

Chinese army grants \$35 mn contract to cancer care firm

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Elekta wins \$35 million tender in China



Singapore: Elekta, which develops tools and treatment planning systems for cancer care, has won a major tender in China for the Health Department of the People's Liberation Army (PLA). The PLA is expanding its capacity to treat cancer.

Cancer is one of the leading causes of deaths in China, according to the Earth Policy Institute, and with an aging population, the number of cancer patients is expected to grow significantly in the coming years. The PLA, which manages the military hospitals, is addressing the challenge presented by the high incidence and mortality of cancer by awarding a public tender to Elekta for the purchase of cancer management solutions.

Elekta will deliver a comprehensive range of clinical solutions, including Leksell Gamma Knife as well as linear accelerators and associated software. The total value of the contract amounts to some \$35 million, making it Elekta's largest deal ever in China. The order will be booked when all conditions in the tender have been finalized.

Mr Gilbert Wai, executive vice president, Asia Pacific, says: "By partnering with Elekta, the PLA hospitals will help more cancer patients to receive the treatment they need in their battle with cancer. This deal is the latest in many with the PLA, demonstrating the great faith it has in Elekta and our products. It also strengthens Elekta's number one position in the Chinese market."

Elekta has been present in China since 1982 and is now the company's third largest market. "Our commitment to improving access to high quality cancer treatment and management goes beyond selling products," says Wai. "As a comprehensive solutions partner in China, Elekta helps with clinical implementation as well as education and training services."