

# CASSONA HEALTHCARE QUARTERLY

JANUARY 2026 VOL. 2

**Making a Difference in  
Healthcare Solutions in Africa**

# CASSONA HEALTHCARE QUARTERLY

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(A Cassona USA Company)

Making a Difference in  
Healthcare Solutions in Africa

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### **Lagos Office:**

Coming soon in May 2026

# A message from our CEO

## Happy New Year to all our readers,

Across Africa — from ECOWAS to the Sahel — change is underway. Our leaders are rising to meet new realities. As we begin this year, we must recognize that transformation must start where it matters most: healthcare.

After four years of operating across Africa, Cassona is positioned not just to participate in change — but to help lead it.

In this issue of Vol. 2 of our Quarterly Healthcare Magazine, I will focus on four critical pillars shaping the future of healthcare on our continent:

- Human Capital
- Our Diaspora
- Public-Private Partnerships
- Healthcare Financing

## Human Capital: The Backbone of Healthcare

Our most valuable asset is not equipment. It is not infrastructure. It is not capital. It is our people.

Today, many of our most qualified physicians, radiologists, radiographers, and nurses are leaving in droves. Why? Because they cannot earn a living wage — despite being the gatekeepers of our collective well-being.

A nurse distracted by rent payments or school fees cannot function at peak performance. A doctor who has spent over a decade studying medicine — often the breadwinner of an extended family — should not feel shame because of inadequate compensation.

*“A healthcare system is only as strong as the people who serve within it.”*

At Cassona, we pay three times or more than prevailing wages because we understand the value healthcare professionals bring to society. Skilled and compassionate human capital deserves dignity.

It is time to give them a break.



## Brain Drain and the Power of Our Diaspora

When professionals are underpaid, they leave. The result is classic brain drain. Our continent loses the very talent it needs most.

Meanwhile, highly qualified African doctors overseas often work multiple jobs — some even driving taxis — to supplement income and send remittances home. This is not a lack of patriotism. It is economic survival.

Government policy intervention is urgently required.

But there is hope.

Our healthcare diaspora is exceptionally qualified. They bring:

- Advanced clinical expertise
- Familiarity with cutting-edge equipment
- Exposure to modern procedures
- Global best practices

They also bring something invaluable — the desire to return home.

***“They want to come home. They want to contribute. They want to build.”***

In 2025, we hired our first batch of African diaspora professionals. They are happy to be home. What do they need?

- Decent housing
- Good working conditions
- Reliable transportation
- A livable wage

We are committed to providing these essentials.

When diaspora knowledge cross-pollinates with equally capable homegrown professionals, transformation becomes inevitable.

## Public-Private Partnerships: The Sustainable Model

One of Africa’s biggest challenges — particularly in Sub-Saharan Africa — is financing.

This is why I strongly advocate for Public-Private Partnerships (PPP).

Our governments often pay three to four times the global market price for diagnostic imaging equipment. After millions are spent, the equipment breaks down within months. Foreign engineers must then be flown in at great cost.

This cycle is not sustainable.

At Cassona, we approached this differently.

Our first strategic action was to develop local engineers trained directly by our OEM partners in their factories. Today, we provide a 48-hour turnaround time on mechanical issues.

Additionally, we credit-finance most of our equipment sales, ensuring hospitals and diagnostic centers continue generating revenue while servicing their loans.

***“PPP works because it shares the financial burden — but more importantly, it ensures operational excellence.”***

As operators in PPP arrangements, we guarantee:

- Efficient service delivery
- First-class customer service
- Proper maintenance
- Competitive wages

A happy worker is more productive than an unhappy one. This is not theory — it is economic reality.

## Healthcare Financing: Africa's Overlooked Opportunity

Healthcare financing — especially for tangible diagnostic equipment — is a low-hanging fruit. These are income-generating assets.

Consider Nigeria's population of over 230 million people. Even if only 20% — approximately 46 million — can afford diagnostic imaging equipment at monthly average cost of 1,000 Naira per scan, that equates to roughly 4.6 billion Naira per month.

Conservatively.

And yet, foreign companies continue to reap these rewards while ensuring Africa remains dependent.

*"Isn't it time we take control of our own destiny?"*

Healthcare investment is not charity. It is smart finance. The income streams are steady. The demand is constant. The need is urgent.

Our financial institutions must rethink their priorities.

## A Call for Policy Reform

We must address the human capital loss happening daily across our continent.

I now live in Africa. I see the suffering of our brothers and sisters firsthand. My heart bleeds for them.

The policies we inherited from the colonial era — policies rooted in "beggar-thy-neighbor" economics — must change.

That change is in our hands.

Governments must reform policy.  
Financial institutions must embrace healthcare financing.  
Private operators must ensure excellence.  
Diaspora professionals must be welcomed home.

*"The future of African healthcare will not be built elsewhere. It must be built here."*



Mr. John Chigbu Esq.  
CEO / Chairman,  
Cassona Healthcare Group.

**Happy New Year.  
Welcome to a New Era.**

# LETTER FROM THE

# EDITOR



蔡伟珍

Weizhen Cai,  
Editor

“All men dream: but not equally. Those who dream by night in the dusty recesses of their minds wake up in the day to find it was vanity, but the dreamers of the day are dangerous men, for they may act their dreams with open eyes, to make it possible.”

— *T.E. Lawrence, Seven Pillars of Wisdom: A Triumph*

In 2022, the founders of Cassona Healthcare planted a dream in West Africa—a dream that healthcare could be affordable, accessible, and truly world-class. A dream that this region could be redefined not by limitation, but by possibilities. A future where West Africans no longer feel compelled to leave their homeland in search of better care and opportunity, but instead a future where the diaspora can return home with pride, and where global citizens can come to live, work, and invest in a region rising with strength and purpose.

Over the past four years, Cassona has pursued that dream with unwavering determination. From our very first installation to over 200 successful imaging equipment installations across the region; from early sketches and blueprints to the completion of our first diagnostic center; from an initial pledge of USD 10,000 corporate responsibility program to donating more than USD 200,000 worth of equipment to medical schools, universities, hospitals, and medical associations—every step has been driven by one belief: progress is possible when we choose to build.

Along this journey, we have met countless individuals, and we have listened to their stories. Their experiences may differ, but their message is remarkably the same: “We believe in this. We support you. Keep going.”

That is why we created this magazine. Because we know there are still many out there fighting alone—working through challenges, carrying responsibilities, and hoping to find voices that truly resonate with their own.

Since the release of our inaugural issue, we have received overwhelming response not only from the medical community, but also from leaders in business and education. This support has strengthened our conviction that the hope for a stronger healthcare system is something shared across the entire region—and that shared hope is precisely what fuels our commitment to this publication.

**Let every voice be heard.**

As you turn the pages of this edition, you will find more than product highlights and milestones. What you are holding is a record of commitment in motion—proof of a journey that continues to expand, and a promise that continues to deepen. In our CEO Mr. John Chigbu’s message, Cassona’s 2026 strategic vision comes into focus: not simply as a roadmap for growth, but as a declaration of long-term dedication to reshaping the healthcare landscape of West Africa.

Within these pages, we also feature innovative product solutions from Mindray, Neusoft Medical Systems, DiYaLab and Perlove—not to showcase specifications, but to highlight the mission behind the technology. Because true innovation is not measured by performance alone, but by impact: how advanced imaging becomes a dependable tool in the hands of doctors, how continuous training empowers frontline healthcare professionals, and how strong infrastructure supports a future of equitable and efficient care.

The true pulse of technology lies in its service to humanity—and this is at the heart of Cassona’s purpose: **redefining diagnostic healthcare delivery in West Africa.**

As we step into 2026, I would like to extend my heartfelt wishes to every reader: May this year bring you health, abundance, and fulfillment. Please know that Cassona stands with you—as your committed partner and a trusted friend. This magazine will continue to be a platform for inspiration, shared insight, and meaningful connection. And your stories, challenges, and perspectives will always remain the most valuable part of what we publish. Together, we can build a healthcare system in West Africa that becomes an example for the world to follow. Let us continue the work—because the best is yet to come.



# About Us

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Cassona USA Inc. (DBA Cassona International) is a U.S.-based company founded in San Francisco, California in 2013. The company began as a consulting firm dedicated to renewable energy, advising governments and private entities seeking funding from the United States for green energy initiatives.

In 2020, the onset of the Covid-19 pandemic prompted Cassona to pivot from project financing to healthcare. During this period, the company imported and distributed PPE products across the United States to help combat the crisis. This entry into healthcare highlighted a deeper, systemic challenge: the critical shortage of medical diagnostic imaging equipment in Sub-Saharan Africa. The region remains among the lowest in meeting the World Health Organization's recommended minimum standards for diagnostic imaging infrastructure, severely limiting the ability to detect and treat illnesses early.

To address this gap, Cassona, in consultation with the U.S. Department of Commerce, established a wholly owned subsidiary in 2022 to invest in affordable diagnostic imaging solutions in West Africa, beginning with Ghana. Since launching operations in Ghana on August 25, 2022, the company has successfully installed more than 130 imaging systems across the country. Alongside these installations, Cassona has delivered more than 300 timely technical support responses—typically within 48 hours—ensuring reliability and continuity of service. Building on this success, Cassona expanded its footprint to Nigeria in May 2025, launching Cassona Global Imaging Ltd. Nigeria in Abuja, the Federal Capital Territory.



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From its inception, Cassona's mission has been clear: to empower healthcare providers in resource-constrained environments with affordable diagnostic imaging equipment, reliable technical support, professional training, and access to financing. This integrated approach has enabled hospitals and clinics to improve their diagnostic capabilities while ensuring sustainability through local capacity-building.

In 2025, Cassona reorganized its regional operations under Cassona Healthcare Group, a holding company designed to oversee the company's growing lines of business. This restructuring reflects Cassona's broader ambition to provide end-to-end healthcare infrastructure solutions across the ECOWAS and Sahel regions. Under the new framework, Cassona has established:

- Cassona Global Imaging – Dedicated to medical equipment distribution and servicing.
- CassonaCare – Focused on the construction and operation of hospitals and diagnostic centers.
- Cassona HealthEdge Academy – A training and certification institution for radiologists, radiographers, and sonographers, developed in collaboration with leading medical schools in Ghana and Nigeria.

This vertically integrated structure ensures a comprehensive, sustainable approach to healthcare delivery. With an untapped regional market of over 430 million people, a median age of just 18 years, and a rapidly expanding middle class, Cassona is well-positioned to become a transformative leader in revolutionizing healthcare access and quality across Sub-Saharan Africa.

# Cassona Reaffirms Long-Term Commitment to Transforming Healthcare Infrastructure Across ECOWAS

Cassona Healthcare has reaffirmed its long-standing commitment to revolutionizing healthcare infrastructure across ECOWAS countries through the development of modern hospitals, advanced medical diagnostic imaging equipment, and state-of-the-art laboratories.

This commitment is further strengthened by structured knowledge transfer programs focused on equipment maintenance and sustainability, as well as comprehensive training initiatives for local biomedical engineers, enabling expatriate specialists to effectively transfer critical skills and expertise to local doctors, physicians, nurses, and healthcare professionals.

Speaking on the subject, **Mr. John Chigbu, Chief Executive Officer of Cassona Healthcare**, described it “as encouraging” to hear President **John Dramani Mahama’s** recent call for stronger **Public-Private Partnerships (PPPs)** to revitalize Ghana’s healthcare system. According to Mr. Chigbu, Cassona strongly aligns with the President’s vision, particularly his acknowledgment of the limitations of relying solely on public funding and the urgent need for private sector participation to deliver sustainable, cost-effective healthcare solutions for citizens. Cassona has already submitted comprehensive healthcare infrastructure proposals to multiple ECOWAS stakeholders, including the Lagos State Government, Niger State Government, Kaduna State Government, as well as national governments in **Benin, Senegal**, and other West African countries. The company resonates deeply with President Mahama’s concerns regarding the need to equip hospitals nationwide while reducing pressure on government resources through well-structured PPP frameworks.



# *Cassona is a company built to serve ECOWAS, the 400 million brothers and sisters long overlooked by the global healthcare industry.*

## ***From Equipment Supplier to Total Healthcare Solutions Partner***

Since 2022, Cassona has evolved from being primarily a medical equipment supplier to becoming a full-scale healthcare solutions partner for ECOWAS countries. Today, the company delivers end-to-end services covering hospital design and construction, medical equipment supply, local maintenance and servicing, professional training, and sustainable financing solutions.

A key pillar of Cassona's approach is knowledge transfer, enabling expatriate specialists to train local physicians, radiologists, and biomedical engineers, thereby strengthening local capacity. Additionally, Cassona offers flexible credit-financing options at rates more competitive than most local and international banks, ensuring accessibility and long-term sustainability.

## ***Professional Hospital Management for Financial Sustainability***

Mr. Chigbu emphasized that one of the critical advantages of engaging professional hospital management firms like Cassona is the shift from purely clinician-led administration to commercially disciplined hospital management. Under this model, hospitals—whether public or private—are operated as financially sustainable institutions.

Professional management ensures accountability across all personnel, improves operational efficiency, and establishes transparent oversight of revenue streams. This profit-oriented yet patient-focused model allows hospitals to remain self-sustaining while delivering high-quality care. Mr. Chigbu noted with satisfaction that President Mahama's vision reflects a similar management philosophy, which he described as "refreshing and forward-looking."

## ***A Personal Mission for Regional Healthcare Development***

As the son of a Nigerian father and a Ghanaian mother, Mr. Chigbu described his deep personal commitment to building sustainable healthcare systems across West Africa. He stressed the importance of reversing the region's persistent brain drain of skilled medical professionals and curbing the billions of dollars lost annually to outbound medical tourism—capital that currently yields little benefit to local healthcare ecosystems.



*"Cassona is eager to work with all governments across ECOWAS—both Francophone and Anglophone—to bring this vision to life," Mr. Chigbu said. "We are leveraging our experience in Ghana and across West Africa, but more importantly, our passion and confidence in the region's future. Africa is the next center of the world—it is our time to shine."*

## ***Regional Impact and Growth Outlook***

To date, Cassona has installed over 200 diagnostic imaging systems across ECOWAS countries. The company currently employs more than 50 local professionals in Ghana at its operational headquarters in Accra and plans to hire an additional 50 or more employees in Lagos and Dakar by 2026, as it expands operations in Nigeria and prepares for its next regional hub in Senegal.

In closing, Mr. Chigbu emphasized:

*"Cassona is a company built to serve ECOWAS—the 400 million brothers and sisters long overlooked by the global healthcare industry. We are here to create economic activity, reinvest in local economies, and contribute meaningfully to the sustainable development of our region."*

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# Cassona Magazine Launch: Lagos Recap

The city of Lagos came alive with vibrant energy as industry leaders, creatives, partners, and guests gathered for the highly anticipated launch of Cassona Magazine. Hosted in an elegant venue that blended modern aesthetics with warm African sophistication, the event marked a major milestone for Cassona as it unveiled a publication dedicated to innovation, healthcare advancement, and corporate excellence across Africa.

Guests arrived at a beautifully curated ambience - soft lighting, branded décor, and a captivating photo backdrop that quickly became the focal point for memorable snapshots. The atmosphere was filled with excitement and curiosity as attendees mingled, networked, and previewed sample spreads of the magazine.

The program commenced with a warm opening address from Cassona's leadership, who highlighted the vision behind the magazine: to tell impactful stories, celebrate industry progress, and provide thought-leadership content that inspires both professionals and institutions across the continent. Their remarks emphasized Cassona's commitment to knowledge-sharing, corporate transparency, and strengthening relationships with stakeholders.

A short documentary showcasing the magazine's creation journey was then played, featuring interviews with editors, designers, contributors, and partners. This behind-the-scenes glimpse generated admiration from the audience, who applauded the organization's dedication to producing a world-class publication.

One of the highlights of the evening was the official unveiling. With cameras flashing, the first printed copies of Cassona Magazine were presented on stage, revealing a bold, modern cover design that symbolized growth, transformation, and leadership. Applause echoed across the hall as guests flipped through the pages, impressed by the rich visuals, editorial depth, and overall production quality.

As the event ended, guests expressed their excitement about the magazine's potential to influence conversations and spotlight growth across sectors. The Cassona team thanked everyone for their support and shared their commitment to maintaining high editorial standards in future editions.





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The Lagos launch was not just an event; it was a celebration of creativity, collaboration, and Cassona's continued mission to elevate knowledge across Africa. With powerful storytelling and innovative content at its core, Cassona Magazine made a remarkable debut, setting the tone for future impact.









### Panel Conversation

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Industry experts discussed emerging trends, business opportunities, and the role of storytelling in shaping Africa's corporate future.



### A Networking Cocktail Session

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Allowing media personalities, partners, and corporate representatives to connect and exchange insights.



### Special Acknowledgements

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Recognizing contributors and supporters who played vital roles in bringing the magazine to life.



# Healthcare is not Charity - It is Business

In a strategic move to enhance healthcare in Africa, Cassona Global Imaging Ltd. has officially launched its medical imaging programme and diagnostic equipment in Nigeria, marking its third anniversary, vowing to revolutionise healthcare delivery across Nigeria and Sub-Saharan Africa.

The high-profile unveiling event in Lagos drew heavyweight stakeholders from the health sector, including Abia State's Commissioner for Health and Health Justice, Prof. Enoch Ogbonnaya Uche, and Mrs. Kemi Ogunyemi, Special Adviser to the Lagos State Ministry of Health.



▲ Mr. John Chigbu, Cassona's Chairman and Chief Executive Officer

John Chigbu, Cassona's Chairman and Chief Executive Officer, reiterated his company's mission, "Healthcare is not charity – it is a business. You cannot talk about infrastructure without health and education. They are the foundation." His company is tackling the twin challenges of affordability and reliability head-on by financing medical equipment, training professionals, and guaranteeing long-term maintenance to eliminate downtime. "We bring equipment at more affordable rates. You pay 20 percent upfront and spread the balance over 24 months, while we maintain it, so it never fails," Mr. Chigbu stated. "We will also train doctors, radiologists, sonographers, and provide backup power systems to keep equipment running during power cuts."

Cassona is confronting a critical gap in African medical training: the lack of hands-on experience with modern diagnostic machines. Through structured training and continuous support, the company aims to equip practitioners with the skills they need to deliver world-class care. It has also begun constructing diagnostic centres and fast-tracked hospitals, enabling private practitioners to operate without the crushing financial burden of equipment acquisition. Having successfully piloted its model in Ghana, Cassona boasts an unblemished record—over 140 machines installed in three years without a single breakdown. Mr. Chigbu attributes this to rigorous maintenance protocols and the professionalism of healthcare providers.



Prof. Uche hailed Cassona as 'a phenomenon', calling for intensified public-private partnerships to fast-track universal healthcare in Nigeria. "They have reached over 130 centres across West Africa in just three years. This is the icing on the cake," he said. "Abia State under Dr. Alex Otti is driving a healthcare revolution, and we want to partner with people like Cassona to make healthcare accessible and affordable."

He further revealed that Abia State has functionalised 50 primary healthcare centres in just two weeks, and expressed pride in Dr. Chigbu's Abia roots.

Mrs. Ogunyemi echoed the sentiment, emphasising Lagos State's eagerness to collaborate with innovative players like Cassona to advance its THEMES Plus health agenda. "They take the stress out of buying and managing equipment by providing training, parts, and maintenance in one package. Those are the kinds of partnerships we want," she said. "We know government alone cannot do it, and our goal is to ensure Lagosians get access to quality, affordable healthcare."

She added that such collaborations will lead to better diagnostics, improved treatment outcomes, and renewed public trust in the health system.

Cassona reaffirmed its commitment to catalysing private sector-led healthcare investment across Africa, stressing that it is not seeking monopoly but aiming to open the space for more innovation-driven players.





Mr. John Chigbu

## Notable Remarks from Dignitaries

Governor of Lagos State (Babajide Sanwo-Olu)

*“For us as a government, it is really about ensuring that we can use every breath we have to better the lots of our people and also use the opportunity God has given us to recreate a tomorrow for citizens. And we can only do that by ensuring that we do everything that has to do with good governance.”*

This statement underscored the Lagos State Government’s commitment to leveraging initiatives like Cassona Magazine to improve healthcare access and governance for its citizens.

U.S. Consulate (Blake Murray, Commercial Attaché, U.S. Mission to Nigeria)

*“On behalf of the United States Mission, I am honored to welcome you to the official launch of Cassona Global Imaging’s operations in Nigeria. I would like to extend a warm welcome to the Cassona team as they establish their presence in Africa’s most dynamic and enterprising economy. I must commend the entire Cassona team for organizing this remarkable event.”*

This remark highlighted U.S. support for Cassona’s vision, emphasizing the importance of U.S.-Nigeria partnerships in advancing healthcare innovation and accessibility.

# CEO'S SPEECH AT CASSONA'S LAUNCH IN NIGERIA

Ladies and gentlemen, distinguished guests, partners, friends, and members of the Cassona family,

Good evening, and thank you all for being here with us in vibrant Lagos. It is truly an honour to stand before you tonight as we celebrate a remarkable milestone in the life of our organization—the official launch of the first-ever Cassona Magazine.

Tonight is more than just the unveiling of a publication. It is a celebration of vision, a celebration of progress, and a celebration of the countless people whose dedication, passion, and belief brought us to this moment.

When the idea of Cassona Magazine was first conceived, it was not simply about producing a print document or showcasing our activities. Our goal was bigger. We wanted to create a platform **that documents our journey, inspires future innovation, and amplifies the voices and stories shaping healthcare and industry transformation across Africa.**

This magazine represents our purpose—our commitment to improving lives, strengthening healthcare systems, and providing solutions that matter. It reflects the work we do, the partnerships we build, and the ideals we stand for.

## Why Lagos ?

Lagos is a city that embodies energy, creativity, and possibility. It is a place where innovation meets ambition, and where ideas find momentum. Launching Cassona Magazine here is a symbolic nod to that spirit. We believe this city mirrors the very essence of our goals, bold, determined, and constantly evolving.

The pages of this magazine contain stories of resilience, innovation, and leadership. They showcase the remarkable strides being made across industries, as well as the contributions of the people who make Cassona what it is today.

From strategic insights to human stories, from market developments to leadership reflections, this edition is a testament to our collective effort.

I would like to extend my sincere gratitude to the editorial team, the designers, the contributors, our strategic partners, and everyone who worked tirelessly to ensure that this publication meets the highest standards. Your creativity, discipline, and passion are evident in every page.

To our valued partners and clients here in Lagos and across Nigeria—thank you for your trust. Thank you for opening your doors to us, for collaborating with us, and for believing in our mission. Your partnership strengthens us and motivates us to continue delivering excellence.

To the Cassona team—both in Ghana, Nigeria, and across the region—this achievement belongs to all of you. Your commitment is the driving force behind everything we do. This magazine is your story as much as it is Cassona's.

As we unveil this first edition, I want to emphasize that this is not the end—it is only the beginning. Cassona Magazine will evolve, expand, and push boundaries. We will continue to tell the stories that matter. We will continue to shine a light on innovation, on purpose-driven leadership, and on the future we are building together.

In closing, I invite each of you to explore this inaugural edition with an open heart. May it inform you, inspire you, and remind you of what is possible when purpose meets vision.

*Thank you once again for joining us tonight. Together, we will continue to make a meaningful impact.*

# Cassona Partner



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**A BETTER WAY  
A BETTER AFRICA**

# Financing Healthcare: The Neglected Role of Financial Institutions in West Africa

-- John Chigbu Esq.

West Africa's population now exceeds **468 million people (2025 estimate)**, driven largely by Nigeria and Ghana, the two most populous countries in the region. Despite this large and growing population, both countries fall significantly short of the **World Health Organization (WHO) recommended levels for diagnostic imaging equipment and laboratory testing capacity**.

For any investor or financial institution, this represents a clear market opportunity—what business leaders often call **"low-hanging fruit"**.

Yet surprisingly, this sector has been **largely overlooked by banks, insurance companies, and investment houses** across the region.

Healthcare demand is **structural and permanent**. Unlike many industries that fluctuate with economic cycles, healthcare needs are constant. People will always require medical diagnosis, treatment, and monitoring. This creates a **stable and predictable revenue environment**, making healthcare infrastructure one of the most resilient investment sectors.

## The Financing Gap in Diagnostic Healthcare

One of the key issues Cassona identified upon entering the West African healthcare market was **the near total absence of credit financing for diagnostic equipment** such as CT scanners, MRI machines, ultrasound systems, and laboratory analyzers.

Traditional banks require **substantial collateral** before financing equipment purchases. However, most medical professionals—especially young radiologists and laboratory specialists—may not have significant real estate or assets to pledge.

For example, a **CT scanner typically costs between \$200,000 and \$450,000**, depending on the number of slices and capabilities. Even well-established radiologists often struggle to secure bank financing for such equipment.

Recognizing this gap, Cassona developed an alternative approach.

Instead of relying solely on traditional collateral requirements, we evaluate:

- The **professional qualifications** of the physician or laboratory operator
- The **location of the practice**, which determines patient traffic
- The **length of time the practitioner has been operating**
- Existing financial obligations that could affect repayment capacity

By focusing on **cash flow potential rather than physical collateral**, we have successfully financed equipment for qualified healthcare providers.

The results have been encouraging. Our repayment window is typically **24 months**, but many clients complete payments far earlier—some in **as little as six months**.

Our **collection rate consistently exceeds 90%**, with fewer than **5% outright defaults**, which compares favorably with default rates in many other commercial sectors

## Why Healthcare Equipment Financing Works

Healthcare equipment financing works because **medical demand is continuous and essential**.

A CT scanner, for example, has a **functional lifespan of 5–10 years** if properly maintained. During this time, it can generate thousands of diagnostic scans and produce steady revenue.

Unlike commercial real estate—which may suffer vacancies during economic downturns—**medical diagnostic services rarely experience sudden drops in demand**.

Patients still need:

- Trauma imaging
- Cancer detection
- Stroke diagnosis
- Prenatal screening
- Infection monitoring

These services make diagnostic equipment a **productive asset rather than a speculative investment**.

## Examples of the Financial and Social Benefits

### 1. CT Scanner Financing

A CT scanner placed in a busy urban diagnostic center may perform **15–25 scans per day**.

If the average scan price is **\$80–\$120**, this can generate: **\$1,200 – \$3,000 daily revenue** or roughly **\$30,000 – \$70,000 monthly revenue**.

Even after operating costs, such equipment can **repay financing within 12–24 months**.

At the same time, patients gain **local access to life-saving diagnostics**, reducing the need for overseas medical travel.

### 2. Ultrasound and Women's Health Services

Financing ultrasound systems enables obstetric and gynecological clinics to expand services. Benefits include:

- Early detection of pregnancy complications
- Monitoring of fetal health
- Diagnosis of gynecological conditions

For clinics, ultrasound systems are **high-utilization equipment with relatively low operating costs**, creating reliable revenue streams.

### 3. Laboratory Automation

Modern laboratory analyzers for **hematology, chemistry, and immunology testing** allow clinics to process hundreds of samples daily.

Example benefits:

- Faster diagnosis of infections and chronic diseases
- Reduced turnaround time for physicians
- Increased patient throughput

Laboratory systems often **pay for themselves within two years** while dramatically improving healthcare access.

### 4. Decentralized Healthcare Access

Financing diagnostic equipment allows healthcare services to move closer to communities.

Instead of traveling abroad or to major cities for diagnostic testing, patients can access services **within their own regions**, reducing:

- Healthcare costs
- Travel expenses
- Diagnostic delays

This improves **public health outcomes and economic productivity**.

## The Market Opportunity

The Nigerian diagnostic imaging market alone is projected to exceed **\$1 billion annually**, with the laboratory diagnostics market potentially **twice that size**.

As more **private practitioners, diagnostic centers, and hospitals** enter the healthcare sector, the demand for equipment financing will grow exponentially.

This represents a significant opportunity for **financial institutions seeking stable long-term investments**.

## A New Model for Healthcare Financing

Cassona Healthcare is a total healthcare solutions company, providing:

- Diagnostic imaging equipment
- Laboratory solutions
- Equipment financing models
- Technical support and maintenance

We are also preparing to expand into **private healthcare insurance**, further strengthening the healthcare ecosystem.

While many financial institutions seek **short-term returns**, Cassona focuses on building **sustainable healthcare platforms that generate long-term, recurring revenue streams**.

## An Invitation to Investors and Financial Institutions

Healthcare investment offers a rare combination of:

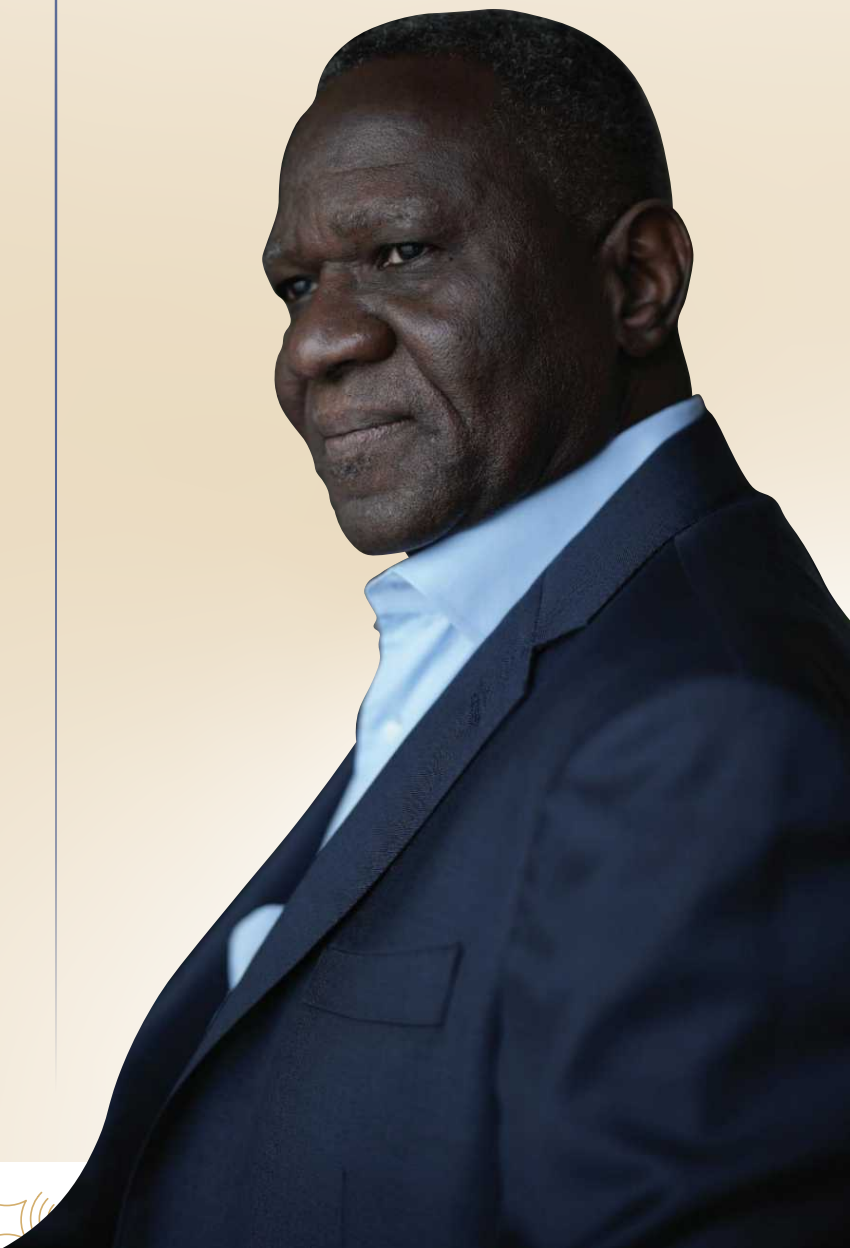
- Strong financial returns
- Stable demand
- Significant social impact

By financing diagnostic infrastructure, investors not only participate in a profitable sector—they help sustain the **most important asset of any nation: its human capital**.

Cassona Healthcare invites **like-minded investors and financial institutions** to partner with us in expanding diagnostic healthcare across West Africa.

The opportunity is significant.  
The need is urgent.  
And the impact will be lasting.

**Mr. John Chigbu Esq.**  
CEO / Chairman,  
Cassona Healthcare Group.



## Neusoft Medical Systems Company Overview

Neusoft Medical Systems is a global leader in medical technology, recognized for driving innovation and advancing healthcare through state-of-the-art solutions. Established in 1998 as a subsidiary of Neusoft Corporation, the company achieved a groundbreaking milestone by becoming the first in China to develop and manufacture a CT scanner. This achievement not only elevated Neusoft Medical Systems but also marked a significant leap forward for China's medical equipment industry, demonstrating the nation's growing expertise in high-tech healthcare solutions.

Since then, Neusoft Medical has continuously expanded its portfolio to include a full range of medical imaging systems—spanning MRI, X-ray, and ultrasound technologies—designed to enhance patient care and improve healthcare efficiency worldwide. Today, with more than 400 CT scanners installed across Africa and a global presence that continues to grow, Neusoft Medical remains committed to making advanced medical technology both accessible and affordable for communities around the world.





NeuAngio 43C



NeuAngio-CT



NeuAngio 33F



NeuCare Mammo DR HD



NeuViz Glory

NeuViz ACE 128

NeuViz ACE UP

NeuViz ACE/SP

# World's First Wide-coverage Photon-Counting CT with NMPA Approval

## Neusoft Medical Systems Pioneers a New Era in Imaging

Neusoft Medical Systems proudly announces that its photon-counting CT – NeuViz P10 – has been granted market approval by China's National Medical Products Administration (NMPA). This milestone marks not only the first photon-counting CT approved in China, but also the world's first wide-coverage photon-counting CT equipped with an 8-cm detector.

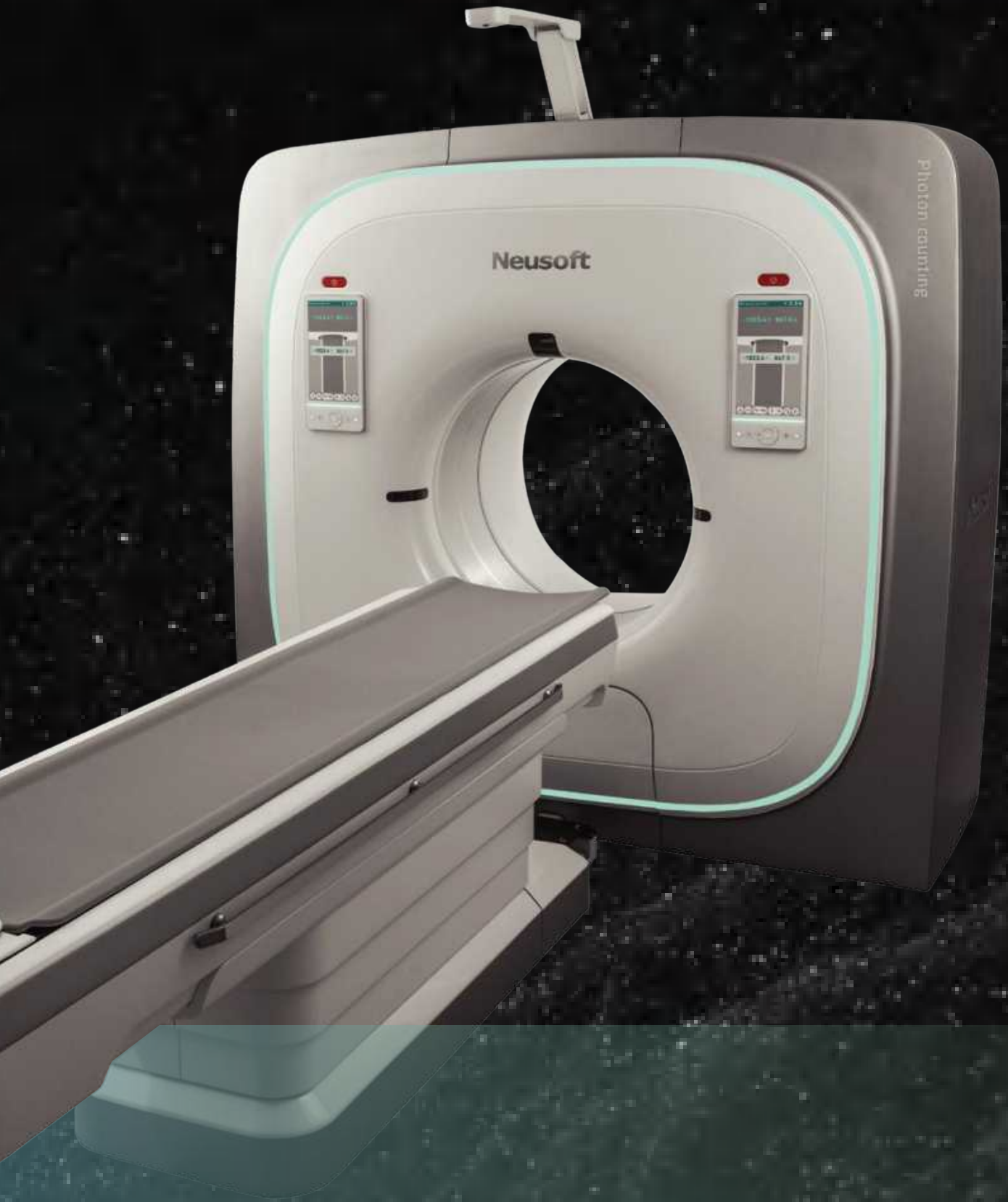
Photon-counting CT (PCCT) is a breakthrough in next-generation medical imaging. Unlike conventional CT scanners that require X-rays to be converted into visible light before detection, the NeuViz P10 uses a cadmium zinc telluride (CZT) detector to directly capture and count individual X-ray photons, transforming them into digital signals. This direct conversion technology delivers sharper images, reduces radiation dose, and enables advanced spectral imaging for more accurate tissue characterization.

For patients, these innovations mean clearer visualization of tiny cardiac vessels, earlier detection of tumors and neurological disorders, and safer lung examinations with significantly lower radiation exposure. With ultra-high spatial resolution, the NeuViz P10 empowers physicians to detect disease at its earliest stages, when treatment is most effective and patient outcomes are greatly improved.

To further enhance its clinical and research impact, the NeuViz P10 integrates four pioneering platforms: NeuPhoton Platform, Photon-Velocity Platform, Photon-AI Platform, and Photon-Discovery Platform. Together, they deliver faster scanning, safer imaging, intelligent workflow optimization, and broader opportunities for clinical and scientific innovation.

"The approval of NeuViz P10 is a milestone for China's medical imaging industry and for global CT innovation," said Patrick Wu, CEO of Neusoft Medical Systems. "This technology empowers radiologists with clearer images at lower doses, giving patients earlier and more accurate answers while delivering maximum clinical value for public health."





***Opening a New Frontier in Imaging Precision***  
*50lp/cm Ultra spatial resolution*

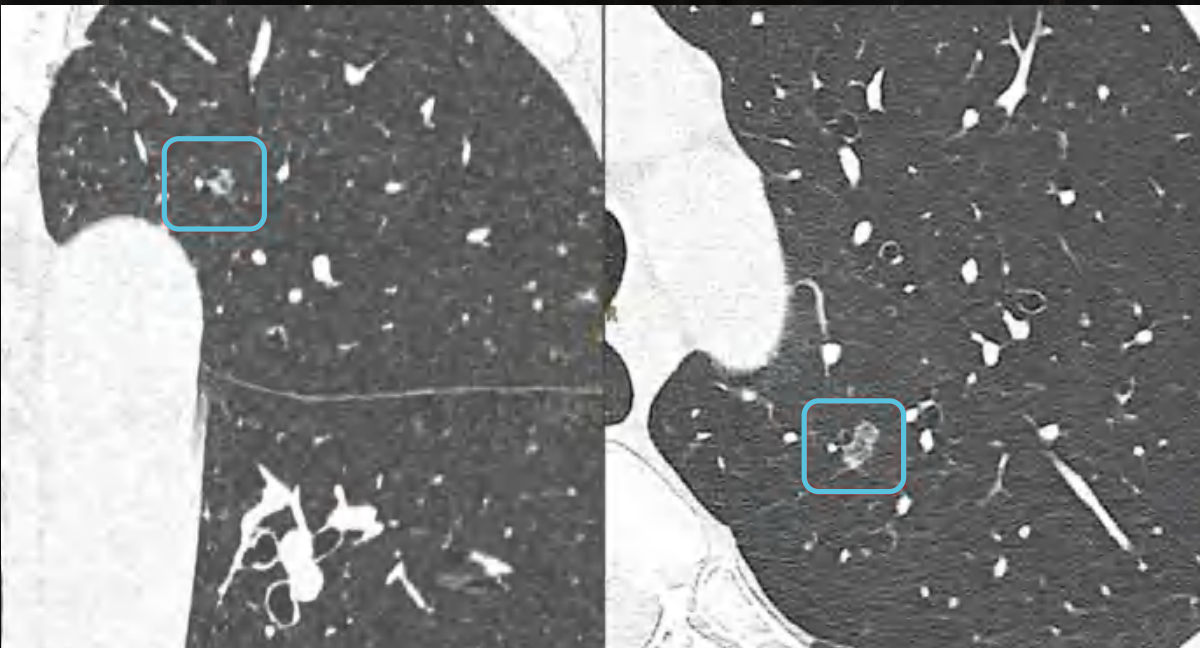
EID CT



NeuViz P10



***Opening a New Frontier in Radiation Safety***  
*Extrem-low radiation potential*

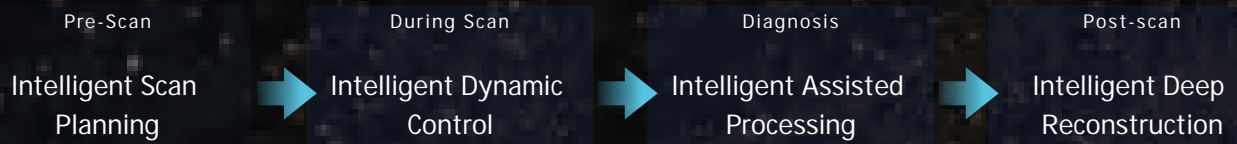


Low-Dose Lung Screening

**Opening a New Frontier in Scanning Speed**  
*19ms "Freeze" the heart beat*



**Opening a New Frontier in Intelligent Imaging**  
*17 AI applications*



**Opening a New Frontier in Scientific Innovation**  
*Multi-bin spectrum unlocking new possibilities*





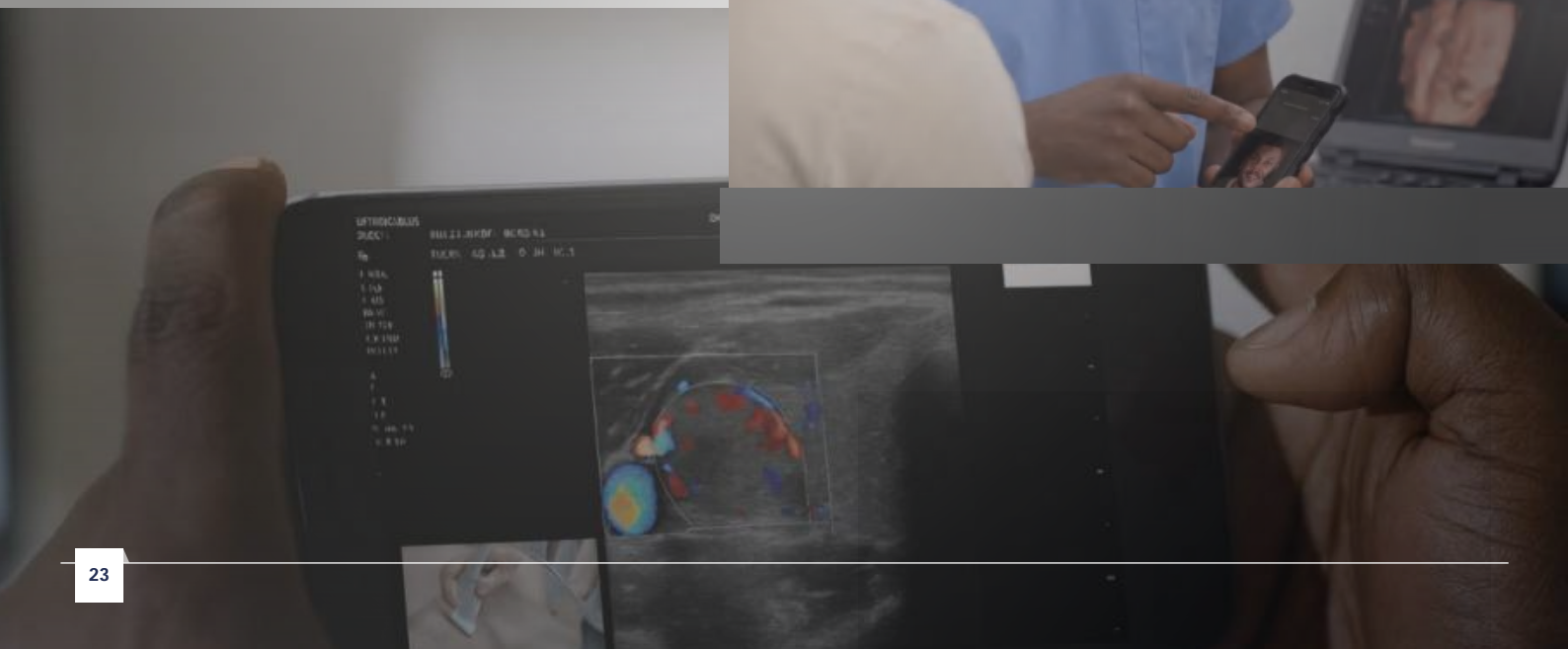
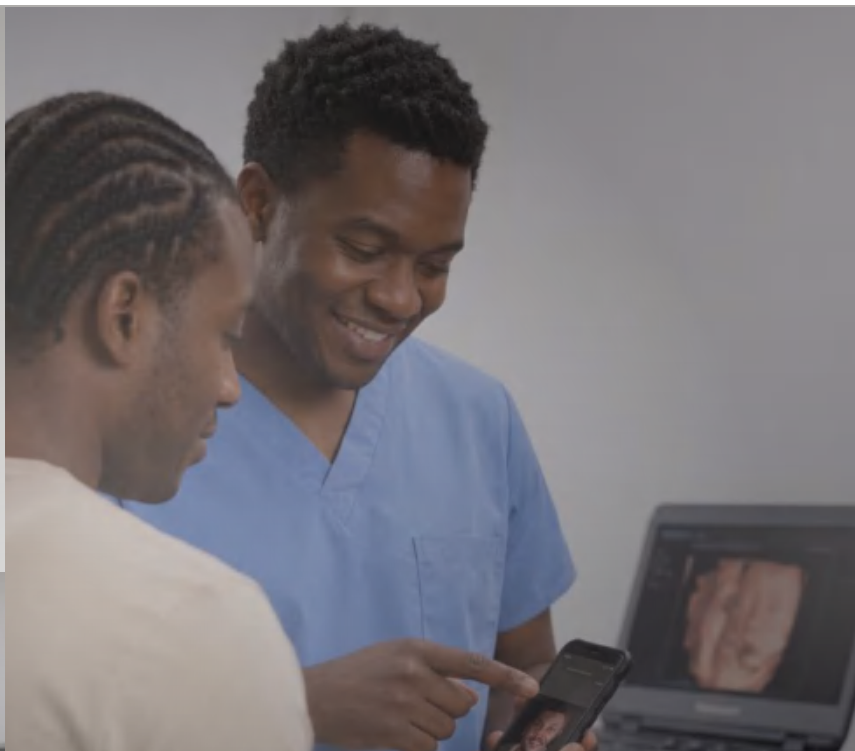
healthcare within reach

## Mindray Imaging Company Overview

Mindray Imaging is a global leader in the design and manufacture of innovative medical imaging systems. Known for its cutting-edge technology, the company develops solutions that enhance diagnostic accuracy, improve patient outcomes, and optimize clinical workflows.

Its comprehensive product portfolio includes advanced ultrasound, radiography, and digital imaging systems, tailored to meet the diverse needs of healthcare professionals across multiple medical specialties.

Guided by a strong commitment to quality, innovation, and affordability, Mindray Imaging continues to set new benchmarks in the medical imaging industry—making high-performance diagnostic tools more accessible to healthcare providers worldwide.



## DR System



MobiEye 700 Series



DigiEye 330 Series

DigiEye 680 Series

DigiEye 350 Series

## Ultrasound



Z50 Series

Z60 Series

M6 Series

TE Air Family

MX3 Series



Resona I9 Series



Consona N7 Series



Consona N6 Series

# Expanding Access to Surgical Robotics in Africa: How Cassona's Introduction of Advanced Surgical Systems Can Transform Healthcare in West Africa

## *Introduction*

Advances in medical technology have continually reshaped modern healthcare, improving the ability of doctors to diagnose, treat, and manage complex diseases. Among the most significant innovations in recent decades is the development of **robot-assisted surgery**, a technology that enhances surgical precision and enables doctors to perform complex procedures with greater safety and efficiency.

Often described as the **third revolution in surgery after open surgery and laparoscopic surgery**, robotic-assisted systems are now widely used in hospitals across **China, the United States, Europe, Japan, and other developed healthcare systems**. These systems are transforming operating rooms by combining robotics, imaging technology, and advanced navigation systems to assist surgeons during procedures.

While robotic surgery is becoming standard in many advanced healthcare systems, access to this technology remains limited in many emerging regions, including parts of Africa. Bridging this gap represents an important opportunity to improve surgical care, expand training for medical professionals, and strengthen healthcare infrastructure.

Through initiatives aimed at introducing advanced surgical technologies such as **Perlove orthopedic surgical robots**, companies like **Cassona Global Imaging Ltd** have the potential to play a key role in making robotic surgery accessible to West Africa and beyond.

## *The Global Rise of Surgical Robotics*

Over the past two decades, robotic surgery has experienced rapid growth worldwide. Hospitals in developed healthcare systems increasingly adopt robotic platforms because of their ability to improve surgical precision, enhance visualization, and support minimally invasive procedures.

Robotic systems are commonly used in several medical specialties, including:

- Orthopedic and spine surgery
- Urology
- Neurosurgery
- Gynecology
- General and minimally invasive surgery

These systems combine multiple advanced technologies such as **3D imaging, computer-assisted navigation, robotic arms, and precision control systems**, allowing surgeons to perform delicate procedures with greater accuracy than traditional methods.

## *China's Rapid Adoption of Surgical Robotics*

China provides one of the most striking examples of how surgical robotics can expand rapidly when supported by healthcare investment and technological innovation. Since the introduction of robotic surgery systems in the early 2000s, China has significantly expanded the use of these technologies across major hospitals. Hundreds of robotic surgical platforms are now installed in medical institutions across the country, performing thousands of procedures each year.

China has also developed a growing domestic robotics industry, with companies designing specialized systems for orthopedic surgery, spine surgery, and other complex procedures. These innovations have helped reduce costs and expand access to robotic surgical technologies. Equally important, Chinese hospitals have established **robotic surgery training centers** where surgeons can learn to operate these systems safely and effectively. These training programs ensure that surgeons gain the expertise necessary to fully utilize robotic platforms in clinical practice. The Chinese experience demonstrates how combining **technology, training, and healthcare infrastructure investment** can accelerate the adoption of advanced surgical care.

## *How Surgical Robots Assist Surgeons*

A common misconception about surgical robotics is that robots replace human surgeons. In reality, **surgical robots are designed to assist surgeons, not replace them**. During robotic-assisted procedures, the surgeon remains in complete control of the operation. The robotic system functions as a **precision-guidance tool**, translating the surgeon's hand movements into highly controlled instrument actions.

The surgeon is responsible for:

- Planning the surgical procedure
- Controlling the robotic system
- Performing all surgical steps
- Making clinical decisions during the operation

The robotic platform enhances the surgeon's capabilities by providing:

- Greater instrument stability
- Elimination of hand tremor
- Motion scaling for delicate movements
- Enhanced three-dimensional visualization of anatomy

In many ways, robotic systems function similarly to **advanced navigation systems used in aviation**, assisting skilled professionals while leaving full decision-making authority in human hands.

### ***Improving Surgical Precision and Patient Outcomes***

Robotic-assisted surgery offers several important benefits for both surgeons and patients. Because robotic systems allow for highly precise instrument movements, they can improve surgical accuracy in delicate procedures, particularly in areas such as spine surgery and joint reconstruction. Many robotic procedures also support **minimally invasive techniques**, which require smaller incisions than traditional open surgery.

These approaches can lead to several patient benefits:

- Reduced blood loss during surgery
- Lower risk of infection
- Less postoperative pain
- Faster recovery times
- Shorter hospital stays

For hospitals and healthcare systems, minimally invasive procedures can also improve efficiency by allowing more patients to be treated over time.

### ***Addressing Africa's Surgical Capacity Gap***

Many African countries face a significant shortage of surgical capacity. The number of trained surgeons relative to population remains far lower than in developed healthcare systems, creating challenges in meeting the growing demand for surgical care.

This shortage often leads to:

- Long waiting times for surgery
- Delayed treatment for serious medical conditions
- Patients traveling abroad for specialized procedures
- Overburdened surgical teams in major hospitals

Robotic-assisted surgery can help address these challenges by enabling surgeons to perform complex procedures with greater efficiency and consistency. Importantly, the goal of surgical robotics is **not to replace surgeons but to empower them** with tools that enhance their capabilities and allow them to perform more procedures safely.

### ***Expanding Surgical Training in Africa***

Another key advantage of robotic surgery is the **training ecosystem that accompanies the technology**. Successful adoption of robotic systems requires structured training programs that typically include:

- Simulation-based learning
- Robotic surgery certification programs
- Supervised clinical procedures
- Continuing professional education

Establishing robotic surgery training centers within Africa would allow surgeons to gain these skills locally, reducing the need for expensive overseas training while strengthening the regional healthcare workforce. Training programs can also encourage collaboration between African medical institutions and international experts, accelerating knowledge exchange and innovation.

### *Cassona's Role in Expanding Access to Surgical Technology*

As a company focused on **healthcare infrastructure and medical imaging solutions**, Cassona Global Imaging Ltd is well positioned to help introduce advanced surgical technologies into emerging healthcare markets. By partnering with technology developers such as **Perlove Medical**, Cassona could facilitate the introduction of robotic orthopedic surgical systems in West Africa.

Such initiatives could help create a comprehensive ecosystem for modern surgical care that includes:

- Advanced diagnostic imaging systems
- Surgical planning and navigation technology
- Robotic-assisted surgical platforms
- Training programs for surgeons and healthcare professionals

This integrated approach mirrors the systems used in leading hospitals in developed healthcare markets, where imaging, navigation, and robotics work together to improve surgical outcomes.

### *Establishing a Regional Robotic Surgery Hub in West Africa*

West Africa presents an ideal environment for developing a regional center for robotic surgery and medical training. With a population exceeding **400 million people**, the region faces increasing demand for advanced medical services. Major cities such as **Lagos, Accra, and Abidjan** already function as healthcare hubs for surrounding countries.

Despite this demand, access to advanced surgical technologies remains limited. Many patients continue to travel abroad for complex orthopedic and spine surgeries. Introducing robotic surgical systems in the region could help change this dynamic by allowing patients to receive high-quality treatment closer to home.

A regional robotic surgery center could serve patients from across West and Central Africa, including countries such as:

- Nigeria
- Ghana
- Côte d'Ivoire
- Senegal
- Cameroon
- Sierra Leone
- Liberia

Such a center could also function as a **training hub for surgeons**, helping build a sustainable workforce capable of performing advanced procedures throughout the region.



### *Economic and Healthcare Benefits*

Beyond clinical advantages, expanding access to robotic surgery could generate broader benefits for regional healthcare systems.

Potential impacts include:

- Creation of specialized medical jobs
- Development of biomedical engineering expertise
- Growth of healthcare technology industries
- Expansion of medical tourism within Africa

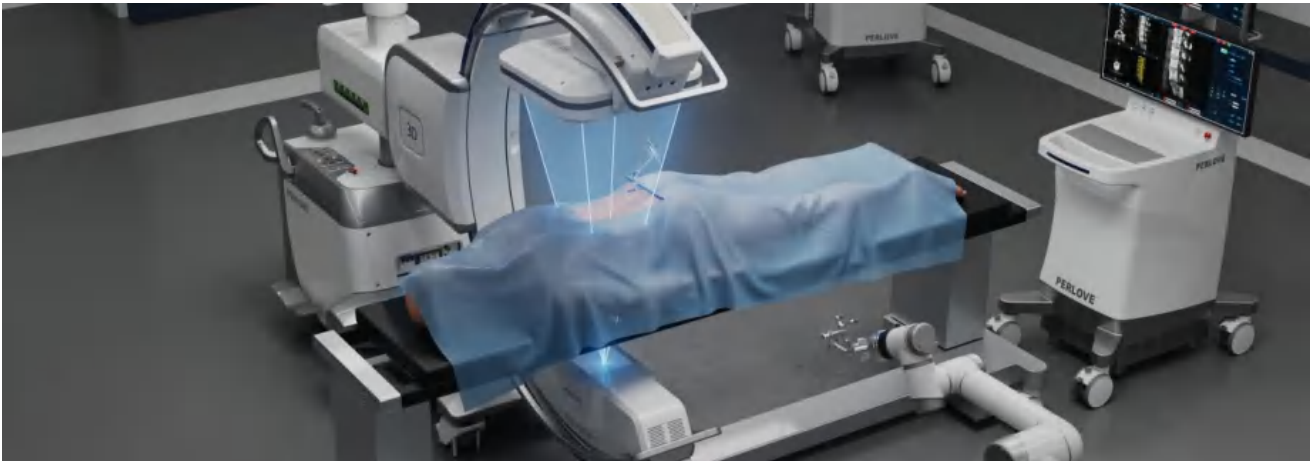
By offering advanced surgical services locally, countries can reduce the need for costly medical travel abroad while strengthening domestic healthcare infrastructure.

## *Making Advanced Healthcare Accessible*

The introduction of robotic surgical technology in Africa represents more than a technological upgrade. It reflects a broader effort to **make advanced healthcare accessible to growing populations in emerging regions**. Through partnerships between healthcare infrastructure providers and medical technology developers, it becomes possible to bridge the gap between advanced surgical innovation and regions that have historically had limited access to such technologies. By introducing surgical robotics and supporting training programs for local surgeons, initiatives led by organizations such as Cassona can contribute to building the next generation of surgical care in Africa.

### **Conclusion**

Surgical robotics has already transformed healthcare in many parts of the world, particularly in countries such as China and other advanced healthcare systems where robotic platforms are now widely used in major hospitals. These systems do not replace surgeons; instead, they serve as powerful tools that enhance surgical precision, improve patient outcomes, and expand the capacity of healthcare systems.



For Africa, adopting such technologies offers an opportunity to strengthen surgical capabilities, expand training opportunities for medical professionals, and reduce the need for patients to seek treatment abroad. By facilitating the introduction of advanced surgical systems such as those developed by Perlove Medical, **Cassona Global Imaging Ltd has the potential to help make robotic surgery accessible across West Africa**, contributing to a future where modern medical innovation supports improved healthcare outcomes for millions of people across the region.





## COMPANY OVERVIEW

### Accolades

Acute Diagnostics - Rapid and Accurate Disease Detection

Acute Diagnostics for Rapidly Growing West African Cities

Accessible Locations - Decentralized Diagnostic Infrastructure

Affordable Treatment - Cost-Effective Diagnostics for Emerging Healthcare Markets

High-Capacity Diagnostic Centers - Serving 500 to 2,000 Patients Per Day

Local Research and Regional Adaptation

Regional Diagnostic Innovation and Training Center

## ABOUT US

Cassona ("Cassona"), in collaboration with DiYalab ZJG Biotech ("DiYalab"), is developing an integrated Total Laboratory Diagnostic Solution designed to address the growing demand for scalable, efficient, and affordable healthcare diagnostics across the West African region.

By combining Cassona's healthcare infrastructure and diagnostic imaging expertise with DiYalab's advanced laboratory technology and decades of experience, **the partnership supports Cassona's Triple-A healthcare principle—Acute Diagnostics, Accessible Locations, and Affordable Treatment—delivering a scalable total laboratory solution designed to meet the healthcare needs of the West African region.**

## VISION & MISSION

Together, the two organizations aim to establish modern diagnostic centers capable of processing **between 500 and 2,000 patients per center per day**, enabling faster disease detection, improved clinical decision-making, and expanded access to quality healthcare services in underserved communities.

## Acute Diagnostics - Rapid and Accurate Disease Detection

DiYalab's Time-Resolved Fluorescence Immunoassay (TR-FIA) technology provides highly sensitive and specific diagnostic testing with results available in approximately 15 minutes. By utilizing rare earth metal fluorescent markers and delayed signal measurement, the system eliminates background interference and allows precise quantification of disease biomarkers.

This rapid diagnostic capability is particularly valuable in healthcare systems where early detection significantly improves treatment outcomes. The platform supports a wide range of disease testing including: autoimmune diseases; infectious diseases; cardiac biomarkers; oncology markers; allergy diagnostics; Diabetes monitoring.

When integrated with Cassona's medical imaging technologies, healthcare providers gain access to a comprehensive diagnostic ecosystem, combining laboratory testing with imaging diagnostics to support faster and more accurate clinical decisions.

## Acute Diagnostics for Rapidly Growing West African Cities

As many cities across West Africa continue to expand into populations of millions of people, the demand for **rapid and reliable diagnostic services** has become more urgent than ever. Overcrowded healthcare systems often result in long waiting times for laboratory results, with patients frequently waiting hours or even days before receiving critical diagnostic information.

The Cassona–DiYalab partnership aims to address this challenge by delivering rapid diagnostic capabilities that significantly reduce waiting times and improve clinical response.

"For rapidly growing West African cities, acute diagnostics is more important than ever. We are aiming to deliver fast results and shorten the waiting time. In many parts of the region today, patients wait for hours or even days to receive their laboratory results. We have the ability to change that. The faster and more accurate the diagnosis, the more lives can be saved." said Mr. Maggie Gu, CEO of DiYalab.

Through the deployment of advanced diagnostic technology, healthcare providers will be able to deliver highly accurate results in as little as 15 minutes in some cases, enabling doctors to make faster clinical decisions and begin treatment earlier.

## Accessible Locations - Decentralized Diagnostic Infrastructure

Cassona's healthcare model focuses on deploying diagnostic services in strategically accessible locations, including hospitals, regional diagnostic hubs, and community healthcare centers. DiYalab's analyzer platforms are compact, user-friendly, and designed for flexible deployment. The integrated touch-screen interfaces, automated timing functions, and Laboratory Information System (LIS) connectivity allow seamless integration into modern healthcare networks. This flexibility allows Cassona to deploy diagnostic services through a distributed healthcare infrastructure, ensuring that patients in both urban and rural communities can access reliable diagnostic services closer to home.

## Affordable Treatment - Cost-Effective Diagnostics for Emerging Healthcare Markets

Affordability is a central component of Cassona's healthcare strategy for emerging markets. DiYalab's testing system is designed to minimize operational costs including providing single-test reagent packaging, eliminating unnecessary reagent waste and reducing laboratory overhead. Each assay kit includes an internal calibration curve stored on an ID card, simplifying quality control and reducing technical complexity for laboratory operators. These efficiencies allow healthcare providers to deliver high-quality diagnostic services at a lower cost, enabling more patients to receive timely diagnosis and treatment while supporting sustainable healthcare delivery models.

## High-Capacity Diagnostic Centers - Serving 500 to 2,000 Patients Per Day

The Cassona–DiYalab collaboration supports the development of high-capacity diagnostic centers designed to process between 500 and 2,000 patients per day per center, depending on the size and operational scale of each facility. These centers will provide: Rapid laboratory testing; Integrated diagnostic imaging services; multi-disease screening programs and Digital patient data management through LIS integration. This scalable model enables governments and healthcare providers to implement population-level diagnostic programs, supporting early detection of chronic diseases and improving overall public health outcomes.

## Local Research and Regional Adaptation

An important component of the Cassona–DiYalab partnership is the **commitment to fund and develop dedicated research teams focused on the healthcare needs of local populations**. While advanced diagnostic technologies provide powerful tools for disease detection, it is equally critical to ensure that laboratory testing products, procedures, and clinical protocols are tailored to the specific epidemiological and healthcare realities of the West African region. Through collaborative research initiatives, the partnership will work closely with local hospitals, medical institutions, and public health organizations to better understand regional disease patterns, patient demographics, and healthcare delivery challenges. By investing in regional research capabilities, Cassona and DiYalab ensure that diagnostic solutions are not only technologically advanced but also clinically relevant and operationally effective for the communities they serve.

## Regional Diagnostic Innovation and Training Center

In addition to establishing high-capacity diagnostic centers, **Cassona and DiYalab plan to develop a Regional Diagnostic Innovation and Training Center** to support the long-term advancement of laboratory medicine across West Africa. This center will serve as a hub for research, training, and technology adaptation, ensuring that diagnostic solutions continue to evolve in response to the region's healthcare needs.

Key functions of the center will include: Clinical research focused on regional disease patterns; Development of locally optimized diagnostic testing procedures; Training programs for laboratory technicians and clinicians; Technology transfer and capacity building; Collaboration with universities, hospitals, and public health institutions. Through these initiatives, the center will help build local expertise and sustainable diagnostic capabilities, strengthening healthcare systems and preparing the next generation of laboratory professionals in the region.

## Transforming Diagnostic Healthcare Across West Africa

As West Africa continues to experience rapid urban growth and rising healthcare demand, the need for efficient, scalable, and affordable diagnostic infrastructure has never been greater. Millions of people across the region still face significant barriers to timely diagnosis, often delaying treatment and increasing the burden on healthcare systems.

**This partnership is designed to address this challenge by delivering modern diagnostic centers capable of serving large populations with speed, accuracy, and affordability.** With facilities capable of serving between 500 and 2,000 patients per day, the initiative provides a scalable solution adaptable to both major metropolitan areas and regional healthcare hubs.

Through the application of Cassona's Triple-A healthcare principle - Acute Diagnostics, Accessible Locations, and Affordable Treatment, this partnership represents a new model for healthcare delivery in West Africa. By combining advanced technology, scalable infrastructure, regional research, and professional training, Cassona is building a sustainable diagnostic healthcare ecosystem capable of serving hundreds of millions of people across the region for years to come.

Founded in 2016, JV with Dialab Austria

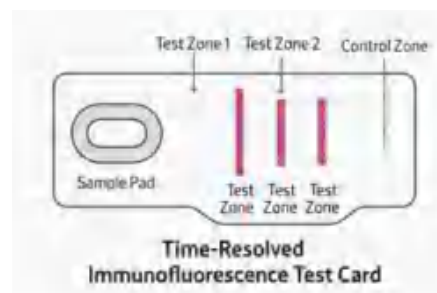
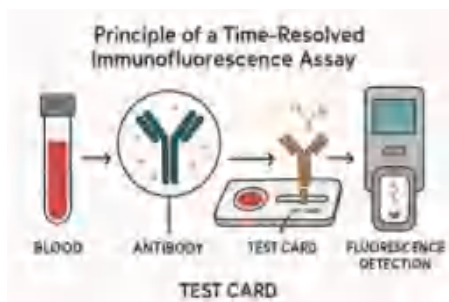
2 R&D centers, located in Shanghai and Suzhou



Obtained ISO13485 Quality System Certification

50 authorized patent certificates (including 24 invention patents)

## Time-Resolved immunofluorescence detection principle



### 15min testing time

Time-resolved immunofluorescence chromatographic reactions are typically completed within 15 minutes. This process is based on the principle of specific binding between antigens and antibodies, enabling qualitative and semi-quantitative detection of specific antigens in samples.

### Testing Principle

The detection principle based on (TR-FIA) technology. This technique utilizes rare earth metals with long fluorescence lifetimes as markers to label antibodies or antigens. By delaying the measurement time to eliminate interference from non-specific fluorescence, it enables accurate quantification of antigen or antibody levels in samples.

# Advantages of Testing Autoantibodies on TRFIA Platform



Parameter	Traditional method	DiYaLab
Testing Principle	ELISA/immunoblotting/ Cellular immunity	TRFIA
Testing time	2-4 hours	15 Minutes
Report time	2-4 days	30 Minutes
Qualitative / Quantitative	Qualitative / Semi-Quantitative	Quantitative
Individual test	Bulk sample testing	Individual Testing
Test process	Many manual operations	Only Sampling, One step

## Unique Rapid Autoantibody Testing Solution



DL300

### Single Test Channel

#### Stable Performance

**Operation system:** Single test channel, LCD touch screen .

**Output:** The test results can be transferred to the specified external printer or automatically printed by the built-in thermal printer.

**Connection:** Can be connected to LIS system Support RS232, USB, Ethernet ports, bar code scanner mini-DIN external interface.



FIC-M6

### 6 Test channel, Automatic timing

#### Automatic Test Automatic discard card

**Operating system:** 6 channels, built-in incubator, automatic timing, automatic detection, automatic recovery detection card, LCD touch screen operation

**Output:** Can be connected to LIS system , the test results can be printed on the specified printer or automatically printed on the built-in thermal printer.

**Interface:**Support COM, USB, network port etc. external port.

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The Pan African Bank



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# Exclusive Distribution Agreements and the Hidden Traps for the Unwary

-- John Chigbu Esq.

In cross-border trade, foreign manufacturers typically choose one of two routes when entering a new country: they either establish a local subsidiary—an expensive and often complex venture—or they appoint local distributors. Distributors are usually assigned sales targets and expected to build market demand. However, most distributors are understandably reluctant to spend their own funds on marketing, training, logistics, and after-sales support unless they are confident they will have sufficient time and protection to recoup their market-development investment.

Where a foreign manufacturer lacks market presence, the process of entering and establishing demand is commonly referred to as **market penetration**.

As a business lawyer who has drafted and implemented distribution arrangements, I would like to share practical lessons on their upsides and downsides—particularly what distributors must watch for in so-called **Exclusive Distribution Agreements**.

## Understanding Distributor Types

There are several types of distributors. Some take on every product within their industry, showing no particular loyalty to any single brand. Others focus their time and resources on one product line—or several products from one manufacturer. This second group often requires exclusivity because they invest heavily in promoting the manufacturer's brand and building its market. Typically, these distributors are independent third parties and are not affiliated with the manufacturer.

A non-affiliated exclusive distributor works diligently to develop the manufacturer's market within an assigned territory, often investing heavily in marketing, customer education, and technical support. Another form of exclusive distributor is the manufacturer's own subsidiary, which by nature functions as the exclusive channel for that market.

This article focuses on third-party exclusive distributors—the true “market penetrators.” They devote their time, energy, and capital to building the market. Like a patent holder, they need time to recover their investment. This is not a monopoly in the improper sense; without a protected opportunity to recover costs, such distributors would suffer losses and the market-building effort would collapse.

## The Reality: How Exclusivity Gets Abused

In many emerging economies—particularly across Africa—unscrupulous foreign manufacturers exploit third-party exclusive distributors. These manufacturers are often well-funded and supported by experienced legal teams. They can outspend local distributors and, being based overseas, may assume the distributor cannot afford the cost of pursuing legal remedies across borders. In many cases, that assumption has proven correct. This imbalance, in a nutshell, is part of the story of market exploitation in Africa.

So, what should we do?

African distributors seeking exclusive distributorships must retain qualified legal counsel and negotiate contracts carefully. Below are key guidelines to follow.

## Key Clauses—and Where the Traps Hide

Exclusive distribution agreements often contain standard clauses granting the distributor the exclusive right to sell products purchased from an original equipment manufacturer (OEM). But “exclusive” is only meaningful if the details are properly drafted and enforced.

### 1. Defined Geographic Territory

The OEM and distributor must clearly agree on the geographic territory. During the term of the agreement, the distributor should have the exclusive right to sell within that territory.

**Trap to watch:** provisions covering **excluded accounts** (discussed below). These exclusions are frequently used to erode exclusivity after the distributor has built the market.

## 2. Minimum Sales Obligations / Quotas

Most agreements impose minimum sales obligations. To maintain exclusivity, the distributor must meet agreed quotas. Failure may lead to termination of exclusivity—or the agreement itself.

**Practical caution:** ensure quotas are realistic, tied to market conditions, and not drafted as an easy excuse to terminate once the market becomes attractive.

## 3. Clear Definition of Products Covered

The agreement must define the products included in the exclusive arrangement with precision.

For example, if the distributor has exclusivity for ultrasound machines, X-ray machines may be excluded unless expressly included. Ambiguity in product scope is a common source of dispute.

## 4. Exclusionary Language and “Creeping Encroachment”

The catch is often in the exclusions.

If an OEM excludes certain customer channels or reserves the right to appoint other agents—such as allowing government sales through separate representatives—this can be the first step toward **creeping encroachment** of the distributor’s territory.

Certainly, not all exceptions are intended to undermine a distributor. That is why it is essential to define excluded channels narrowly and clearly.

### Key principle:

If government sales are excluded, transactions should occur directly between the OEM and the government body (or the government body’s agents), not through agents appointed by the OEM to operate inside the exclusive distributor’s territory.

If the OEM appoints third-party agents within the exclusive territory, that should constitute a breach—unless that agent is purchasing products from the exclusive distributor for resale to the government entity. Otherwise, the exclusive arrangement becomes meaningless.

## 5. The Missing Word That Changes Everything: “Sole”

Many OEMs attempt to circumvent exclusivity by avoiding the word “**sole**.”

Once the territory is agreed, the distributor should insist on language stating they are the **sole exclusive distributor**. Without it, the OEM may later argue that it did not grant the distributor sole rights (outside any stated exclusions) and that it retained the freedom to sell concurrently in the territory.

While savvy courts may see through this drafting trick, some courts interpret agreements strictly and narrowly—depriving the distributor of the benefit of its investment.

## 6. Distributor Remedies: Liquidated Damages for Encroachment

A particularly important clause for exclusive distributors in Africa is a **liquidated damages** provision.

Liquidated damages are a pre-agreed amount payable if the OEM breaches the agreement—for example, by encroaching on the distributor’s territory. Such clauses represent a reasonable advance estimate of potential losses when actual damages may be difficult to calculate.

In cross-border disputes, liquidated damages can be crucial because they strengthen enforceability and reduce the need for prolonged litigation over damages.

## Final Word

African distributors have suffered in silence for too long due to predatory practices by unscrupulous foreign OEMs. Market encroachment after a distributor has built demand is common. Unless distributors learn to identify and negotiate around these traps, many will become victims sooner rather than later.

Do not hesitate to engage a qualified lawyer to scrutinize these contracts. It will be money well spent.

**Mr. John Chigbu Esq.**  
**CEO / Chairman,**  
**Cassona Healthcare Group.**



Digieye 350 Installation in Tema

# Cassona Achieves Milestone with 11th DR Installation in Three Years

Cassona successfully completed its 11th Digital Radiography (DR) installation within three years, marking a significant achievement in the company's mission to advance medical imaging capabilities across healthcare institutions. This milestone underscores Cassona's commitment to delivering cutting-edge diagnostic solutions that enhance clinical efficiency and patient care.

Digital Radiography has become the preferred imaging technology for modern healthcare facilities, offering superior image quality, reduced radiation exposure, and faster workflow integration compared to traditional systems. Cassona's steady pace of installations demonstrates both the reliability of its solutions and the growing confidence of hospitals and clinics in adopting DR technology.

The rollout of 11 systems in such a short timeframe reflects Cassona's ability to streamline installation processes, provide comprehensive training, and ensure robust service support. These efforts have enabled healthcare providers to improve patient throughput, accelerate diagnostic reporting, and seamlessly integrate imaging data into hospital information systems.

Clinically, the impact of Cassona's DR installations is evident in sharper imaging, quicker examinations, and improved diagnostic accuracy. Patients benefit from shorter wait times and safer imaging practices, while physicians gain access to advanced tools that support better decision-making.

This achievement positions Cassona as a trusted partner in radiology modernization and lays the foundation for future expansion into advanced imaging modalities. The completion of the 11th DR installation is not only a numerical milestone but also a testament to Cassona's vision of empowering healthcare providers with technology that transforms patient care.

## Timeline of Installations

Year 1

Installations  
1–3

Initial rollouts focused on regional hospitals, establishing Cassona's presence and proving reliability.

Year 2

Installations  
4–7

Expansion into district and private clinics, highlighting the versatility and adaptability of DR systems.

Year 3

Installations  
8–11

Advanced deployments in tertiary centers, integrating DR with hospital information systems for faster workflows and improved patient throughput.

## Highlights Across the 11 Installations

### Improved Imaging Quality

Each installation delivered sharper images with reduced radiation exposure.

### Workflow Efficiency

Seamless integration with PACS and HIS systems accelerated reporting and diagnostics.

### Training & Support

Cassona provided comprehensive onboarding, ensuring smooth adoption by radiology teams.

### Patient-Centered Care

Shorter exam times and safer imaging practices enhanced patient satisfaction.

**ACCRA,  
Mobieye 700**



**TEMA,  
Digieye 350**



**KUMASI,  
Digieye 330**



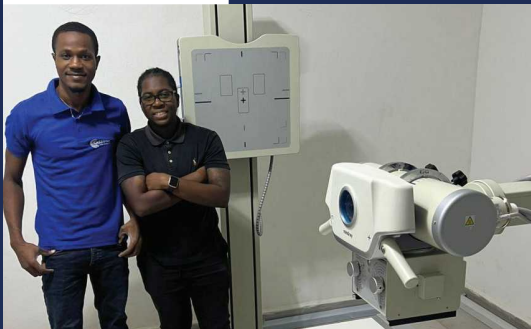
**KUMASI,  
Digieye 350**



**ACCRA,  
Mobieye 700**

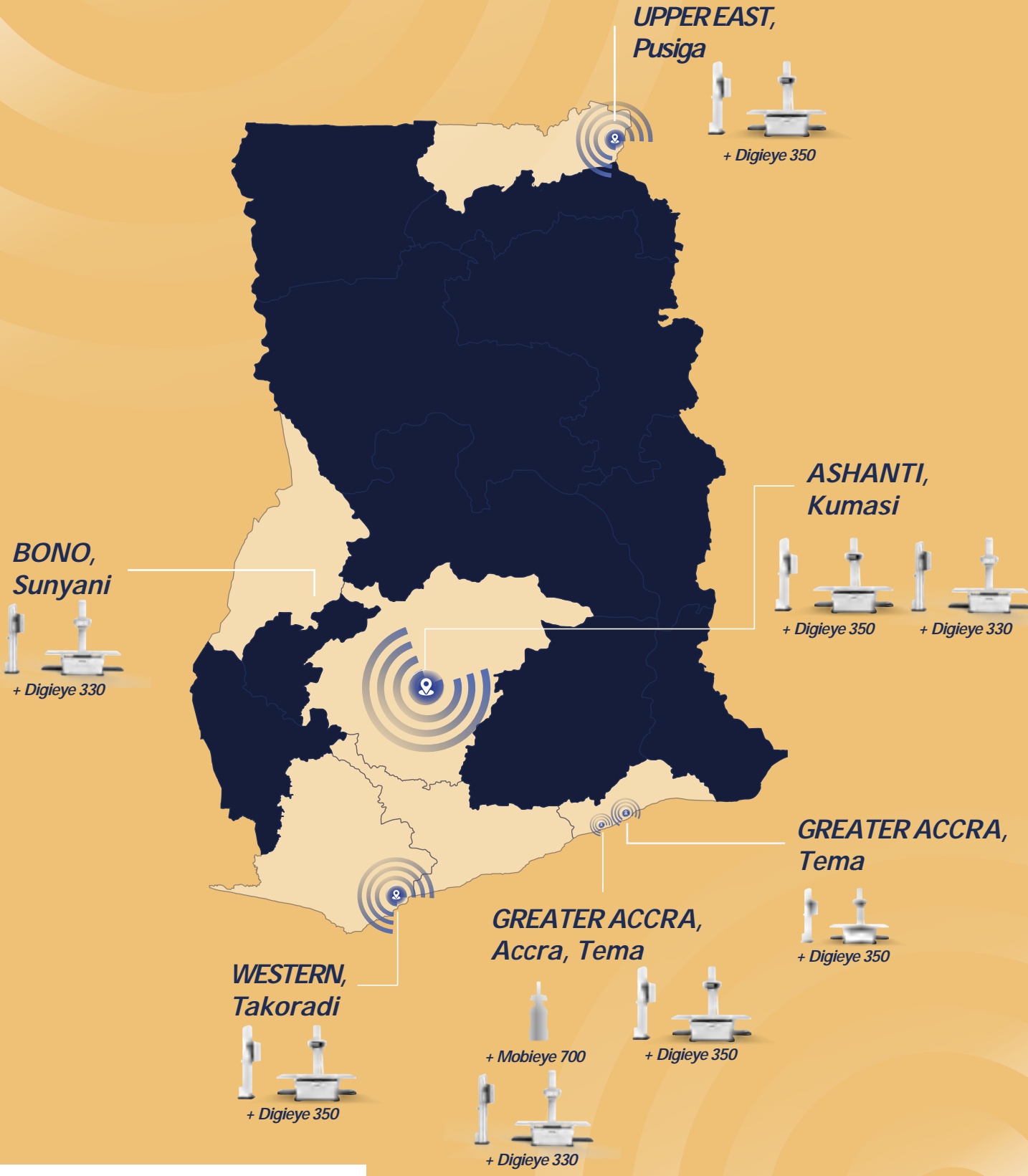


**SUNYANI,  
Digieye 280**



**TAKORADI,  
Digieye 350**





**The above data and information are as of December 31, 2025.**



# Vision and Strategy for 2026

Mr. John Chigbu outlined Cassona's strategic priorities for the upcoming year:

*Expansion into new markets*

*Upgraded digital systems for reporting and tracking*

*Enhanced training and workshop programs*

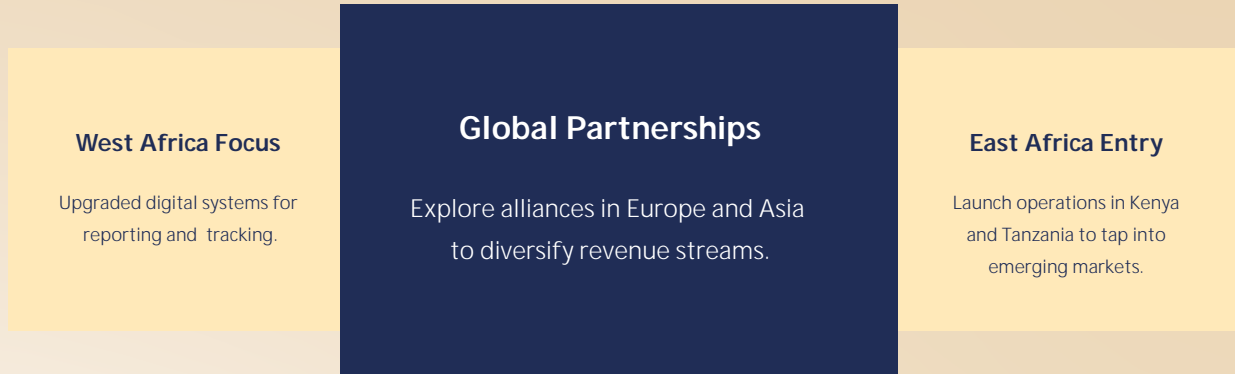
*Strengthening customer relationships*

*Streamlining internal communication*

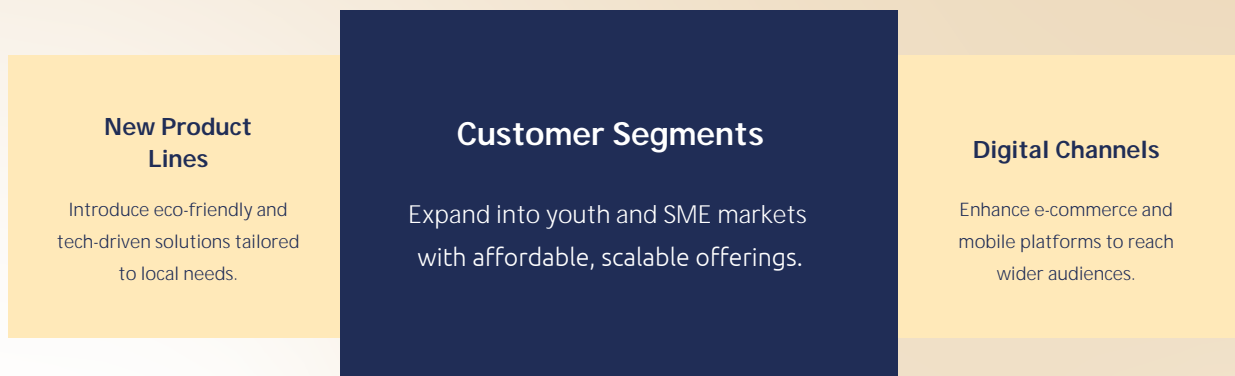
He urged staff to embrace innovation, maintain high standards, and work with unity toward achieving the company's targets.

# Cassona's Expansion Roadmap – 2026

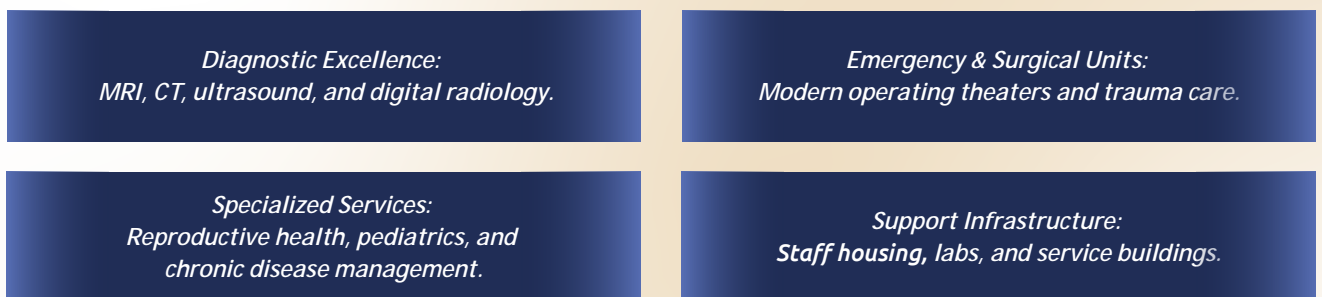
## *Geographic Growth*



## *Market Development*



## *Planned Facilities*



## Timeline & Phases



## Expected Impact on the Healthcare System

### *Enhanced Diagnostic Capabilities*

*This will improve early detection of diseases such as cancer, cardiovascular conditions, and neurological disorders.*

*Patients will benefit from faster, more accurate diagnoses, reducing delays in treatment.*

### *Reduced Pressure on Existing Facilities*

*Specialized services such as reproductive health, pediatrics, and chronic disease management will be strengthened.*

*Staff housing and service buildings will support sustainable operations and workforce retention.*

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# Cassona Mindray holds DR System Product Event for Clients at Cassona Experience Center, Labone



The CEO and COO of Cassona Global Imaging Ltd., together with staffs, during the DR System Product Event

## Cassona Global Imaging's DR Solutions

- 01 Premium X-ray machines with reduced radiation absorption for safer patient procedures.
- 02 Advanced imaging technology ensures high-quality, accurate diagnoses.
- 03 Affordable access through competitive pricing and flexible payment plans.
- 04 Reliable support with prompt maintenance services to keep facilities running smoothly.

## Shared Vision

- 01 Both Cassona and Mindray emphasized accessibility, affordability, and innovation.
- 02 The showcased DR products represent a joint commitment to transforming healthcare in Ghana, equipping facilities with world-class imaging solutions.

## *Mindray's DR Innovations*

- 📍 High-capacity systems able to handle up to 300 cases per day, perfect for busy hospitals.
- 📍 Specialized features tailored to different hospital needs for efficient workflows.
- 📍 Integration of IT and AI technologies to enhance diagnostic accuracy and streamline patient care.
- 📍 Interconnected systems that improve workflow and communication across healthcare facilities.
- 📍 Commitment to education and support, ensuring healthcare professionals maximize the use of advanced technologies.

# Demonstrations, Innovations & Customer Interactions

## *Live Demonstrations*




Showcased Mindray's advanced Digital Radiography (DR) systems, highlighting speed, efficiency, and AI-powered diagnostic support.



A Live Product Demonstration During the DR Product Event

<p>Demonstrated Cassona's premium X-ray machines with reduced radiation absorption and enhanced imaging clarity.</p>	<p>Interactive sessions allowed healthcare professionals to test the equipment and experience workflow improvements firsthand.</p>	<p>Innovations Highlighted.</p>
<p>AI integration for faster, more accurate diagnoses.</p>	<p>Interconnected IT systems enabling seamless patient data management and hospital-wide workflow optimization.</p>	<p>Flexible financing and maintenance support to improve accessibility for Ghanaian healthcare facilities.</p>

## Customer Interactions

-  Direct engagement with doctors, radiologists, and hospital administrators.
-  Q&A sessions where healthcare professionals shared their challenges and received tailored solutions.
-  Networking opportunities between Cassona, Mindray, and local healthcare providers, strengthening trust and collaboration.



A Moment of Customer Engagement at the DR Product Launch Event



Prestigious Media houses gather as Sales Lead for Cassona addresses the press during the DR Event

# EKO Healthcare Convention

## Event Overview -

The Eko Health Convention 2025, held in Lagos from October 7–11 at The Jewel Aida in Lekki, was organized by the Lagos State Ministry of Health under Governor Babajide Sanwo-Olu's administration. The convention brought together policymakers, healthcare professionals, innovators, and development partners to position Lagos as a leader in healthcare innovation across Africa. With the theme "Lagos Health: Driving Innovation, Strengthening Systems, Leading Change," the event served as a platform to showcase Lagos' vision of building a world-class, inclusive, and technology-driven health system.

## Event Objectives -

The primary objectives of the Eko Health Convention were to accelerate healthcare transformation in Lagos by promoting digital innovation, strengthening health systems, and advancing universal health coverage. The event aimed to highlight infrastructure development projects, encourage workforce training, and foster collaboration between the government, the private sector, and international partners. By focusing on equitable access, sustainability, and innovation, the convention sought to ensure that Lagos residents benefit from modern healthcare services while positioning the city as a medical hub in West Africa.

## EKO Healthcare Lagos Events – Key Discussions, Presentations, and Partnerships established at the Event

At the inaugural Eko Health Convention in Lagos, discussions focused heavily on transforming the state's healthcare system through technology, equitable access, and significant infrastructure investments, with leaders emphasizing that Lagos is "rewriting the story of healthcare in the 21st century." Presentations by Governor Babajide Sanwo-Olu (represented by the Deputy Governor), the Ministry of Health, and health experts highlighted Lagos's commitment to digital transformation, universal health coverage, and completing major health projects.



Dignitaries from Ekp Health Convention 2025

The Healthcare Federation of Nigeria (HFN) also delivered key insights on strengthening health systems and accelerating reform through innovation and collaboration. The event fostered strong partnerships between the Lagos State Government, private sector players, and development partners, all aimed at expanding investment in healthcare infrastructure, digital health solutions, and system-wide reforms to improve outcomes for all Lagos residents.



CEO and some staff of Cassona Global Imaging Ltd at Eko Health Convention 2025

## Insights on Healthcare Transformation in Lagos

Healthcare transformation in Lagos is being driven by a combination of data-driven decision-making, technological innovation, and strategic reforms aimed at improving access, efficiency, and service quality. Lagos is also leveraging digital tools to enhance disease surveillance, resource allocation, and patient outcomes, with evidence indicating that the smarter use of health data can facilitate earlier detection of outbreaks and more targeted interventions. Together, these developments signal a shift toward a more resilient, technology-enabled, and patient-centered healthcare system capable of serving the state's rapidly growing population.

# Empowering Education: Consona N6 Donation to Kwame Nkrumah University of Science & Technology

*Cassona Ultrasound Training Centre Launched in KNUST*



The CEO of Cassona, together with representatives from Mindray, pictured alongside the Pro Vice-Chancellor and his team

Cassona continued its practice of Corporate Social Responsibility with a donation of Mindray ultrasound imaging equipment to KNUST for students' clinicals. What is lacking in West Africa is not just medical tools, but the training required to operate them. We have been burnish in STEM education in West Africa and have donated full science laboratories to secondary schools. Accordingly, our donation to KNUST is merely a continuation of our goal to develop human capital, especially in STEM.

The Consona N6 is a versatile diagnostic ultrasound system designed to deliver high-quality imaging across general medicine, women's health, and cardiovascular care. Built on Mindray's advanced ZST+ platform, it processes channel data to produce sharper resolution, improved tissue uniformity, and greater diagnostic confidence. Its user-friendly interface, efficient workflow tools, and broad range of imaging modes—including options for 3D/4D—make it suitable for both routine examinations and more specialized clinical applications. Compact yet powerful, the Consona N6 is engineered to support reliable, consistent performance in hospitals, clinics, and training environments.



The Pro Vice-Chancellor officially unveiled the Consona N6

# Purpose and Benefits of Establishing a Cassona Ultrasound Training Centre at KNUST

Creating a Cassona Ultrasound Training Centre at KNUST would significantly strengthen the university's capacity for medical education, clinical skills development, and applied research. The Centre would provide students, residents, and faculty with hands-on access to modern diagnostic ultrasound technology, enabling them to master essential imaging techniques that are increasingly required across medical, nursing, and allied health professions. With the Consona N6's advanced imaging platform and versatile clinical applications, the facility would support high-quality teaching, simulation-based learning, and competency-based assessments.

Beyond training, the Centre would serve as a hub for multidisciplinary research—facilitating studies in maternal health, cardiovascular disease, point-of-care diagnostics, and technology innovation relevant to Ghana's healthcare needs. By integrating education, research, and community outreach, the Consona Ultrasound Training Centre would enhance KNUST's role as a leader in medical training, improve diagnostic capacity in the region, and create opportunities for collaboration with hospitals, industry partners, and global health organizations.



The Pro Vice-Chancellor formally received the donation from Cassona, marked by a cordial handshake with CEO.

## Remarks from KNUST executives

Pro Vice Chancellor of KNUST, Prof. David Asamoah, on behalf of the institution, expressed his profound gratitude to Cassona for the benevolent initiative, which is a significant intervention for academic purposes.

***"We extend our deepest appreciation to Cassona Mindray for believing in our vision and investing in our future. This partnership will enhance the training environment for our students and drive innovation and excellence in education and healthcare."***

He assured the management of Cassona that the equipment would be put to good use and maintained properly to last for future generations to also benefit.



Pro Vice Chancellor of KNUST, Prof. David Asamoah

# REGIONAL CLIENT VISITATIONS

**ACCRA**



**KUMASI**



**CAPE  
COAST**



**TAKORADI**



**WA**



**Bolgatanga**





## Tamale Visitation

### Regional Client Visitations (Cape Coast, Takoradi, Accra, Kumasi, Tamale, Wa, Bolgatanga)

Cassona's client visitation activities across the seven regions were carried out to strengthen relationships with partner institutions, assess equipment performance, and identify new opportunities for collaboration. Across all regions, the team engaged with hospitals, diagnostic centres, teaching institutions, and private clinics to gather feedback on installed ultrasound systems—particularly the Consona series—and to provide on-site demonstrations, technical support, and user training refreshers.

These visits enabled the team to evaluate real-world usage challenges, document client needs, and introduce new product capabilities that could enhance clinical workflow. In several facilities, the team also conducted hands-on sessions to improve operator confidence and ensure optimal use of imaging features. The regional engagements helped Cassona deepen its understanding of local healthcare demands, strengthen after-sales support, and build a foundation for future partnerships, including training initiatives and potential equipment upgrades. Overall, the visitation activities reinforced Cassona's commitment to responsive service delivery and long-term client satisfaction across all six regions.

# Client Feedback, Emerging Needs & Service Evaluation



Across both facilities:

- There is active interest in imaging equipment, especially DR systems and Mindray solutions.
- Feedback suggests high trust in existing equipment performance, which supports future engagements.
- Clients appreciate Cassona's engagement, product explanations, and flexible payment options.
- Several facilities expressed satisfaction with Mindray equipment, reinforcing brand trust.

## *Emerging Needs*

- Emerging needs point toward digital upgrades and peer-driven referrals, indicating a growing market trend.
- High-value imaging systems: CT, Mammography, X-ray, Ultrasound system, and Laboratory equipment.
- Diagnostic center expansion.
- Facility relocation needs.

## *Service Observations*

- Some clients referenced past delays in communication; improving response time could strengthen conversions.
- Referrals from satisfied clients indicate growing brand visibility and trust.

# Actions taken and follow-up commitments.

The visitation across Cape Coast, Takoradi, and Wa focused on strengthening client relationships, assessing equipment conditions, and identifying emerging needs. In Cape Coast and Takoradi, the team engaged facilities using Mindray systems, addressed issues such as faulty printers, unstable mammogram units, and aging ultrasound systems, and introduced upgrade options including DP10, N6, and advanced imaging solutions. Several facilities expressed interest in future purchases, particularly ultrasound, X-ray, mammography, and CT/MRI systems, while others requested maintenance support or shared expansion plans.

In Wa, the team introduced Cassona Global Imaging to new stakeholders, discussed procurement protocols, and explored opportunities for laboratory and imaging equipment. Across all regions, actions taken included product presentations, needs assessments, equipment demonstrations, and establishing direct communication channels.

Follow-up commitments involve providing quotations, maintaining regular engagement, supporting procurement processes, revisiting facilities after relocation or expansion, and nurturing high-priority leads.



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# Africa's Most Underutilized Asset: Its Diaspora

-- John Chigbu Esq.

## How Private Sector Investment Can Help Reverse Healthcare Brain Drain

For decades, the phrase “**brain drain**” has been used to describe the migration of skilled professionals from developing countries to wealthier nations. In practical terms, it refers to **human capital flight**—the loss of highly educated and trained individuals who leave their home countries in search of better pay, stronger institutions, professional opportunities, and improved quality of life.

Nowhere is this challenge more visible than in **Africa's healthcare sector**.

Across the continent, thousands of highly trained physicians, nurses, and healthcare specialists leave every year to practice in Europe, North America, and the Middle East. While migration itself is not inherently negative, the **scale and concentration of healthcare worker migration from Africa has created structural shortages** in countries where medical professionals are already in short supply.

Nigeria and Ghana offer a striking illustration of this trend.

In the United States alone—excluding Europe and other destinations—there are approximately **500,000 Nigerians**, including **more than 24,200 registered nurses and over 20,000 Nigerian physicians** currently practicing within the American healthcare system. Meanwhile, Ghana has experienced a similar exodus; estimates suggest that **over 6,000 nurses left the country in 2024 alone**.

These figures represent not simply migration, but the **export of scarce healthcare talent from countries where medical professionals are urgently needed**.

## The Real Drivers of Healthcare Brain Drain

Brain drain is often explained in overly simplistic terms—usually reduced to the idea that professionals simply seek higher salaries abroad. In reality, the causes are **structural and multifaceted**.

Compensation is certainly part of the equation. Physicians and nurses in many African countries earn salaries that are **disproportionately low relative to their level of training and responsibility**. A physician may spend more than **a decade in medical education and residency**, yet still struggle to afford housing, provide for extended family members, or maintain long-term financial security.

However, compensation alone does not explain the scale of migration.

Equally significant is the **lack of modern medical infrastructure and diagnostic capabilities** within many healthcare systems across the continent. Physicians often work in environments where essential tools—such as CT scanners, MRI systems, modern laboratories, and cardiac imaging equipment—are either unavailable or unreliable.

Without access to the diagnostic technologies that underpin modern medicine, even the most skilled healthcare professionals cannot fully practice their craft.

For many doctors trained in advanced healthcare systems abroad, returning to a facility without adequate imaging equipment or laboratory capacity can be professionally frustrating and ethically challenging.

Healthcare professionals want to **deliver the highest standard of care possible**, but doing so requires the right tools, institutional support, and working conditions.

## The Role of Private Sector Leadership

Addressing Africa's healthcare workforce challenge requires more than policy reform—it requires **large-scale investment in healthcare infrastructure, technology, and talent development**.

While governments play a vital role, the scale and speed of transformation required across Africa's healthcare systems will also depend heavily on **private sector leadership**.

This is where companies like **Cassona Healthcare** are working to help change the trajectory.

Cassona Healthcare believes that reversing the healthcare brain drain requires addressing the problem at its roots: **compensation, infrastructure, and professional working conditions**.

To that end, the company has developed a model designed to attract top healthcare talent while building modern diagnostic and hospital infrastructure across West Africa.

## Reconnecting with the African Diaspora

One of Africa's greatest untapped assets is its global diaspora of healthcare professionals.

Thousands of African doctors, nurses, biomedical engineers, and healthcare specialists are currently working in some of the most advanced healthcare systems in the world. Their expertise, training, and global experience represent an extraordinary resource for the continent—if the right environment exists for them to return.

Cassona Healthcare has therefore made active outreach to African healthcare professionals abroad a core part of its strategy.

To attract highly skilled professionals back to Africa, Cassona has implemented a compensation structure that offers up to three times the prevailing market rate in Nigeria and Ghana. The company also provides housing support for returning diaspora professionals, helping ease the transition for those relocating back to the continent with their families.

This approach recognizes an important reality: talent follows opportunity, infrastructure, and professional respect.





## Building World-Class Diagnostic Infrastructure

Compensation alone is not enough to retain top healthcare professionals. Access to **modern medical technology and diagnostic capabilities** is equally critical.

Cassona Healthcare is investing heavily in advanced diagnostic infrastructure, equipping its centers and partner hospitals with state-of-the-art medical imaging and laboratory technologies.

These include:

- Ultrasound systems
- Digital X-ray equipment
- CT scanners
- MRI systems
- Cardiac catheterization laboratories (Cath Labs)
- Fully equipped modern clinical laboratories

By ensuring that healthcare professionals have access to **the same diagnostic tools available in advanced healthcare systems**, Cassona aims to create an environment where physicians can practice medicine at the highest standard.

## Investing in the Next Generation of African Physicians

Cassona Healthcare is also investing in the **next generation of African medical professionals**.

In 2025, the company recruited **four recent African medical school graduates who completed their training in China**, providing them with opportunities to practice within Cassona's growing healthcare network.

As the company expands its diagnostic centers and hospital partnerships, this recruitment pipeline is expected to grow significantly—helping to create a new generation of physicians practicing within modern healthcare facilities across West Africa.

# A Long-Term Commitment to Healthcare Investment



Cassona Healthcare's commitment extends beyond talent recruitment.

Between **2026 and 2028**, the company plans to invest approximately:

- **\$60 million in Ghana**, and
- **More than \$120 million in Nigeria**

These investments will support the development of **diagnostic imaging centers, clinical laboratories, and hospital infrastructure**, strengthening the healthcare systems of two of West Africa's largest economies.

The goal is straightforward: ensure that **healthcare infrastructure keeps pace with the needs of rapidly growing populations**.

## A Call to Action for the Private Sector

Africa's healthcare challenges are significant, but they are also solvable.

The public sector alone cannot close the healthcare infrastructure gap. The scale of investment required will demand **active engagement from private investors, healthcare operators, and global partners**.

While government systems are essential for public health, they often face structural limitations—including bureaucratic inefficiencies and limited operational incentives.

The **private sector's profit motive**, when aligned with responsible healthcare delivery, can drive the innovation, efficiency, and capital investment necessary to transform healthcare systems.

Cassona Healthcare invites **private sector stakeholders to engage in building Africa's healthcare future**.

## Transforming Brain Drain into Brain Gain

Africa's healthcare diaspora should not be viewed solely as a loss.

With the right policies, infrastructure, and investment environment, the continent has the opportunity to transform brain drain into **brain gain**.

By creating modern healthcare systems where professionals are fairly compensated, equipped with advanced medical technologies, and supported by strong institutions, Africa can attract back the talent that has helped build some of the world's best healthcare systems.

At Cassona Healthcare, we believe that the solution lies not in lamenting the loss of talent—but in **building the systems that make returning home both professionally and economically viable**.

Africa's diaspora is not just an underutilized asset.

It may well be **the key to the continent's healthcare transformation**.

# Staff Training and Workshop



Mr. Minilik conducts staff training sessions at Cassona's Head Office in Accra

# Staff Training

The staff training workshop led by Mr. Minilik Mengistu, a Clinical Application Specialist at Mindray, was a transformative learning experience that left a lasting impact on all participants. Designed to strengthen professional skills and enhance workplace effectiveness, the workshop blended practical knowledge with interactive activities that encouraged active participation. From the outset, Mr. Mengistu demonstrated exceptional leadership and subject mastery, creating an environment where staff felt motivated to learn, reflect, and grow.

One of the most valuable aspects of the workshop was its focus on practical application. Rather than relying solely on theory, Mr. Mengistu guided the staff through hands-on exercises that allowed them to immediately apply new skills. This approach not only deepened understanding but also boosted confidence in implementing these strategies in their daily roles.

In the end, the workshop achieved more than just skill development; it inspired a renewed commitment to excellence and teamwork. Thanks to Mr. Mengistu's expertise and thoughtful facilitation, staff members left the training better equipped, more connected, and highly motivated to contribute to the organization's goals.

Throughout the sessions, he emphasized the importance of teamwork, communication, and continuous improvement, core values essential for any successful organization. His teaching style was both engaging and insightful, using real-life examples that made complex concepts easy to understand. Participants were encouraged to share their experiences, which fostered collaboration and helped build a stronger sense of community among colleagues.

## Mr. Minilik Mengistu

Clinical Application Specialist,  
Mindray



## End User Training

*The End User Training conducted by Mr. Minilik Mengistu was an engaging and highly practical session designed to help users confidently operate Mindray medical equipment.*



End user training with Mr Milinik

With his strong background in clinical applications and ultrasound technology, he guided users through essential functions, safety procedures, and best practices for effective device handling.

The training combined demonstrations, hands-on practice, and clear explanations, ensuring that the users not only understood the technical features but also felt prepared to apply them in real clinical settings. His approachable teaching style and ability to simplify complex concepts made the session both informative and empowering for all attendees.



UCC Workshop



## *Training Objectives, Participants, and Key Outcomes*

The primary objective of the End User Training led by Mr. Minilik Mengistu was to equip users with the knowledge and practical skills needed to operate Mindray medical equipment safely and effectively. The training aimed to enhance users' confidence, improve workflow efficiency, and ensure proper utilization of the device's advanced features in clinical settings.

Participants included healthcare professionals such as nurses, technicians, and clinicians who directly interact with the equipment in their daily duties. Through demonstrations, hands-on practice, and guided instruction.

The training achieved several key outcomes: participants gained a clearer understanding of the system's functions, improved their ability to troubleshoot common issues, and strengthened their overall competency in using the equipment to support patient care. The session also fostered better teamwork and encouraged consistent adherence to operational standards.



A UCC student illustrates understanding

# Overview of Annual General Meeting sessions for Private Health Facilities Association of Ghana

## Introduction

Cassona plans to continue and expand its collaboration with healthcare organizations phase goal to advance healthcare in the Sub-Saharan Africa region. Since our entry into Ghana in 2022, Cassona has been partnering with the Private Healthcare Facilities Association of Ghana (PHFAoG). This partnership has included sponsorship of various types of events, including training, donation of money for organizational meetings, providing discounts on equipment purchases, as well as credit facilities to encourage private practitioners to establish clinics to supplement the public healthcare sector.

## Overview of Annual General Meeting sessions

Cassona attended the 2025 Annual General Meeting sessions of the Private Health Facilities Association of Ghana (PHFAoG), held in Ho in the Volta Region, which brought together private healthcare providers, policymakers, and development partners to review the Association's progress and discuss strategies for strengthening Ghana's private health sector. The event, aligned with the Association's 5th Annual Conference themed "**Unlocking Opportunities: Leveraging Government's Private Sector Development Policy to Boost Ghana's Private Health Sector**," featured opening remarks highlighting the vital role of private facilities in national healthcare delivery.



*The event featured opening remarks highlighting the vital role of private facilities in national healthcare delivery.*



The event, aligned with the Association's 5th Annual Conference themed:

“Unlocking Opportunities: Leveraging Government's Private Sector Development Policy to Boost Ghana's Private Health Sector”

Sessions focused on policy dialogue, capacity building, and addressing sector challenges such as regulatory pressures and workforce needs, including discussions linked to the sector's potential to absorb unemployed nurses.

The AGM reinforced PHFAoG's commitment to quality care, unity, and excellence while providing a platform for collaboration and strategic planning among key stakeholders. A citation of recognition was awarded to the CEO, Mr. John Chigbu.



Faces behind the success of PHFSOG - AGM 2025

## *Keynotes, Panel Discussions, and Presentations*

- Keynote:** speakers emphasized the need for stronger collaboration between government and private providers, particularly in leveraging the national Private Sector Development Policy to expand access and improve service quality.
- Panel discussions:** the discussions brought together health administrators, policymakers, and practitioners to explore issues such as regulatory compliance, financing challenges, digital health adoption, and workforce development.
- Presentations:** Presentations from experts and partner organizations provided practical insights on quality assurance, facility management, and innovative approaches to strengthening private healthcare delivery. Together, these sessions created a dynamic platform for learning, dialogue, and strategic alignment across the sector.



**PRIVATE HEALTH FACILITIES  
ASSOCIATION OF GHANA  
(PHFAoG)**

# Citation OF HONOUR

## **CASSONA GLOBAL IMAGING LTD**

CASSONA GLOBAL IMAGING LTD remains the beacon of transformation of the entire healthcare system in Ghana and West Africa as a whole. You have especially been a blessing to the private healthcare sector since 2022 through several key initiatives that are targeted at expanding access to diagnostic equipment in private health facilities, the provision of training and capacity building, and through your numerous community support initiatives.

Your endeavour through a deliberate and consistent advocacy towards revolutionizing medical imaging technology as a tool to enhancing precision in medical diagnostics and research has indeed impacted enormously on Ghana's healthcare delivery capabilities. Your effort has contributed immensely to developing a robust and resilient healthcare eco-system, a shining example within the Sub-Saharan Region.

We at PHFAoG applaud you and cannot thank you enough for the years of support and encouragement you have given to us in our quest to advance the interest of private healthcare in Ghana.

***We say...Ayekoo  
Long live Ghana  
Long live Cassona Global Imaging Ltd  
Long live PHFAoG***



A Citation of Honour Presented in Recognition of  
Mr. John Chigbu's Outstanding Contributions.



## DR. VANESSA APEA

Dr. Vanessa Apea is a UK-trained physician, researcher and global speaker. She is the CEO of The Accra London Health Centre, a pioneering women's and family wellness hub in Ghana delivering holistic, international-standard healthcare across the life course.

Alongside her clinical and entrepreneurial work, Dr Apea is completing a PhD in healthcare communication. She serves as Co-Medical Director at Preventx, the UK's largest provider of remote sexual health services, and is a Medical Advisor to NAZ, a charity advancing high-quality HIV and sexual health services for racially minoritised communities.

Dr Apea is a Fellow of the Royal College of Physicians in the UK and a Fulbright Scholar holding a Master of Public Health from Harvard University. Passionate about equity and impact, her work bridges clinical practice, research and community empowerment; driving change to make healthcare more accessible, inclusive and transformative.

## THE MOST EXPENSIVE THING IN HEALTHCARE IS DOWNTIME

### Downtime The Cost We Never See, But Always Pay

When health systems talk about cost, they usually speak the language of objects: buildings, beds, machines, drugs, staff. Budgets are organised around things that can be counted, photographed, and audited. These become the visible markers of investment; the infrastructure of care.

But one of the most expensive costs in healthcare is not something we buy.

It is something we lose. It is the cost of downtime. The hours, days, months and years when systems exist but do not function properly; when care is theoretically available but practically inaccessible. Downtime is not a line item in a budget or a metric in a performance report. It is a systemic condition that quietly shapes what healthcare can and cannot do. Downtime appears in the waiting room full of patients while a scanner sits offline. It appears in the referral that goes nowhere because the system is down again. It appears in the clinician who knows exactly what to do but cannot do it.

In this sense, downtime forms the hidden economy of healthcare failure: a space where resources exist, but value is never realised.

### When Systems Pause, Disease Does Not

Illness does not wait for systems to recover. Strokes continue to occur while CT scanners are down. Ectopic pregnancies rupture while ultrasound machines are offline. Cancers progress while MRI units await spare parts. Downtime creates a dangerous illusion that healthcare can be paused without consequence. In reality, it is only the system's capacity to respond that is suspended, not the biological processes unfolding inside patients' bodies.

Every hour of downtime shifts clinical risk onto the patient. It increases diagnostic uncertainty and widens the window for irreversible harm. In modern medicine, time is not simply a resource to be managed; it is a determinant of survival. Downtime, therefore, does not just waste time. It actively steals it from those who can least afford to lose it.

## The Economics of Inoperability

From an economic perspective, downtime represents one of the most distorted forms of inefficiency a health system can generate.

A functioning health system operates as a conversion engine, turning resources into outcomes: money into care, labour into treatment, technology into diagnosis, data into decision-making. Value is created through flow; through the continuous movement of people, information, and tools across the system. Downtime breaks this flow while allowing costs to continue accumulating. Staff remain present but cannot practice effectively. Facilities stay open but fail to deliver services. Patients arrive but cannot be treated. Capital sits idle while operational expenses continue to mount.

This is not simply underperformance. It is a form of negative productivity, in which the system consumes resources while producing little or no health value in return. In classical economic terms, downtime resembles capital destruction without physical damage. The asset still exists, but its economic function collapses. The scanner occupies space. The building requires maintenance. The workforce draws salaries. Yet the system produces no diagnostic value, no clinical throughput, and no meaningful return on health investment. Because downtime is rarely calculated or reported, it remains politically invisible. Even as it silently drains health systems through inefficiency, repetition, delay, and waste.

Simple interventions become high-risk procedures. Outpatient care becomes inpatient care. Inpatient care escalates into intensive care.

Over time, downtime stretches the clinical trajectory of disease until it begins to overwhelm the system itself. In this way, downtime does not merely reflect system weakness; it actively produces system overload. It converts early disease into late-stage crisis and shifts healthcare from long-term planning into permanent firefighting. Downtime is therefore not a temporary disruption. It is a crisis-generating mechanism embedded within everyday operations.

## How Downtime Manufactures Crisis

The most dangerous feature of downtime is not only what it prevents, but what it actively creates. Downtime manufactures crisis.

When patients cannot be diagnosed early, they return later with more advanced disease and greater complexity. Conditions that could have been managed conservatively become emergencies.

## Downtime Is Not a Technical Problem.

### It Is a Systems Problem.

It is tempting to treat downtime as a technical failure; a broken part, a faulty circuit, a software glitch. But machines rarely fail in isolation. They fail because the systems around them are fragile. Generally because maintenance budgets are cut first; because biomedical engineers are treated as peripheral rather than central; because spare parts are sourced internationally and slowly; because power grids are unstable; because supply chains are fragmented; and because responsibility for uptime is diffuse and poorly defined.

Downtime is not an accident. It is the predictable outcome of health systems designed around acquisition rather than sustainability.

Technology is often treated as an event; a purchase, a launch, a ribbon-cutting ceremony. In reality, it is a living process that requires continuous care, monitoring, investment, and repair. Downtime is what emerges when healthcare treats infrastructure as static rather than dynamic.

## Why Uptime Is the Real Performance Metric

High-performing health systems are not defined by how much technology they own, but by how consistently that technology works. Uptime is the true measure of system intelligence, because it determines whether a system can reliably translate resources into care when they are needed.

Uptime means that when a patient arrives, the system responds. When a clinician orders a test, it happens. When a diagnosis is required, it can actually be made. Uptime creates continuity, flow, predictability, and trust; the basic conditions without which health-care becomes little more than an institutional façade.

For this reason, uptime should not be treated as a technical metric alone, but as a clinical outcome in its own right, because it ultimately determines whether medicine can exist as a functioning practice at all.

For this reason, uptime should not be treated as a technical metric alone, but as a clinical outcome in its own right, because it ultimately determines whether medicine can exist as a functioning practice at all.

## Cassona and the Architecture of Continuity

This is where Cassona enters not simply as a vendor, but as a systems actor. Cassona's model recognises what many health systems still overlook. It acknowledges that diagnostics are not products but infrastructures, and that their effectiveness depends less on the machine itself than on the ecosystems of logistics, maintenance, engineering, power stability, and supply chains that keep them operational.

By embedding these elements into its core approach, Cassona reframes the meaning of healthcare technology. It shifts the focus from ownership to function, from procurement to performance, and from capital expenditure to operational resilience.

Cassona does not primarily sell equipment. It builds the conditions for continuity.

This is not merely a commercial distinction, but a philosophical one. It replaces the question "What can we buy?" with a more fundamental one: "What can we sustain?"

## Downtime as Ethical Failure

Ultimately, downtime is not just inefficient. It is unjust. Downtime does not distribute itself evenly across society. It concentrates its harm among those with the least power to escape it; those who cannot travel, cannot pay privately and cannot wait. Women, children, rural populations, and low-income communities bear its consequences most heavily.

Downtime turns technical fragility into social inequality. It ensures that some people are diagnosed early while others are diagnosed too late; that some bodies are seen while others remain invisible; and that some lives are treated as urgent while others are treated as expendable.

In this way, downtime is not merely a systems problem. It is a moral one.

## The Real Cost of Healthcare

The most advanced scanner in the world is worthless if it is offline. The most brilliant clinician is powerless without functioning systems. The most ambitious health policy is meaningless without operational continuity.

Healthcare does not fail because we lack machines. It fails because we allow systems to stop working. Indeed, technology does not save lives. Infrastructure does not save lives. Continuity saves lives.



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# Driving Growth Through Sub-Dealer Collaboration

*Cassona's engagements with sub-dealers have focused on strengthening channel relationships, improving product knowledge, and driving consistent market activity. Key actions included:*

- 📍 **Partner onboarding and orientation:** Sub-dealers were briefed on Cassona's product portfolio, value proposition, and the support structure available to them.
- 📍 **Sales enablement sessions:** Training was provided on pricing models, sales processes, and how to position Cassona solutions effectively in competitive environments.
- 📍 **Market activation support:** Sub-dealers received guidance on identifying opportunities, approaching prospects, and executing field activities to increase product visibility.
- 📍 **Performance check-ins:** Regular follow-ups were conducted to review sales progress, address challenges, and align targets for upcoming periods.
- 📍 **Operational coordination:** Cassona supported sub-dealers with logistics, technical clarifications, and customer engagement where needed to ensure a smooth deal.



Joseph Xing,  
MIS Sales representative for Nigeria and Ghana



An Honourable Moment with Mr. Joseph Xing, Our Esteemed Sub-Dealers, and the Cassona Global Imaging Ltd. Staff.

## Sales and service impact across the network

Cassona's sales and service activities have strengthened performance across the entire sub dealer network by improving product availability, enhancing technical capability, and increasing customer satisfaction. Through consistent field support, timely training, and coordinated follow ups, sub dealers have become more confident in presenting Cassona solutions and closing opportunities. Service interventions—such as on site diagnostics, faster response times, and structured after sales support—have reinforced trust with end users and reduced downtime. Together, these efforts have boosted sales momentum, improved dealer engagement, and created a more reliable and responsive channel ecosystem.



# Overview of Ghana Association of Registered Medical Sonographers (GARMS) activities and achievements

GARMS demonstrated strong leadership in professional development through the successful organization of ASCON 2025, which brought together sonographers, educators, and industry partners to advance knowledge in obstetric imaging. Through keynote presentations, hands-on workshops, panel discussions, and networking sessions, the association strengthened the capacity of practitioners, particularly in the diagnosis and management of placenta accreta spectrum. The conference created a dynamic platform for learning, collaboration, and the exchange of best practices across the medical imaging community.



A major achievement was the impactful partnership with Cassona Global Imaging, whose sponsorship and donation of ultrasound machines significantly enhanced hospital diagnostic capabilities. The raffle draws and equipment presentation underscored GARMS's commitment to improving healthcare delivery through strategic collaborations.

Overall, the event reinforced GARMS's role in elevating sonographic practice in Ghana and empowering professionals with the skills and tools needed to improve patient outcomes.





## Ghana Society of Radiographers Key Points

The Ghana Society of Radiographers (GSR) Conference & Congress 2025 took place from 7–10 August 2025 at Pempamsie Hotel in Cape Coast, bringing together radiographers from Ghana and other English-speaking countries for the ISRRT International Conference and GSR 2nd Triennial Congress.

The event aimed to strengthen professional development, promote knowledge sharing, and enhance collaboration across diagnostic imaging, radiotherapy, ultrasound, and nuclear medicine. Registration required details such as AHPC PIN and profession code, with optional accommodation requests available through the GSR portal. This congress was positioned as a major gathering for advancing radiography practice, showcasing scientific presentations, workshops, and international engagement to support improved imaging standards and patient care across the region.



## Key initiatives undertaken during the period.

During the period, the Ghana Society of Radiographers undertook several strategic initiatives aimed at strengthening professional practice and advancing medical imaging standards nationwide. Key actions included:

- ✔ Expanding continuous professional development (CPD) programs through workshops, webinars, and regional training sessions.
- ✔ Enhancing collaboration with regulatory bodies such as the Allied Health Professions Council to improve licensing compliance and professional accountability.
- ✔ Intensifying advocacy for improved working conditions, equipment upgrades, and recognition of advanced radiography specializations.



## Forward-looking plans and expected outcomes

The Ghana Society of Radiographers plans to strengthen professional capacity, expand access to high-quality imaging services, and deepen collaboration with national and international partners. Key priorities include:

- ✔ Scaling up continuous professional development programs, promoting advanced specialization in areas such as MRI, CT, ultrasound, and radiotherapy, and advocating for improved imaging infrastructure across public and private facilities.
- ✔ Enhancing collaboration with regulatory bodies such as the Allied Health Professions Council to improve licensing compliance and professional accountability.



# financial Nigeria

## IMPORTANT NOTICE

Dear Readers,

We wish to inform you that, effective January 2026, our rates will be as follows:

- 12-month Institutional Subscription: N27,500.00
- 12-month Individual Subscription: N22,500.00
- 6-month Individual Subscription: N12,500.00
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This will be only the second time we have increased our rates since August 2008, and it is a response to the much higher cost of printing and distributing the magazine.



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# Redefining Diagnostic Healthcare Delivery in West Africa

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# Let Us Hear from You

The Cassona Healthcare Quarterly is dedicated to sharing ideas, innovations, and proven approaches to strengthening healthcare in West Africa. We welcome contributions from practitioners, vendors, policymakers, and thought leaders across the healthcare ecosystem.

Our goal is to amplify the challenges we face, exchange insights, and work together toward practical solutions. As the proverb reminds us, a single tree does not make a forest. By joining forces, we can drive the kind of transformative change that will bring our homeland closer to true medical independence.

Our editorial team will review all submissions, acknowledge every contribution, and select the most relevant pieces to feature in future editions of Cassona Healthcare Quarterly.

## Submission Guidelines

- Articles should include the author's (or institution's) short bio.
- Please provide a clear title for your piece.
- Articles should not exceed 1,000 words. (Exceptionally relevant longer pieces may be featured as special articles, without this word limit.)

## How to Submit

Please send your contributions to:

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We look forward to hearing from you and working together to shape the future of healthcare in West Africa.



Weizhen Cai,  
Editor

