

# WHY PARTNER WITH MEDAIRE?

MedAire®

You're in the business of providing premier services to highly-mobile people – people who find themselves in remote locations – far away from medical services.

**In the air. At sea. On the ground.**



**For 20 years, MedAire has been preparing clients for life's unexpected "what ifs":**

- What if I take the wrong medication while traveling internationally?
- What if I experience chest pains at sea?
- What if I faint while onboard an aircraft?

MedAire keep people safe when they are in remote locations, offering environment-specific education solutions and on-the-spot medical expertise when an emergency arises.

**Now you can share this opportunity with your clients – through a program that will prove profitable for your business.**

## Partnership Options

Several partnership options provide maximum flexibility and allow you to determine your level of engagement with MedAire. While you have the ability to select the program best-suited to your organization, each option offers similar benefits, including enhanced revenue, brand recognition, and enhanced client satisfaction opportunities:

- *Referral Partnerships* – share customer leads with MedAire via an internet lead-sharing portal
- *Distributor Partnerships* – introduce your clients to MedAire's products and services
- *Strategic Alliance Partnerships* – integrate MedAire products and services into your offerings



## Benefits to You

Not only will you have the opportunity to introduce a new revenue stream to your business, but you will also benefit by aligning with the world-renowned industry leader, MedAire. Through a channel partnership, you will gain:

- New products – fulfill new product development goals
- New revenue – increase revenue with incremental and annuity sales
- Increased market awareness – take advantage of MedAire's impressive 20-year reputation in the maritime and aviation industries

## Expertise. Education. Equipment. Experience!

Your clients will have 24/7 access to integrated medical service solutions, ensuring that your channel partnership program operates smoothly. You can rest easy knowing we've got you covered and that we're listening to your needs as a channel partner. Our program includes the following benefits:

- Co-branding opportunities
- Access to account management, training and sales support
- Cooperative marketing support, complete with an impressive marketing toolbox
- Incentive programs based on sales volume and marketing activities
- Registration programs that ensure MedAire channel partners are not competing with one another
- Company presence on MedAire's website

## Who is MedAire?

MedAire protects people as they work, travel and live beyond the reach of customary medical care. Using an integrated approach, we provide clients with world-class medical expertise, equipment and education. MedLink, our 24/7 Global Response Center, is a one-call solution, providing access to board-certified physicians when remote assistance is needed.

## Additionally, we provide:

- Experience handling more than 30,000 call-in medical emergencies every year
- Industry-specific medical kits designed for remote environments
- Training options to avoid and manage emergencies at sea, in the air, and on land
- Worldwide health and immunization advisories
- State-of-the-art automated external defibrillators
- Technologically-advanced remote diagnostic vital signs monitors
- Medical evacuation coordination
- Maintenance and storage of medical profiles for passengers
- Medical supply inventories for aircraft and vessels

## MedAire Client Markets

MedAire's unique health and safety solutions are designed to prevent emergencies from ever occurring—but they also provide all of the resources needed in the event that a situation should occur at sea, at port, in the air, or on the other side of the globe. We service the following industries:

- Corporate flight departments
- Commercial airlines
- Private aircraft
- Private yachts
- Commercial shipping companies

# MedAire

To Learn More Contact

**Business Development at  
1+480-333-3700 or  
visit [www.medaire.com/partnerinfo](http://www.medaire.com/partnerinfo)**

## Medical Kits



### International First Aid Kit

Compliant with aviation requirements. Contains all appropriate medications and supplies. Contents separated into color-coded, easily accessible pouches.



### Emergency Medical Kit

A comprehensive range of medications and supplies. Meets and exceeds aviation regulatory requirements. Color-coded for ease of use and housed in a practical, soft-sided bag.

## Equipment



### Automated External Defibrillator

Technically advanced and simple to use life-saving equipment for managing cardiac emergencies.