

## Varian to help cancer patients in Vietnam

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**Singapore:** Da Nang cancer hospital, Vietnam, has contracted with Varian Medical Systems to provide a radiotherapy system capable of delivering intensity-modulated radiotherapy treatments (IMRT) that precisely target tumors while minimizing exposure of surrounding healthy tissues. The deal is a result of close cooperation between the company, the US Embassy in Vietnam and Vietnamese partners.

Mr Tom Duffy, VP, sales and marketing, Asia Pacific region, Varian Medical Systems, said that, "This will be the first Varian IMRT system in central Vietnam. The new facility includes a state-of-the-art Clinac medical linear accelerator, Varian's market-leading Eclipse radiotherapy treatment planning software, and an Acuity imaging and simulation machine. These are everything the center needs to offer patients IMRT."

The US Department of Commerce's Trade Advocacy Center actively supported Varian's bid through its International Trade Administration's Gold Key Matching Services, which arrange meetings with potential business partners in a targeted export market and offer assistance in developing strategies for pursuing business opportunities abroad.

In addition, Mr Francisco J Sanchez, US Under Secretary for International Trade, contacted Vietnam's Prime Minister and the Minister of Health on Varian's behalf. The US Embassy in Vietnam, led by Ambassador David Shear, was also actively engaged in supporting the new partnership.

Mr Andy Whitman, VP, government affairs, Varian, said that, "This was a very competitive bid. We were very pleased to

receive advocacy support from the US Department of Commerce, and also from the US Ambassador to Vietnam, who visited Da Nang and discussed the project with provincial leaders there."