

SMS secures order from new US customer

Scandinavian Medical Solutions has completed the sale and installation of a Siemens PET/CT system for a new US customer.

The customer is a major player in the US market, and the deal therefore establishes a new customer relationship. What is notable about the deal is that Scandinavian Medical Solutions is handling the installation at the customer's site itself, which marks an expansion of the company's delivery capacity and its ability to provide complete solutions to its customers. The company is likewise building out the operational competencies and processes required to support future growth within both sales and services.

The system sold is among the most advanced PET/CT systems in Siemens' product portfolio and is recognised for its high image quality, advanced clinical capabilities and efficient use of clinical workflows. The system is used in fields such as oncology, cardiology and neurology, where precise diagnostics are crucial to patient treatment.

The sale falls within the range of DKK 3.5-5.0 million and supports the company's focus on the US market as well as its work to expand the value chain around the sale, delivery and installation of diagnostic imaging equipment. Scandinavian Medical Solutions has now announced orders totalling DKK 43.5-69.5 million in the current financial year. The order does not change the company's guidance, which anticipates revenue of DKK 155-175 million with a negative EBITDA of DKK 9-13 million.

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