

# Farmasanitas Ltda in Retailing (Colombia)

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## **Abstracts**

Farmasanitas Ltda has four business areas: chemists/pharmacies which sell directly to the public, institutional sales to clinics and hospitals, contract sales with IPS (Instituciones Prestadoras de Servicios/Healthcare institutions) and outsourcing services for pharmacies of hospitals and clinics. In 2014, the company began to change the name Farmasanitas to Cruz Verde, along with a revamping of the image of the stores. It is expected that this change will attract more consumers as its name is...

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