

SUPPLIER SAMPLE / KENTRO TO SAUDI ARABIA

Catalogue Opportunity Scan

Find the three products to investigate first.

A visual screening brief for a manufacturer and its prospective Saudi business partner. Compare quoted purchase commitments, public retail context and the questions that could change a launch decision.

20 configurations screened / 1 target country / 3 priorities

Package: US\$299 - up to 20 products across up to 3 target countries. This sample demonstrates one country only. Screening and a ranked summary PDF; not 20 full product-country research reports.



KTR-2610 / KTR-2402 PET heat / KTR-4029. Supplier catalogue pictures. [S02]

QUICK VERDICT / RANKING IS A COMMERCIAL JUDGMENT

Three research priorities. One release gate.

GO: VALIDATE THE SHORTLIST. HOLD: COMMERCIAL RELEASE.

Request exact-model evidence, local licensed roles and written costs before an order. No Saudi model authorization, demand volume or customer purchase commitment is established by this scan. [\[S03\]](#) [\[S04\]](#)

01 KTR-2610 / handheld

Two visible branded retail offers give a useful format benchmark. Rechargeable configuration merits a customer test.

Strongest local format evidence

02 KTR-2402 / PET heat

A Saudi pharmacy carries a TENS + heat format. Investigate packaging, usable instructions and replacement pads.

One pharmacy comparator

03 KTR-4029 / foot platform

Distinct rigid-platform format; 1,000-unit quoted MOQ. Validate demonstration economics and willingness to pay.

Comparable platform price missing

Ranking method: local format evidence first, then quote clarity, order commitment and support/positioning questions. No weighted score, sales forecast or approval probability is claimed. Lower-priced variants remain alternatives; heat, wireless and specialist formats add separate validation questions.

SAR PER UNIT / LOWER-COST, BASE AND STRESS ASSUMPTIONS

What could one unit cost before product VAT?

KTR-2610

Lower cost		38.30
Base		44.75
Stress		56.19

KTR-4029

Lower cost		102.15
Base		118.41
Stress		148.18

Planning inputs, lower/base/stress (SAR/unit): handheld freight 2.50/5/10, broker 1.50/3/6, inspection 0.50/1/2; foot freight 8/15/30, broker 3/6/12, inspection 1/2/4. Duty: 0%/5%/10% of CIF; processing formula on page 9. Factory: US\$9 / 3,000 units and US\$24 / 1,000 units respectively. Freight includes insurance; one chosen route. Excludes foot adapter, product VAT and fixed costs. Tariff and operating allowances are unconfirmed; these are cost cases, not probabilities. [S01] [S06] [S07]

QUOTED CONFIGURATIONS 1-10 OF 20 / USD FOB SHENZHEN

Screening matrix: handheld and wireless

Configuration	Unit FOB	MOQ	Product invoice at MOQ	Screening disposition
KTR-209	US\$7.00	3,000	US\$21,000.00	Alternative: lower factory price; AAA operation.
KTR-2230	US\$8.00	3,000	US\$24,000.00	Alternative: AAA format; compare full offer.
KTR-2610	US\$9.00	3,000	US\$27,000.00	SHORTLIST 01: rechargeable handheld anchor.
KTR-2262 / 2 channels	US\$9.50	3,000	US\$28,500.00	Clarify battery / packing differences first.
KTR-2264 / 4 channels	US\$12.00	3,000	US\$36,000.00	Clarify battery; justify four-channel premium.
KTR-2223 (2641)	US\$13.00	3,000	US\$39,000.00	Heat format; resolve alias, levels and packing.
KTR-2401 / body unit	US\$5.00	5,000	US\$25,000.00	Wireless candidate; highest quoted MOQ.
KTR-2493 / single	US\$8.50	3,000	US\$25,500.00	Wireless option; remote, spares and support.
KTR-2493 / 2-in-1	US\$12.00	3,000	US\$36,000.00	Bundle option; test complete-system value.
KTR-2493 / 4-in-1	US\$19.00	1,000	US\$19,000.00	Bundle option; local comparable price absent.

Product invoice = quoted unit price x row MOQ. Arrival costs, tests, registration and selling expenses are additional. Quote footer MOQ 3,000 conflicts with some rows; confirm the model-specific terms. [S01]

QUOTED CONFIGURATIONS 11-20 OF 20 / USD FOB SHENZHEN

Screening matrix: heat, foot platforms and mats

Configuration	Unit FOB	MOQ	Product invoice at MOQ	Screening disposition
KTR-2402 / no heat	US\$6.50	3,000	US\$19,500.00	Alternative: no heat; separate positioning.
KTR-2402 / PET heat	US\$9.00	3,000	US\$27,000.00	SHORTLIST 02: PET heat format.
KTR-4012 (4015) / AA	US\$18.50	1,000	US\$18,500.00	Alternative: AA rigid platform.
KTR-4012 / lithium	US\$21.00	1,000	US\$21,000.00	Alternative: lithium rigid platform.
KTR-4029	US\$24.00	1,000	US\$24,000.00	SHORTLIST 03: rigid platform; adapter extra.
KTR-4027	US\$27.00	1,000	US\$27,000.00	Higher factory price; validate added value.
KTR-4021	US\$29.00	1,000	US\$29,000.00	Silicone contact surface; validate premium.
KTR-4026 / heat	US\$31.00	1,000	US\$31,000.00	Hold configuration: mains / battery conflict.
KTR-208 / foot-body	US\$7.50	3,000	US\$22,500.00	Battery foot/body format; compare usability.
KTR-2401 / foot mat	US\$9.00	3,000	US\$27,000.00	Mat format: local SAR 55 adjacent competition.

Scope selection: KTR-2492 single and KTR-2402 silicone heat were omitted as overlapping alternatives to keep this sample at 20 configurations. Specialist catalogue-only devices are outside this priced scan. They were not rejected as non-viable. [S01] [S02]

OPPORTUNITY 01 / SAUDI ARABIA / SHORTLIST FOR VALIDATION

Start with the rechargeable handheld.



KTR-2610 / supplied configuration

US\$9.00 / MOQ 3,000

PRODUCT INVOICE AT MOQ

US\$27,000.00

Why it is on the shortlist

Visible handheld competition makes this the clearest initial format comparison. The quotation describes two channels and 80 modes; mode count does not prove better clinical performance. [S01]

Saudi market context

Beurer EM 49 offers: Dr. Nutrition SAR 253.92; Be Care SAR 284.99. These are two observed offers, not a market average or a recommended KENTRO selling price. Confirm checkout and delivered terms. [S08] [S09]

First action for the supplier and buyer

Ask a licensed medical distributor to review the exact-model evidence and sample. Obtain spare-pad pricing, local warranty costs and a written channel-price hypothesis before accepting 3,000 units.

Key hold: quoted vs catalogue timer differs (15/30/45 vs 15/30/45/60 minutes). Freeze the shipped revision and its instructions. Base landed-cost illustration: SAR 44.75 before product VAT; no retail margin is inferred. [S01] [S02]

Investigate the menstrual heat format.



KTR-2402 / PET heat version

US\$9.00 / MOQ 3,000

PRODUCT INVOICE AT MOQ

US\$27,000.00

Why it is on the shortlist

A distinct pharmacy-category proposition is worth testing separately from general handhelds. Supplier states heat at 43C and a 900mAh battery; performance and safety evidence have not been tested here. [S01]

Saudi market context

Nahdi's Saudi storefront displays Beurer EM 50 at 299.00, treated here as SAR. A visible TENS + heat format supports category investigation; it does not prove KENTRO demand or allow the same medical claims. [S10]

First action for the supplier and buyer

Ask the supplier for exact PET-contact/gel materials, thermal and battery evidence, replacement-pad terms and proposed instructions. The Saudi partner should validate packaging, support and buyer expectations.

Key hold: intended purpose, skin-contact and thermal evidence need qualified review and exact-model Saudi permission. No cost equivalence to the handheld or competitor is assumed. No sales or retail-margin forecast is made. [S03]

OPPORTUNITY 03 / SAUDI ARABIA / SHORTLIST FOR VALIDATION

Test the foot platform as a separate business.

**KTR-4029 / rigid platform****US\$24.00 / MOQ 1,000**

PRODUCT INVOICE AT MOQ

US\$24,000.00**Why it is on the shortlist**

A 1,000-unit quoted MOQ gives a different stocking commitment from the handhelds. The platform includes a remote and body electrodes; optional adapter is US\$2 extra. Demonstration, parcel size and returns need separate costing. [S01]

Saudi market context

Salamatak lists a foldable EMS foot mat at SAR 55. That is adjacent budget competition, not a comparable rigid-platform benchmark. No verified like-for-like Saudi platform price was obtained. [S11]

First action for the supplier and buyer

Ask medical-equipment retailers for written interest, acceptable delivered price and demonstration/service requirements. Obtain actual packing-based freight quotes and a Saudi adapter configuration before modeling a retail offer.

Key hold: do not adopt catalogue blood-clot-prevention language without approved exact-model evidence. Base landed-cost illustration: SAR 118.41, adapter excluded, before product VAT. Ranking is lower because local platform pricing is unresolved. [S01] [S02] [S03]

DOCUMENT HANDOVER / COST LOGIC / NEXT-STAGE CHECKS

Close the open items before a purchase order.

LANDED COST / SAR PER UNIT

KTR-2610

Lower cost	<div></div>	38.30
Base	<div></div>	44.75
Stress	<div></div>	56.19

KTR-4029

Lower cost	<div></div>	102.15
Base	<div></div>	118.41
Stress	<div></div>	148.18

KTR-2610 base: 33.75 factory + 5.00 freight + 1.94 duty + 0.06 processing + 3.00 broker/inland + 1.00 inspection = **SAR 44.75**. Processing/unit = min(500, max(15, 0.0015 x CIF shipment value)) / quantity. Displayed lines rounded; broker confirms special caps. [\[S06\]](#) [\[S07\]](#)

KENTRO to supply

Signed SKU/revision and intended use; readable model-matched technical files; proposed bilingual labels/instructions; accessory/spare quotes; battery and final packing information. Availability remains to be confirmed. [\[S01\]](#) [\[S02\]](#) [\[S12\]](#)

Saudi partner to arrange

Named licensed importer/distributor and representative route; exact-model authorization check; broker’s classification/tax/freight advice; channel, storage and after-sales plan. [\[S03\]](#) [\[S04\]](#)

Recalculate before committing

CIF = factory in SAR + freight/insurance. Duty is a scenario, not a confirmed rate. Add actual channel fees, ads, returns and support before calling any remainder contribution. A 15% VAT cash sensitivity is separate; confirm exact treatment and recoverability. [\[S05\]](#)

From a catalogue to three research priorities.

CLICKABLE SOURCE REGISTER

[\[S03\]](#) SFDA marketing authorization

[\[S04\]](#) SFDA establishment licensing

[\[S05\]](#) ZATCA VAT overview

[\[S06\]](#) ZATCA customs processing fees

[\[S07\]](#) SAMA exchange-rate policy

[\[S08\]](#) Dr. Nutrition / Beurer EM 49

[\[S09\]](#) Be Care / Beurer EM 49

[\[S10\]](#) Nahdi / Beurer EM 50

[\[S11\]](#) Salamatak / foldable foot mat

[\[S12\]](#) IATA battery transport guidance

Retail offers accessed 10 October 2026. No checkout, sales-volume dataset, representative customer survey or factory/sample test. Prices can change. Sources establish context, not KENTRO demand or clearance.

What this package delivers

US\$299: screen up to 20 selected products across up to 3 nominated target countries; receive a ranked shortlist of 3 opportunities and a summary PDF. This sample screens 20 configurations in Saudi Arabia only.

What to send

Catalogue, SKU list, supplier prices/MOQs, nominated countries, buyer/channel goal and any existing product documents. [S01] quotation and [S02] catalogue are client-supplied evidence in this sample.

Scope boundary

Comparative screening; no full report for every product-country pairing. No regulatory filing, verified clearance, binding freight quote, clinical finding or guarantee of sales. Rank reflects research priorities and unresolved evidence.

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