

HIGH-VALUE SHIPPING CASE STUDY

Medical Equipment Logistics Solutions:
Navigating the Unexpected to Deliver a World of Service



OVERVIEW

The Company

A major medical manufacturer that makes large specialty surgical equipment used in hospital and surgical clinic settings needed heavy, high-value equipment delivered to a remote area. BTX Global Logistics was selected for this project.

The Company's mission is to provide world-class care to locations previously deemed unreachable through its self-contained, state-of-the-art surgical equipment.



CHALLENGES

- The shipment's weight and dimensions are oversized and extremely heavy. After considering Air & Ocean options, Ocean freight shipping is selected by BTX as the best option.
- The shipping destination is Paraguay in South America, which is landlocked and hard to access.
- Uruguay/Paraguay regions had a recent drought making the river that traverses between Montevideo and Asuncion, Paraguay, unsafe to navigate by barge.
- Trucking high-value medical equipment through Uruguay and Argentina to Paraguay is considered high-risk and can draw unwanted attention.
- Following the equipment's delivery, the large specialized transport modules needed to be returned back to origin through similar difficult shipping circumstances.

SOLUTION



- BTX implemented a special project team that involved multiple stakeholders at origin and destination to help arrange the complex project delivery of the oversized/oveweight surgical equipment to Paraguay.
- In Argentina, the BTX team had to hire armed security guards to protect the trucks as they transited through high-risk areas of Argentina.
- The delivery required heavy rigging equipment and cranes to carefully unload the oversized medical equipment. BTX selected the proper company to assist.
- The surgical equipment was successfully delivered to the hospital in Paraguay. The same process for the delivery in reverse was used to return the special transport modules to the original destination.



SUCCESS

Thanks to BTX's team of experienced professionals and their ability to anticipate and pivot during unexpected challenges, the cutting-edge surgical equipment was successfully delivered to the hospital in Paraguay. It is now being used by a brilliant doctor and his surgical team to help local people.