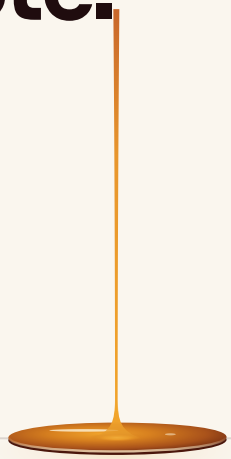
# Medical device distributors: the agent builds the quote. *You set the price.*

AI for medical device distributors works best on the paperwork around a case: the quote the rep asked for, the loan set that has to be at the hospital, and the usage sheet that becomes an invoice. Syrup builds one of those into the tools you already use, live in six weeks. Pricing, discounts and anything clinical stay with your people.



| 6 weeks | 1 workflow | 1 day |
|---|---|---|
| TO SHIP | AT A TIME | REPLY, BY A HUMAN |

§1 · WHERE THE HOURS GO — THREE JOBS, ONE AT A TIME

## Three jobs between the booking and the invoice.

| JOB | BEFORE | WHAT THE AGENT DOES | WHO DECIDES |
|---|---|---|---|
| **Case quotes** | *"Can I get a quote for Thursday's ACL?"* | Reads the rep's request, finds that surgeon's preference sheet for the procedure, and fills your quote template: products, codes, doctor, hospital and the discount already agreed. | Your office approves what goes out, until you decide otherwise. |
| **Loan sets** | *"Is the set at the hospital yet?"* | Keeps one list of which set is booked for which case, where it is now and when it is due back. Flags two cases that want the same set. | Your loan set co-ordinator decides who gets it. |
| **After the case** | *"What did we use?"* | Reads the usage sheet from theatre, matches it to the quote, drafts the invoice and the restock request, and lists anything used that was not quoted. | Your accounts team checks it and sends it. |

**We build one first. If it sticks, we pour the next.**

**You'll know our names.**

**Mathieu.** Founder. Asks the awkward question on the first call.

**Wayne.** AI Delivery Lead. Builds the thing.

**Devon.** Commercial Director. Johannesburg. Picks up the phone.

We're in Newlands, Cape Town, and work with distributors across South Africa.

# Thirteen quotes ready *before the office opened.*

Four reps, one quotes desk, a Monday.

**Stops at the price**

One rep asks for 15% off for a new surgeon. It isn't on the approved list. Held for the sales manager, with the request and the numbers.

**Spots the clash**

Two of Thursday's cases want the same instrument set, at hospitals forty minutes apart. Flagged today, not found out in theatre.

**A human sends them**

Thandi reads thirteen quotes and sends them. The reps have them before their first case.

**13**
quotes sent before 08:00

**1**
discount held for a person

**1**
set clash caught three days early

Made-up reps, surgeons and cases. Real workflow.



# What the agent never does.

**It never sets a price or a discount.**

It applies your approved price list and the discounts already agreed. Anything else is held for a person.

**It never chooses the implant.**

It follows the surgeon's preference sheet, and asks when a request does not match it.

**It never takes patient details it does not need.**

If a quote cannot work without them, that is agreed in the scope you sign, under POPIA's rules for health information.

**Price lists, preference sheets and hospital details stay in your own accounts.** We do not train AI models on them.



**Does it work with our quoting system?**

Usually, if it has an export or an API. The first build can also run on email and your quote template alone. We check on the call.

**Can it send quotes without anyone looking?**

Not unless you say so. Every First Pour starts with a person approving what goes out.

**What about the codes on each line?**

It uses the codes already in your price file. It never invents one and never changes one.

## Pick the quote. We'll bring *the jug.*

Thirty minutes, free, no deck. Tell us which job eats your week. We'll tell you, honestly, if it's worth automating.

- hello@poursyrup.ai · Reply in 1 business day
  poursyrup.ai/for/medical-device-distributors

**Book a 30-minute call**
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