



COPAG SpA – Consorzio dell'Ospedalità Privata per gli Acquisti e le Gestioni
Global Service in the healthcare sector

COPAG SpA: the history of a company with the soul of consortium

COPAG SpA was founded in 1976 in Rome, in the form of a Consortium, made up of about 200 private healthcare facilities with the aim of supporting the purchasing processes of the medical devices necessary not only for its own consortium members, but for almost all of the private nursing homes present in Italy.

The Business Units of COPAG activities are :

- medical devices and medical-surgical devices
- operating room/surgical instruments
- Pharmaceutical products

The company, unlike many other players operating on the national and international territory, being itself made up of companies operating in the healthcare sector, represents a real partner of healthcare facilities in guaranteeing products, even those that are difficult to find, and therefore also intervening as technical consultant.

Over the course of over 40 years of activity, COPAG SpA has developed strategic partnerships with companies present in the Asian continent, manufacturers - under the COPAG brand - of large volumes of the most widely consumed devices.

In 2019, COPAG became a wholesaler, establishing itself as a leader in the pharmaceutical distribution sector, responding to the majority of the daily therapeutic needs of patients hospitalized in nursing homes and Classified hospitals.



Thanks to the structured and widespread presence of sales agents throughout the national territory and dedicated customer services, COPAG's customers can obtain immediate knowledge of the availability of the products, in addition to the rapid receipt of dedicated estimates and constant monitoring relating to the status to fulfill your orders.

COPAG is the only company able to present itself as a **"global provider" in the hospital sector**. Strengthened by its knowledge of the healthcare sector and related services, such as the canteen service offered to patients, COPAG has expanded its range of action in the GDO-HORECA sector and today can boast an important role as a supplier of hotels and collective catering companies.





- Each of our business units has signed exclusive agreements with the most important multinationals in the sector, such as Medline for medical devices, J&J for the operating room and Alfasigma, Orion and Opella for pharmaceutical products.

Johnson & Johnson



- COPAG SpA today boasts a portfolio of over 1,000 hospital clients in Italy, Germany, Malta and Romania resulting from a history of successes that began over forty years ago.



- Products are currently distributed to both private and public structures, resulting in winners of various tenders.



Direct production of medical devices

For over thirty years, COPAG SpA has developed strategic partnerships in the Asian continent that allow the direct production of the most widely consumed medical devices in the hospital sector, with the COPAG brand. This positions the company in a positively hybrid way on its reference market: manufacturer but also distributor for large international players.



In a few years leader in pharmaceutical distribution

- COPAG SpA deals distribution of all types of pharmaceutical products and is to all intents and purposes a one-stop supplier capable of supplying branded and generic drugs for human and veterinary use with the CE branding.
- Our company serve dislocated clients in Italy and Europe and aims to expand its distribution capacity internationally.
- The experience gained and a solid network of connections allow us to offer a wide range of high-quality products from national and international companies, in packages for the Italian markets. Available on request packages for the international market.



From **GLOBAL PROVIDER** to **GENERAL CONTRACTOR**

After years of expertise in the healthcare sector as a global provider in the procurement sector, COPAG SpA can today boast the ability to act as "**General Contractor**" for Authorities and Institutional Investors who need a partner for the creation of excellent healthcare facilities.

With the exception of the construction part, COPAG SpA is able to manage the aspects relating to the setting up of hospitals, clinics and retirement homes with specific reference to the creation of operating theatres, areas equipped with the best radiodiagnostic instruments and branded hospital furnishings of impeccable standing. At the time of delivery of the project, a *procurement service* is also offered relating to medical devices, operating room instruments and drugs. In this way, the client will have a single point of reference for all phases not only of the set-up process but also of supply management, without the burdensome search and consequent selection of multiple suppliers with different policies.



GLOBAL
PROVIDER



GLOBAL
SERVICES



GENERAL
CONTRACTOR



Excellent and distribution performances

Thanks to the agreement with Logista Pharma, a big player in the logistics sector, COPAG has a new, large and technological warehouse for the storage of its goods and can count on an excellent partner also in terms of shipping capacity in terms of speed and efficiency





COPAG is particularly aware of the social responsibility exercising its business always respecting ethical and social values

In these years it has supported the difficulties of African peoples in accessing medical supplies as well as the Ukrainian State during the conflict. It has also participated as main sponsor in the prevention activity for the Italian population

Board of Directors:

- **Chairman and Chief Executive Officer:**

- Marco Miraglia, *H. Consul of Djibouti in Italy* 

- **Directors:**

- Emmanuel Miraglia, *Chairman Group GIOMI SpA*
- Giuseppe Puntin, *CEO Pederzoli Group*
- Vincenzo Schiavone, *Chairman Pineta Grande Hospital Group*
- Maurizio e Gianni Costa, *Owners Clinic Casa del Sole*
- Mauro Mattiacci, *General Manager ARIS*
- Dr. Alessandro Savarino Morelli



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