

## Oncotherm Group Marketing & Sales Strategy

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### SALES ORGANISATION

**Organisation and coordination/support:**  
Oncotherm GmbH, Germany

**Freelancer in Germany:**  
The Pockwood Corporation

**International Distributors and their territories:**

**C-Therm Africa**  
South Africa, Angola, Botswana, Democratic Republic of the Congo, Ghana, Ivory Coast, Kenya, Namibia, Nigeria, Rwanda, Tanzania, Zambia, Zimbabwe, Angola

**Ertesad Limited**  
Cyprus, Armenia, Azerbaijan, Belarus, Kazakhstan, Russia, Turkmenistan, Ukraine, Uzbekistan

**Hospi Co. Ltd.**  
South Korea, Australia

**Instituto Di Medicina Biologica**  
Brazil

**Oncocure Inc.**  
Canada, Belize, Costa Rica, El Salvador, Guatemala, Honduras, India, Mexico, Nicaragua, Panama

**Tamer Corporation for Medical Supplies**  
Jordan, Iraq, Kuwait, Lebanon, Qatar, Saudi Arabia, United Arab Emirates

**Tateyama Co. Ltd. (Thailand) / Tateyama Machine Ltd.**  
Japan, Thailand, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Singapore, Vietnam

**TEK Grup Saglik Hizmetleri A.S.**  
Turkey, Cyprus (Turkish part)

**The Pockwood Corporation**  
Belgium, Netherlands










### Marketing Organisation

**Head: Oncotherm GmbH, Germany**  
**Assistance: Oncotherm Kft., Hungary**

**Marketing actions for the support of sales and customer satisfaction:**

- Monthly Newsletter with information on events, new developments and the science
- Brochures about devices and the method for doctors, special patient brochures
- Oncothermia Journal (published three times a year)
- Website with special login-area for customers
- Films about treatment and device use
- Yearly Oncotherm Symposium
- Oncotherm booth at national and international conferences and events
- Publications (Oncotherm-books and many scientific articles)
- Press Releases

