



CTM SECCION 21



Tiendas Y Farmacias Sindicales De Autoservicio Para Maquiladoras Y Trabajadores Nacionales

Tiendas Y Farmacias Sindicales is an entity of the CTM, Confederacion de Trabajadores Mexicanos which has 20 million Mexican Union Members throughout the country. The CTM is now purchasing medical-surgical products and devices dedicated to Mexico's Health Care entities in the institutions of IMSS, ISSSTE, PEMEX, SSA and SEDENA to improve the healthcare of its Union Members. For the past 30 years, Tiendas Y Farmacias Sindicales has built and operated a superstore chain of 1500 grocery stores and pharmacies in workplace factories called Maquiladoras throughout the Mexican border with the CTM. The pharmacy portion of Tiendas y Farmacias Sindicales program is a managed care organization that services 1,500,000 Mexican Union members of the CTM that work in 1500 factories along the Mexican Border.

The Mexican government has a tremendous interest in the welfare of its Mexican Union Members. To guarantee a constant supply of medical and surgical products for the CTM Union Members in these institutions, the government has partnered with the CTM to supply products lacking in their facilities. Tiendas Y Farmacias Sindicales has the expertise and knowledge to procure innovative products that may ultimately cost more but have better efficacy and outcome that save money and lives in the future.

Through dedicated CTM Union Physicians at each Maquiladora, Tiendas Y Farmacias Sindicales also supplies the 1500 Maquiladora factories urgent care or ambulatory care clinics with all supplies to treat injuries or illnesses requiring immediate non-emergency care. We also supply medications as well as products for the diagnosis, prevention, and treatment of patients with broad spectrum of healthcare issues. These clinics have exam rooms, on site diagnostic equipment including phlebotomy and x-ray to perform minor medical procedures.

Tiendas Y Farmacias Sindicales has established an acquisition program to best fit the needs of the Union Members that are being treated at Mexico's Health Care entities by purchasing products using the same government procurement variations as follows; **Licitaciones is a traditional bid process** awarded to vendors based upon the best pricing submitted for each classification of products in its Formulary called Cuadro Básico. **Partidas Desiertas**, unfilled products that were not awarded from the traditional bid process. **Compras Directas** or **Asignaciones Directas**, direct purchases by hospitals with contracts. **Medical procedure kit packs and trays** are being assembled within a 10K clean room environment and the sterilization of packs are done by qualified sterilizers.

We invite you to join Tiendas Y Farmacias Sindicales in reaching the goal of allowing all Mexican Union Members to have access to healthcare for their well-being. I would like the opportunity to schedule a conference call with you to discuss our interest in detail.

In an effort to make the call convenient I have included different dates and times that are available to have a conference call. Please choose the date and time that works best for you.

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