

# Know your market. Grow your impact.

01

Exclusive data partnership with Discovery Health

02

Trusted by top SA MedTech companies for insights

03

Providing insights tools and consulting offerings

04

Empowering teams to confidently use data for decision-making

## Member benefits include:



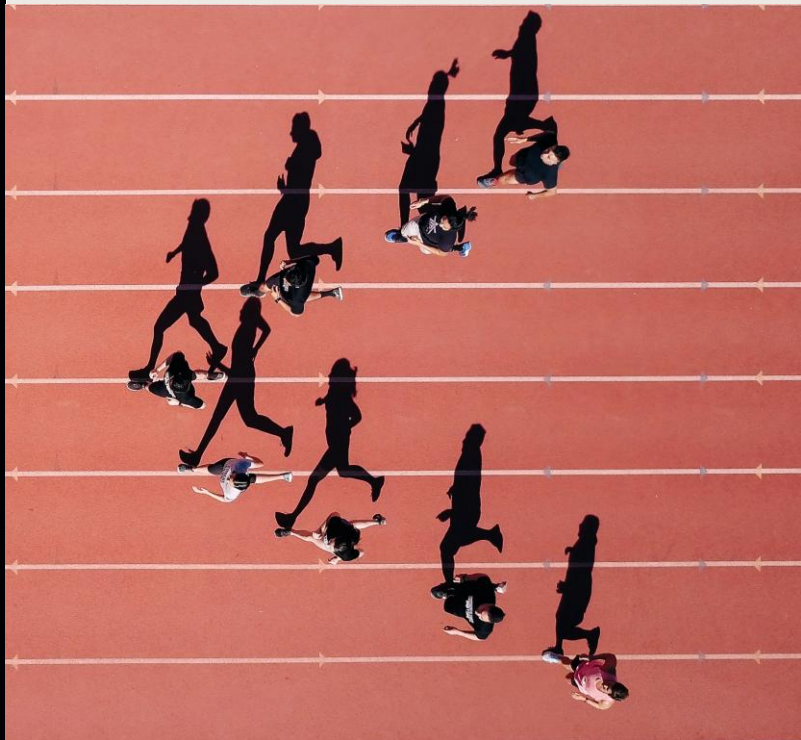
Discounted subscriptions



Value-added support



Micro-enterprise pricing



## Register your interest today

[Click here](#) to get your company on the waiting list.

[Click here](#) to book a time or scan the QR code.

Contact [qhelp@quantium.com](mailto:qhelp@quantium.com) for more information.



# Q.Checkup vs Q.Checkup Lite comparison

Feature	Q.Checkup Lite	Q.Checkup
Target user	Smaller MedTech, sales teams	Larger MedTech, strategy teams
Data history	3 years + YTD	3 years + YTD
Monthly refresh of data	✓	✓
Training and helpdesk support	✓	✓
Market share analysis	✓	✓
Drivers of growth/decline	✓	✓ (with enhanced insights)
Competitor insights	Limited to top 5 per filter	Full
Province / hospital drill-down	Limited	Full
Price / volume analysis	-	✓
Procedure insights	-	✓
Markets you don't play in	Extra cost	Included if in existing family of product offering
Flexible filtering	Limited	Full
Export to Excel	Limited	Full
Custom mappings	-	✓
Eligibility	Annual Discovery Health revenue up to R80m	Annual Discovery Health revenue over R80m
Pricing	From ~R50,000 (with SAMED discount)	Contact for quote

- **Note:** both products use same underlying Discovery Health claims data
- Upgrade path available (additional 5% discount for SAMED members upgrading)

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## About the product

### What is Q.Checkup Lite?

A web-based dashboard providing market share, competitor analysis, and opportunity identification based on Discovery Health claims data.

### What does data Q.Checkup Life use?

Longitudinal claims data from Discovery Health-administered schemes, covering ~7.8 million lives since 2008. Data is refreshed monthly (with a 1-month lag).

### What's the difference between Q.Checkup and Q.Checkup Lite?

Q.Checkup Lite is a streamlined, budget-friendly version for smaller players. Q.Checkup offers more comprehensive features including full export and custom views. See comparison sheet for details.

## About the partnership

### What is the SAMED-Quantium partnership?

SAMED has partnered with Quantum Health to offer members preferential access to Q.Checkup and Q.Checkup Lite, market intelligence platforms powered by Discovery Health claims data.

### Is SAMED endorsing Quantum?

Yes. SAMED has formally endorsed Quantum as a trusted partner for MedTech market intelligence. However, the decision to subscribe remains with each member.

## Getting started

### How do I sign up?

Complete the [Expression of Interest form](#). A Quantum representative will contact you to discuss your needs and provide a quote.

## About pricing and eligibility

### How much does it cost?

Pricing depends on your Discovery Health revenue and category scope. SAMED members receive 5–10% discount, with an additional 15% for micro-enterprises. Contact Quantum for a personalised quote.

### What if my DH revenue exceeds R80m?

You will automatically be quoted on Q.Checkup (our full platform) at separate pricing and you will still benefit from the discounts.

### Can I subscribe to only part of my portfolio?

Yes. You can choose specific product categories rather than your full portfolio, which affects pricing.

## About the pilot

### What is the pilot phase?

The first 10 SAMED members to sign contracts will form the pilot cohort, receiving a 10% discount (vs 5% standard). Go-live target is 1 May 2026.

### What if I miss the pilot?

You'll join the waiting list and receive the standard 5% SAMED discount. Quantum will onboard waiting list members progressively.

### Who do I contact with questions?

Email [qhelp@quantium.com](mailto:qhelp@quantium.com) or book time via the QR code.

# Q.Checkup Lite is our web-based dashboard with monthly data refresh

## Key capabilities:

- ✓ Market share by product, province, hospital
- ✓ Competitor analysis
- ✓ New opportunity identification
- ✓ Prioritised insights (categories losing share, driving decline)

## Benefits include:

- 01 Understand your performance vs market
- 02 Identify high-value accounts
- 03 Track competitor movements
- 04 Replace assumptions with evidence

From our  
Q.Checkup  
Lite users

“We can now use insights instead of relying on our assumptions.”

“This data is very critical as we prepare for our product launch.”

Value-added services  
for SAMED members

+ Post go-live strategy session (1 month)

+ 6-month strategy review

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# Indicative pricing guide

## Discount structure table

Category	Discount
Pilot cohort (first 10 members)	10%
Standard SAMED members	5%
Micro-enterprises (DH revenue <R10m)	Additional 15%
Multi-year commitment (3 years)	Additional 5%

## Indicative pricing table

DH revenue	~Private sector	Standard price	with SAMED discount
Under R10m	<R25m	~R66,000	~R50,000-R53,000*
R10m-R20m	R25m-R50m	~R75,000	~R67,500-R71,250
R20m-R40m	R50m-R100m	~R95,000	~R85,500-R90,000
R40m-R80m	R100m-R200m	~R130,000	~R117,000-R123,500
Over R80m	>R200m	Q.Checkup (separate pricing)	Contact for quote

\*includes micro-enterprise discount

### Important notes

- These are indicative only; actual pricing depends on your specific revenue profile and category requirements
- Discovery Health represents ~40% of the private healthcare market (multiply by 2.5 for estimated total private sector revenue)
- Each member must engage directly with Quantium for exact quote
- Members with DH revenue over R80M will be quoted on Q.Checkup (full platform).

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