



# Q&A with BC Group, International

## How did BC Group get starting and how has it changed over the years?

BC Group was founded in 1988 as a sales and service organization to handle the test equipment needs of the biomedical engineering community. Over the years it grew to include 75+ product lines with thousands of products, providing sales and service to the world market. In 2000 the BC Biomedical product line, consisting of both manufactured and private labeled test equipment, was launched. Lloyd Industries designed and manufactured several of these products. In January 2005, Dytec Corporation, a Lloyd Industries affiliate, bought BC Group. Today, the company continues to operate as an independent organization, providing the same sales and service for which it is noted. However, now with enhanced resources and an ever-increasing stream of new BC Biomedical products, the future can be described as truly exciting.

BC Group currently consists of five inter-linking operations; BC Biomedical - our line of biomedical test equipment, BC Marketplace - the 75+ product lines that we distribute, BC Depot - our in house Service Center, BC OnSite - our mobile calibration service, and BC eTEAMS - Test Equipment Asset Management System.

## What impact has BC Group had on the biomedical engineering community?

The biomedical engineering community deals with a wide variety of equipment. Our products are geared towards making the testing of this equipment easy, safe, accurate and efficient.

In the BC Biomedical product line, items like our SA2000 Safety Analyzer family bring the latest in safety testing to every user in a small, easy to use and affordable package. Our Patient Simulator family offers everything from the simplest ECG simulation to the full function high end PS2240 Multiparameter simulator. The recent addition of options like the PSR-2200 remote and SpO<sub>2</sub> makes our PS-2240 the most powerful simulator on the market today. Our NIBP1000 family brings sophisticated NIBP simulation down into a small affordable package. This small battery operated simulator has the accuracy previously only available in units costing twice as much. The list goes on and on, but generally the theme is the same...listen to what the customer wants and provide it for them.

In the BC Marketplace, our long relationships with companies like TSI allow us to provide the Certifier FA, and the NEW Certifier FA Plus, the latest in Respiratory


Ventilator Test Systems. These products were designed in cooperation with the supplier to meet the specific needs of the industry.



## What makes BC Group different from other companies who offer similar services?

The biomedical test equipment market is in great flux due to technical change and perhaps even more-significantly, mergers and acquisitions. What used to be an industry of small players is now dominated by one large company. A lot of good things can come from consolidation, but we do not believe that this is a "one size fits all" industry. This market, more now perhaps than ever before, requires innovation, fresh ideas and better solutions. This won't come from reducing product offerings and repackaging old products.

We offer a complete package of services and products that no other company provides. We are truly a "One Stop Biomed Shop."

We have a BC Biomedical and general products catalog, an extensive web site and an experienced sales staff, all for use by our customers to answer questions and obtain information on numerous modalities. Our service center is ANSI Z540 Compliant and calibration is NIST Traceable. Our entire operation is ISO 9001 Registered. Taken as a whole, this combination truly sets us apart. 



# Introducing the BC Biomedical Family of Test Equipment

**BC Biomedical**   
A UNIT OF BC GROUP INTERNATIONAL, INC.



**Because one size does *not* fit all.**

**BC Group**   
YOUR ONE-STOP BIOMED SHOP

1-800-242-8428 FAX 314-638-3200 ISO 9001  
[www.bcgrouptl.com](http://www.bcgrouptl.com)