchased Icon 3 FBC from Active Scientific for Klinik Primer, Wakaf Bahru and I was the resident doctor back then. Thereafter, I opened my clinic under the Primer group, Klinik Primer at Gua Musang and had no

hesitation in purchasing IVD products from Active for my new clinic. I am truly delighted with the excellent services you all provided along the journey as the staffs are not only easy-going and friendly but also able to live up to promises. Just recently, I started up a new clinic, Poliklinik Optima Raub. As I am very confident with the services provided by Active, I gladly engage the renovation services from Active Developers.

**How would you describe your entire experience while dealing with Active Developers for your new clinic? We would be most delighted to know more about your experience.**

I am satisfied with the pleasant service provided by Active Developers. Superb workmanship and excellent two-way communication are the two main things that I like about Active Developers. On top of that, the layout

and interior design of the clinic were customized according to my preference yet not exceeding the budget allocated. Last but not least, I appreciate that Active exclusively assists me with CKAPS registration for my new clinic.

“Superb workmanship and excellent two-way communication are the main things that I like about Active Developers.”



Would you consider using Active Developers again for your other new clinic setup or recommend us to your fellow peers?

How would you rate our design and the quality of our workmanship?

I would say above expectation for the workmanship. Precisely, I rate 5 stars for customization service, painting and lighting. Although there is still room for improvement in some minor details, I will still rate 95/100 in general for the exceptional service provided by Active Developers. Keep up the good work!

Yes, of course! I would surely consider engaging Active Developers again for my next clinic setup and will recommend it to my friends for the good service and good workmanship.



## **Dr Prasad Murthi Jaganathan** *Poliklinik & Surgeri Ria Jaya* *Sungai Petani*

Good day to you Dr Prasad, Thank you for your continued support to Active Scientific. Would you like to share with us what made you choose Active Scientific as your desired supplier for POCT equipment and ultrasound system?

Well, thank you for choosing my clinic to be one of the interviewees for your newsletter. I love how your bosses and your team member work as a team. I love to see the staffs, very friendly, helpful and reachable all the time. I believe the good service from Active staffs & excellent products have definitely added value to my patients care. Last but not least, I really love Vinno ultrasound to perform antenatal and abdominal scanning for its good image.

Which product of Active Scientific do you love the most? We would love to hear more about it from you

To be honest, I have each and every of your products in my clinic. I find it very useful for its own purpose. Icon 3 Hematology Analyzer for full blood count, Skyla Hi for lipid test and EasyBil-P to check neonatal serum bilirubin. My patients are really happy with the service provided using medical devices from Active Scientific thus able to gain patient's confidence in my clinic.

How is your experience with Active Scientific in all your clinics?

So far everything is good and okay. As I said, service and help are at my fingertips, within reach. Thank you for all the good after-sales service.

Would you recommend our company and our products to your peers?

Yes of course. I do recommend it to some of my friends also, you may ask your northern sales. Some of my friends love to see and know more about your products.

“My clinic is open to be a showroom for any doctors to come and see how your products perform, please, I don't mind! Thank you”



*Antenatal scan was performed using Vinno M55  
by Dr Prasad*

## Dr. Nor Hidayah Binti Zailani

*Samudera Veterinary & Surgery Clinic  
&  
Klinik Haiwan Seri Iskandar*

Good day Dr Hidayah. We appreciate your time for doing this interview with us and thank you for your support on our products. May I ask what is your reason choosing Active Scientific to supply medical devices to your veterinary clinic?

Active Scientific offers a wide range of medical equipment which is affordable yet high quality that I believe the products will bring value to my clinic and improve the treatment quality to my patients.

Apart from Vinno ultrasound system, is there any other product you would consider bringing into your clinic in the near future?

I'm interested and looking forward to getting a Gigaa Laser system which will be very helpful for the purpose of any surgery or treatment in the future.

How would you rate your experience with Active Scientific?

I would rate 5/5. As a regular customer, they have been consistently providing good after-sales service and always respond promptly to my doubts and needs on medical devices.

As far as I aware, Dr Hidayah is a user of Vinno D3 Ultrasound System. What made you decide on our Vinno over other brands and any specific features that you like the most about our ultrasound system?

From my experience, Vinno ultrasound system provides high quality images and it is value for money as compared to other brands in the market. My favourite feature of Vinno is the Bluetooth function whereby we can transfer the image to patient's phone with just a few buttons which most of my patients are happy with it.



*Dr Hidayah then purchased a Gigaa Laser for her second clinic (Klinik Haiwan Seri Iskandar) shortly after the interview*

# GOVERNMENT'S EVENTS

Management of the Acutely Ill Medical Patient Workshop

9 Apr 2022

*Pusat Perubatan Universiti Malaya (PPUM)*

Management of the Acutely Ill Medical Patient Workshop was organized by College of Physicians, in collaboration with Malaysian Advanced Acute Internal Medicine & Ultrasound Society, MAAIMUSS. The workshop was led by Dato' Seri Dr Paras Doshi, President of MAAIMUSS along with excellent specialists as speakers and facilitators such as Dr Vijayan from Hospital Tengku Ampuan Rahimah (HTAR) Klang and Dr Zainura From Hospital Sultan Abdul Halim (HSAH) Sg Petani. It was held in the Faculty of Medicine, Universiti Malaya. The workshop focused on topics such as abdominal, lung scan and resuscitation. Active Scientific provided Vinno A5 portable ultrasound and Vinno Q handheld ultrasound for the hands-on session.



## Basic Ultrasound & Clinical Application in Emergency, 6 -7 Oct 2022

### *Institut Kanser Negara*

This event was organized by the Emergency Department of IKN, led by the Head of Department, Dr Norliza Hamzah. The participants involved were Medical Officers from Hospital Putrajaya, Hospital Kajang, Hospital Serdang and Hospital Teluk Intan. For this workshop, Active Scientific sponsored Vinno E10, Vinno X2, Vinno E35 and Vinno G55 for the hands-on session.



## Installation at Klinik Kesihatan Tekek

14 Oct 2022

### *Klinik Kesihatan Tekek, Pulau Tioman*



It was our utmost pleasure to be a part of the upgrading project of Klinik Kesihatan Tekek laboratory in Pulau Tioman, Pahang which was exclusively donated by Majlis Ugama Islam Pahang (MUIP) under Lembaga Pembangunan Pahang and Jabatan Kesihatan Negeri Pahang. There were a total of four machines installed in the KK : Skyla Clinical Chemistry Analyzer, Norma Icon 3 Haematology Analyzer, Micro Lab Easybil-P Bilirubin Analyzer, and Dirui Urine Analyzer.



# 1<sup>st</sup> ATM Point Of Care Ultrasound (POCUS) Workshop

13 - 14 Jul 2022

*Hospital Angkatan Tentera Tuanku Mizan*



1<sup>st</sup> ATM Point Of Care Ultrasound (POCUS) workshop was the first ever ultrasound workshop within the Malaysian Armed Forces. This event was organized by the Hospital Angkatan Tentera Tuanku Mizan, led by Brig. Gen. Dr Umar Sharif (Head of Department, Emergency Department). The speakers from SUCCES share their knowledge on Point of Care Ultrasound and six Vinno ultrasound machines were exclusively provided for the hands-on session. The honourable speakers were Assoc Prof. Dr Shaik Farid Abdull Wahab, Assoc Prof. Dr Julina Md Noor, Dr Mohammad Fadhly bin Yahya and Dr Hafis Sakan.



## SUCCES Focused Cardiac Ultrasound in Critical Care Workshop

2 - 3 Aug 2022

*Hospital Raja Permaisuri Bainun, Ipoh*



SUCCES Focused Cardiac Ultrasound in Critical Care Workshop was held in HRPB Ipoh on 2 - 3 August 2022, led by Dr Adi Osman from HRPB Ipoh Emergency Dept. This workshop focused on echo ultrasound scans in critical care patients. The workshop was lectured by esteemed speakers of SUCCES. For this workshop, we sponsored Vinno A5 and Vinno Q ultrasound machine.



## WINFOCUS' Focused Cardiac Ultrasound (WBE)

29 - 30 Nov 2022

*Hotel Bendahara, Melaka*

WINFOCUS' Focused Cardiac Ultrasound (WBE) was organized by Dr Hafis from Emergency Department of Hospital Melaka on 29 - 30 November 2022 at Hotel Bendahara, Melaka. The main participants were physicians from emergency, intensive and critical care department of hospitals around Malaysia.



# ACTIVE SCIENTIFIC'S EVENTS



## Small Animal Abdominal Ultrasound Workshop

29 Mar 2022

*Jade Hills Veterinary Hospital*



Active Scientific has successfully organized our very first Veterinary Ultrasound Workshop exclusively for existing customers at Jade Hills Veterinary Hospital on 29 March 2022. Doctors are genially satisfied to be able to revise and enhance their skills in small abdominal scanning which is useful in their daily practice. Special thanks to Assoc Prof. Dr. Malaika Watanabe, Assoc Prof. Dr. Lau Seng Fong and Dr Puteri for the arrangements and selfless guidance.





**Malaysian Small Animal Veterinary Association (MSAVA)**  
 10 - 11 Sept 2022  
 Kuala Lumpur City Centre (KLCC)

Active's first participation in MSAVA event as Gold Sponsor on 10 - 11 Sept 2022 in the heart of city, KLCC. Active has drawn attention among attendees with its wide range of products from patient monitoring device to surgical equipment such as Gigaa laser machine and Meditech anaesthesia machine. Not to forget, our best seller portable ultrasound model, Vinno D3, had caught many eyes with its smooth operation and high-quality imaging display that comes with a comparative price. We are happy to engage with a lot of new faces here and would like to express gratitude for the overwhelming support.



# PRIVATE EVENTS

## Launching of Vinno G65 & Ultrasound Workshop Latest Update

21 - 23 Jan 2022

*Mangala Resort & Spa, Gambang*

Active Scientific started off 2022 with the launching of Vinno G65 from 21 - 23 January in Mangala Resort & Spa, Gambang. This wonderful event was graced by some of the elites in the country such as Assoc Prof. Dr Julina, Assoc Prof. Dr Shaik Farid, Dr Rofiah Ali, Assoc Prof. Dato' Dr Hamizah, Dr Adi Osman and many others who are equally respected in their own fields.



The event was an opportunity for Active Scientific to share on the excellent technology behind Vinno ultrasound system and how it would allow end users to have an exquisite machine with extraordinary image quality as well as efficient workflow. And more importantly, it also allowed for a productive sharing where many of the leading experts shared their thoughts and latest findings in their fields be it Radiology, Obstetrics & Gynaecology and Accidents & Emergencies. An amazing success as we rounded up the event with a lovely gala dinner filled with scrumptious delicacies and fun performances.



## Obstetrical And Gynaecological Society of Malaysia (OGSM)

22 - 24 Jul 2022

*One World Hotel, Petaling Jaya*

Active Scientific is proud to be a Silver Sponsor for OGSM 2022 which was held on 22 - 24 July 2022 in One World Hotel, Petaling Jaya. This event was its first physical conferences since the COVID-19 pandemic started. It was a culmination of an amazing event with all the latest findings and sharing that was delivered by renowned speakers from the Obstetrics & Gynaecology field. Not forgetting the various companies including Active Scientific who aims to showcase their latest technology and new ultrasound systems. The sea of people at the event just added to the flurry of excitement.



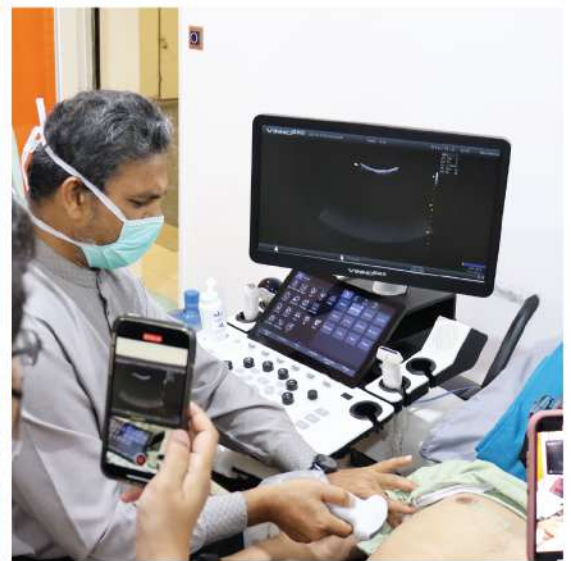


# Active Scan Academy Ultrasound Workshop

Active Scientific is a company that strongly believes in adding values through continuous partnership with each of its customers as well as interested doctors. As such, we have constantly organized ultrasound courses through our Active Scan Academy which aims to increase the participants' knowledge on scans and also expand the services that they can provide to their patients. Guest speakers were often invited to the fore such as Assoc Prof. Dr Shaik Farid, Assoc Prof. Dr Nani, Dr Nur Afidah, Dr Dharmaraja Narayanan, and others. These ultrasound courses are organized throughout the year as we look to build a solid partnership with all our respective customers.



# Active Scan Academy



# OUR PRODUCTS IN BATTLING COVID-19 PANDEMIC

## Hospital Ampang, Penjara Pokok Sena in Alor Setar and MAEPS Serdang

From Hospital Ampang to Penjara Pokok Sena in Alor Setar and finally in MAEPS Serdang, our Skyla HB1 Biochemistry Analyzer, Skyla Hi, Icon 3 and Laura Smart were widely used in these centres after passing stringent evaluation. Skyla HB1 was used for renal and liver tests; Skyla Hi was used for CRP tests; Icon 3 was used for full blood count tests and Laura Smart for urine testing. All these analyzers were widely used during the peak of COVID-19. This goes to show the reliability and accuracy of our analyzers are fit to use in various clinical settings.





## Hospital Angkatan Tentera Tuanku Mizan

Four units of handheld portable Vinno Q series were placed in Hospital Angkatan Tentera Tuanku Mizan recently in their battle against COVID-19. These ultrasound systems were donated generously by Program Pertukaran Fellowship Perdana Menteri Malaysia in order that the institution can cope with the rising cases of COVID-19. The robustness and ease of use of the device allows it to be used in various settings such as Daycare, Danger Management Zone and also COVID ICU.



## Hospital Seri Manjung

Hospital Seri Manjung, Perak started using our Icon 3, which is a 3-part differential Full Blood Count machine with microfluidics technology during the COVID-19 season. It is the smallest analyzer in the market with A4 size footprint ensuring ease of use in constrained spaces. Having the smallest sample volume required and smallest reagent consumption ensures cost efficient testing at all times. Icon 3 is capable of providing accurate and precise results at all times including over a prolonged usage.



# Ultrasound System

**VINNO**  
VISION IN INNOVATION

VINNO Q



HANDHELD  
ULTRASOUND

VINNO A5/A6

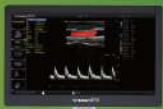


LAPTOP  
ULTRASOUND

VINNO 5/6/8



PREMIUM LAPTOP  
ULTRASOUND



VINNO E10



VINNO X2



VINNO E35



VINNO G55



VINNO G65



VINNO G86

# Our Products

## VINNO ULTRASOUND SYSTEM



## POC BIOCHEMISTRY ANALYZER



## HEMATOLOGY ANALYZER



## HbA1c, LIPID & CRP ANALYZER



## EASYBIL-P BILIRUBIN ANALYZER



## URINE ANALYZER



## CENTRIFUGE SYSTEM



## ECG SYSTEM



## X-RAY, CR & DR SYSTEMS



# Veterinary

## VINNO ULTRASOUND SYSTEM



## POC BIOCHEMISTRY ANALYZER



## iVet 5

### LASER-BASED HEMATOLOGY ANALYZER



## LASER SURGERY THERAPY SYSTEMS



## MULTI-PARAMETER PATIENT MONITOR



## ANESTHESIA VENTILATOR



## DENTAL SCALING MACHINE



## ANESTHESIA GAS MACHINE



## DR + FLUOROSCOPY X-RAY REAL TIME IMAGE

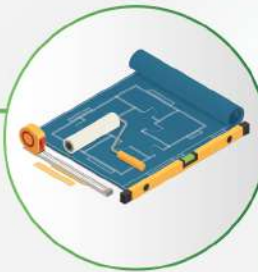


# One Stop Center For Clinic Setup

## Active Developers Specializes In

### Clinic Renovations

GP Clinic, Dental Clinic,  
Specialist Center, Diagnostic Center,  
Laboratory, Pharmacy & Hospital.



### Consultation Services

Clinic Setup Consultation,  
Business & Financial Consultation,  
Medical Equipment Planner,  
GDPMD & MDA Product Registration.



### Floor Plan Drawings:

2D & 3D Drawing  
Interior Design Consultation



### Liason With Government Departments

Full Assistance on  
Registration Process with  
CKAPS, KKM, ATOM & Majlis  
Bandaraya Permit Application



# OUR DEDICATED TEAM READY TO SERVE!

active  group

*Nabalu Town Subuh*

*8 Oct 2022*



  
**VINNO**

**ULTIMUS<sup>9E</sup>**

Taking Ultrasound Imaging to New Heights

**COMING SOON**

active  group

active  scientific  
Diagnostic Solutions

active  developers  
Clinic Setup


  
Medical Innovations

**Active Scientific Sdn. Bhd.** (1102520-D)

Lot 2-01-13A, D'Alamanda,  
Pudu Impian IV, Jalan Pudu Impian,  
56100 Kuala Lumpur, Malaysia.  
+603-9200 2292  
info@activescientific.com.my  
www.activescientific.com.my

 Active Scientific Sdn Bhd

 Active Developers

 activescientific