

Heriberto Acosta

Farmatel



“ I saw an opportunity to serve Mexican patients needing rare and expensive medications. ”

COUNTRY	Mexico
INDUSTRY	Healthcare
EMPLOYEES	80
YEAR SELECTED	2007
WEBSITE	www.farmatel.com.mx/

COMPANY SNAPSHOT

Recognizing the lack of services for both laboratories and patients, Heriberto, a serial entrepreneur, created Farmatel in 1997 to put the Mexican pharmaceutical industry on the road back to health. The company sells and distributes rare and expensive medications directly to patients in their homes anywhere in Mexico, within 24 hours. Farmatel also provides laboratories with the information they need to better understand patients' needs and market trends. Heriberto Acosta has sold medication to nearly 30,000 people across Mexico and has formed partnerships with over 25 insurance companies to sell to their policyholders.

ENDEAVOR AND FARMATEL

Heriberto has benefited from a local advisory board and road shows, receiving support including legal advice.

He has spoken on behalf of Endeavor at conferences and events.