



MITTELSTAND
GLOBAL
MARKTERSCHLISSUNGS-
PROGRAMM FÜR KMU

Trade Mission MedTech

Germany - United Kingdom
London, March 11th – 14th, 2024



Organizer



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Message of greeting from the Foreign Market Entry Programme



Mr. Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)
Germany Trade & Invest

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the initiating business opportunities module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between the United Kingdom and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Climate Action, I would like to thank the participants from Germany, all multipliers, and other involved parties in the United Kingdom for their contribution to create a successful measure.

A handwritten signature in blue ink, appearing to be 'Christian Tippelt', written in a cursive style.

Programme of the Symposium, March 12th, 2024

| Day / Event | Time | Event Information |
|--|-----------------|--|
| <u>Tuesday, March 12th, 2024, London</u> | 09.00am | Meeting in the hotel lobby |
| Mission Presentation | 10.00 - 10.30am | Admission of British guests |
| Venue: Fora Borough | 10.30 - 10.45am | Introduction, greetings, by Mr Markus Knauf, Head of Department for Economic Affairs, Energy and Global Issues |
| Address: 180 Borough High St London, SE1 1LB | 10.45 - 11.00am | Presentation of German companies: AKRUS GmbH & Co. KG, Angiolutions GmbH, August Reuchlen GmbH, fraecermed UG |
| Moderation: Trade Horizons | 11.00 - 11.20am | Expert Speaker DE: Alexander Boxler, Managing Director GHA |
| | 11.20 - 11.35am | Title: German Medtech Market |
| | 11:35 - 12.00pm | Presentation of German companies: HAEBERLE GmbH + Co. KG, Healion Global, Martin.Care GmbH, 3D MicroPrint GmbH |
| | 12.00 - 12.20pm | <i>Coffee-Break</i> |
| | 12.20 - 12.35pm | Expert Speaker UK: Sam Wiggins, Senior Sourcing Director, HTE |
| | 12.35 - 1.00pm | Title: TBC |
| | | Presentation of German companies: ITK Engineering GmbH, WOLF GmbH, Weiss Klimatechnik GmbH |
| Lunch | 1.00 - 3:00pm | Expert Speaker UK/DE: Siemens Healthineers (TBC) Catered Lunch for all participants and guests (free of charge) |
| Networking + B2B meetings | | Networking, B2B |

Programme March 13th and 14th, 2024

| Day / Event | Time | Event Information |
|--|-------------------|--|
| <u>Wednesday, March 13th, 2024, London</u> | | |
| All day B2B Session | 09.00am - 1.00pm | B2B Session |
| Venue: Regus, Address: 307 Euston Road, Bloomsbury, London, NW13AD | | |
| Lunch break | 01.00 - 2.00pm | Lunch break + Networking |
| B2B Session | 2.00 - 6.00pm | B2B Session |
| Return to Hotel | 06.00 - 06.30pm | By Public Transports (Underground) |
| Dinner | 08.00pm | Dinner at own expense (restaurant TBC) |
| <u>Thursday, March 14th, 2024, London</u> | | |
| Breakfast + Technical Visit | 09.30am - 12.00pm | <ul style="list-style-type: none"> ▪ Visit of the premises ▪ Networking opportunity with Management of Kadans Science Partners |
| Venue: Kadans London Innovation Centre https://www.kadans.co.uk/portfolio-items/london-innovation-centre/ Address: 20 Water St, London, E15 5GX | | |
| Final discussions and feedback round | 12.00 - 1.30pm | Get together Lunch (at own expense) |
| | 1.30 - 2.30pm | Final discussions and feedback round |
| | 3.00pm | Individual departure |

Organizing Team: Trade Horizons Ltd.

Trade Horizons is an award-winning market entry company, assisting ambitious companies to identify, develop and grow sustainable revenues in new geographic markets. We offer support to clients in international strategy development for their global business growth, and throughout the key phases of market entry execution – Preparation, Launch and Growth. We assist with all aspects of market entry by providing the local, specialised end-to-end knowledge, skills and expert support required to help companies establish their business successfully and fast. We connect our Clients with the local support they need to assess and enter the market successfully, taking full advantage of market opportunities. Tailored expert assistance is available at every stage.



Mr. Nick Jordan, CEO

Mr. Nick Jordan is the founder and CEO of Trade Horizons. He has been the driving force on building a team that has deep local roots as well as years of practical international expansion expertise. Nick has over 20 years experience working in global multinationals, running his own consulting company and in start-ups. He has worked for large US, European and British financial services companies as well as in consulting, technology and manufacturing. Nick is also a Tech London Advocate and a qualified Private Banker.

Mr. Giulio Jossa, Associate Director

Mr. Giulio Jossa is Associate Director of Trade Horizons, with a solid background in the financial sector. He has over 10 years experience in international business development and has a proven track record of being able to build qualified pipelines of leads and successfully convert them. He is able to combine a deep understanding of products and manufacturing processes with market knowledge. He has deep experienced in project managing Institutional trade missions to the UK.





Ms. Miriam Achenbach, Associate Consultant - Germany/Italy

Ms Miriam Achenbach is an experienced tender and project manager for internationalization and market entry projects (especially Italy and D-A-CH). She has 15+ years experience working on behalf of the Federal Ministry for Economic Affairs and Climate Action and has organized and coordinated nearly a 100 projects on all continents.

Ms Alessandra Baldoni, Associate Consultant - Germany/Italy

Ms Alessandra Baldoni has 10+ years experience in Sales, Marketing, Lead Generation and Customer Care, working primarily for German and Italian clients. She has several years experience with the Foreign Market Entry Programme for German SME and in internationalization and market entry projects both for institutional and private clients.



Ms Vanessa Dal Busco, Digital Marketing und Social Media

Ms Vanessa Dal Busco is an experienced Marketing Specialist with a demonstrated history of success in Information Technology and Services, and in Finance and The Arts. She is a strong business development professional skilled in Marketing, Social Media, Lead Generation, Negotiation, Business Planning, Sales, Market Research, and Management.

Institutional partners: UK and Germany



Association of British Health Tech Industries

ABHI supports the UK HealthTech community to save and enhance lives. Members, including both multinationals and small and medium sized enterprises (SMEs), supply a wide range of products from syringes and wound dressings to surgical robots, diagnostics and digitally enhanced technologies. ABHI represents the industry to stakeholders, such as the government, NHS and regulators. ABHI's 400 members account for approximately 80% of the UK market sector by value. <https://www.abhi.org.uk/>



British Healthcare Traders Association

BHTA is a trade association that brings together healthcare and assistive technologies manufacturers, suppliers, distributors and service providers to support health and care systems and protect consumers' interests. BHTA has more than 400 members of retailers, installers, service providers, distributors and manufacturers that provide essential equipment and services to both the public and private sectors. Through interaction and engagement with regulatory and standards-setting bodies, both domestic and international, BHTA is at the forefront of improving standards for the provision of quality healthcare and assistive technology products and services. <https://www.bhta.com/>



MedCity

MedCity is the cluster organisation for the world-leading health and life sciences sector in London. Founded by the Mayor of London in partnership with the city's Academic Health Science Centres, MedCity fosters international collaborations between biotech, medtech and pharma companies and the capital's world-leading life sciences ecosystem to supercharge innovation, drive inward investment and build skills and talent across the sector in the UK. <https://www.medcityhq.com>



**Queen Mary
University
Enterprise
Zone**

Queen Mary's Enterprise Zone

Queen Mary University Enterprise zone (QME) is an innovation hub, offering flexible, modern workspace for Digital Health, MedTech and AI start-ups in East London. <https://www.qmenterprisezone.com>



Science and Engineering Health Technologies Alliance

SEHTA helps accelerate health technology innovation from concept to commercialisation with comprehensive business support, advice and real-world experience. SEHTA's established track record and unrivalled network helps innovators to scale their business and transform outcomes for patients. <https://sehta.co.uk>



SPECTARIS

SPECTARIS is a German industry association representing 450 predominantly medium-sized companies from the high-tech sectors of optics, photonics, analytical and medical technology. The majority of our member companies are medium-sized manufacturers who operate in their segments as "hidden champions" on the world market. Since 1881, we have been pooling the expertise of our members and positioning ourselves jointly on relevant issues of industrial policy, SMEs and research and development. We also offer targeted support for foreign trade or information on licensing issues, important legislative changes and business management topics. <https://www.spectaris.de/>



GHA – German Health Alliance

The GHA – German Health Alliance thus is covering a very broad range of health expertise while sharing a strong international focus. More than ever, on top of the excellent solutions from single providers it nowadays requires complete solution packages of uncompromised quality which can be flexibly and modularly adapted to the widely varying specific needs and challenges. Quite unique with GHA –

German Health Alliance is its focus and expertise on systemic approaches and strategies for improving health infrastructure. Innovation and partnerships are key drivers in the activities of GHA and its members. Therefore, GHA connects stakeholders from all sectors within its own network and far beyond including governments and international organizations. <https://gha.health/en/>



BVMed - Bundesverband Medizintechnologie e.V.

BVMed represents more than 300 manufacturers, distributors and suppliers in the medical technology sector, as well as providers of medical aids and homecare services. Among others, the world's 20 largest medical device manufacturers in the consumer goods sector are organised in BVMed. BVMed is the voice of the German

medical technology industry and, in particular, of small and medium-sized medical technology companies. <https://www.bvmed.de/de/english>



medways e.V.

medways - Verband der Medizintechnik und Biotechnologie - Our member companies, research institutes and universities develop innovative products and procedures for the diagnosis and treatment of age-related diseases for various fields of application in medicine. medways supports this process through - the medways

Service Center - the medways Research Center and - the medways Academy. medways coordinates joint research projects, organises training seminars and advises on the approval of medical products, CE certification and QM systems. <https://www.medways.eu/index.php>



Bundesverband Gesundheits-IT bvitg e. V.

Gesundheits-IT leistet einen großen Wertbeitrag für das Gesundheitswesen. Gemeinsam mit seinen Mitgliedsunternehmen arbeitet der Bundesverband Gesundheits-IT – bvitg e. V. intensiv daran, die Gesundheits-IT für alle Versorgungsbereiche zu etablieren, um so die Gesundheitsversorgung der Menschen in Deutschland nachhaltig zu verbessern. <https://www.bvitg.de/>



Berlin Partner für Wirtschaft und Technologie GmbH

The German capital region is one of the world's leading locations for the healthcare industry, healthcare, and the life sciences. Leading global companies, renowned scientists, first-class hospitals, innovative start-ups, and specialists from all over the world work together in Berlin-Brandenburg each day to deliver the very best goods and services for the regional and global healthcare markets. The cluster management team at Berlin Partner for Business and Technology and Brandenburg Economic Development Corporation (WFBB) drives networking and the technology transfer in the region and supports international companies interested in relocating to the German capital region. <https://www.healthcapital.de/en/>



GTAI – Germany Trade & Invest

GTAI is the economic development agency of the Federal Republic of Germany. As well as supporting export promotion, we also recruit and advise foreign investors. We also strengthen the image of Germany as a business location and promote the new federal states. GTAI is the first point of contact for Germany's export-oriented small and medium-sized enterprise (SME) sector. Our business analysts regularly report on 120 countries and provide the knowledge base for planning and conducting foreign business activities. In order to successfully compete internationally, Germany's export-oriented SME sector has to know its markets and the import regulations and characteristics of its target countries. GTAI experts at more than 50 locations worldwide analyze the latest trends and developments in all strategic growth markets. Our database is updated daily and offers a diverse variety of status reports and analyses with around 3,000 new articles each year. <https://www.gtai.de/en/invest>

German Companies

The following German companies are participating in the Trade Mission to London. After the following 2-page overview you can find the detailed profile of each participant, in alphabetical order.



3D MicroPrint GmbH

Manufacturer of micro metal components by using Micro-Laser-Sinter technology.



AKRUS GmbH & Co. KG

Manufacturer of chairs, beds and stools for the medical environment.



Angiolutions GmbH

Pioneer in the development of a first-of-its-kind minimally invasive class III implant to stop AAA at an early stage.



August Reuchlen GmbH

Specialist manufacturer of of surgical instruments.



Fraecermed UG (haftungsbeschränkt)

Fraecermed has developed AI software to solve one of the most costly challenges for hospitals.

HAEBERLE

We.Move.Design.®

HAEBERLE GmbH + Co. KG

Haerberle produces high-quality, customized medical carts.



Healion Global

Healion Global is building strategic partnerships on both sides of the industry supporting contract manufacturing organizations as well as Medical and Pharmaceutical OEM's



ITK Engineering GmbH

Providing software & systems engineering services in healthcare.



Martin.Care GmbH

Developer and producer indoor tracking technology for healthcare facilities.



Weiss Klimatechnik GmbH

Providing reliable climate solutions wherever people and machinery are challenged.



WOLF GmbH

World's leading suppliers of Air Handling and Heating Systems.



Contacts

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www.3dmicroprint.com

MEDTECH

3D micro
PRINT



Company

3D MicroPrint GmbH manufactures high-precision micro metal components by using Micro-Laser-Sinter technology. For more than 10 years, the company has offered a full service from engineering, product design, prototype development to serial production of your unique application. In addition, 3D MicroPrint sells his own developed 3D printing system with the MLS technology.

Products and technologies

Their Micro Laser Sintering process aims to produce high-resolution micro components in the micrometer range. This type of additive manufacturing using L-PBF base technology, improved for real micro powders with less than 5µm grain size. The part is successively built-up layer by layer out of metal powder, with a micro laser beam fusing the individual powder particles into the desired shape. This process is used to produce customised 3D components. With the "Print-as-One" process, 3D MicroPrint GmbH can profitably produce complex geometries with minimal wall thickness of less than 50 µm in a single operation for movable mechanisms, without the need of assembling from individual parts.

Strengths

3D MicroPrint GmbH offers engineering and designs services for 3D manufacturing, printing services for micro metal parts from prototypes to large scale series production and his own MLS machines. The company has more than 10 years of production and technology expertise in the market for all industries worldwide, in particular in the fields of medicine and robotics, automotive, aerospace, watches and jewellery, energy technology, fluid technology and electrical engineering. The uniqueness of the company lies in the ability of the manufacturing process to design and produce highly complex components for customers in the very small micro range as print as one. They have been ISO 9001 certified since 2016 and manufacture to ISO 13485 / MDR guidelines.

Target clients

The 3D microprinting process is primarily used in the fields of medical implants and instruments, robotics, optics and medical sensors. The company also has customers in the aerospace, automotive, defence, energy, electronics and other sectors.





As a result of a 75+ years company history we are providing professional patient positioning systems used in same day surgery.



Contacts

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info@akrus.de



www.akrus.de

MEDTECH



Company

At AKRUS we are supporting surgeons and industry partners around the world with flexible, mobile and independent patient positioning solutions. The Company was founded back in 1946 providing oil pump chairs and barber chairs to well known hairdressing accessories companies Schwarzkopf and Wella. In 1976 the decision was taken to produce chairs, beds and stools for the medical environment as a result of broadening business opportunities by intense listening to surgeons and medical staff. In 2022 Rainer Höpfl became owner and CEO. He has made the company MDR ready and transfers AKRUS into the future



Products and technologies

The company's DNA is mobility. High quality components are used to form full sets of mobile patient positioning systems. AKRUS stands for heavy duty electric motors instead of oil based hydraulic systems. Battery driven power supply allow for unsurpassed mobility and flexibility. AKRUS stools, chairs, beds and tables are used in multiple medical fields such as ophthalmology, ENT surgery, maxillofacial surgery, plastic / esthetic surgery , orthopedics, dermatology, plastic surgery and general surgery.

High production depth, short supply chains and process ownership (design to shipment) are the foundation of long lasting high quality products made in Germany.

Strengths

AKRUS is a certified, Class 1 MDR ready medical technology manufacturer based in Germany and located in Germany's no. 1 green energy region.

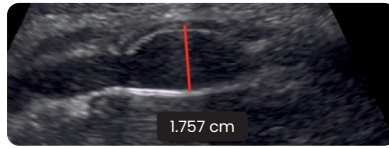
Our products are well designed, solidly build, long lasting patient positioning systems at a competitive price-performance ratio. We are very sustainable as our products are very durable. 75 global dealers value service orientation, manufacturing speed and accountability.

The great value for industry partners is the AKURS competence of inhouse engineering, process ownership, manufacturing control, supply performance and service orientation.

Target clients

Organisations / individuals dealing with same day surgeries, Medical technology dealers, Industry partners providing med tech components requiring, patient positioning systems, Industry partners requiring Class 1 instrument tables, Hospital organisations, Buying groups

Stopping life-threatening aneurysms.



Day
7

AAA **before** implantation



Day
7

Directly **after** implantation



Day
28

3 weeks later: Device stops AAA progression and even reduces size

Angiolutions' leadership team



PD Dr. med. Uwe Raaz
Co-Founder & Co-CEO



Dr. med. Isabel N. Schellinger
Co-Founder & Co-CEO



Marius Rummel
Chief Business Officer



Funded by
the European Union



Contacts

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MEDTECH



Company



Angiolutions revolutionizes the treatment of life-threatening abdominal aortic aneurysms (AAAs) with a unique solution that stops the disease in its tracks.

AAA is a dangerous disease of the biggest blood vessel of our body affecting 1 in 20 people. Although most AAAs are detected at an early stage, there presently is no treatment to stop the disease from progressing. If left untreated, AAAs often rupture fatally. Based on latest research findings, Angiolutions will offer the **world's first implant to stop AAA at an early stage**, offering renewed hope and improved outcomes to millions of AAA patients.

Products and technologies

Based on the founders' latest research findings discovered at Stanford University, Angiolutions is pioneering the development of a **first-of-its-kind minimally invasive class III implant to stop AAA at an early stage**. The device prevents further AAA progression and acts by reducing AAA biomechanical stress arising out of aortic pulse waves impacting the AAA.

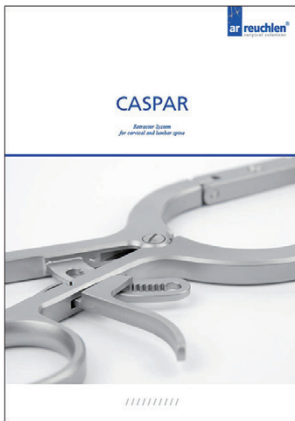
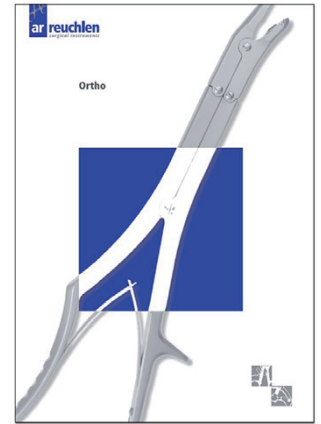
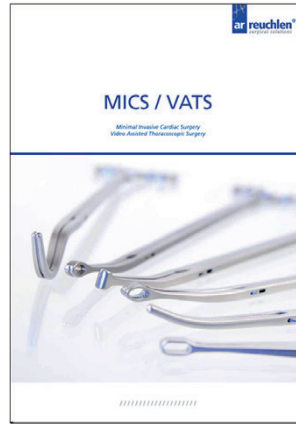
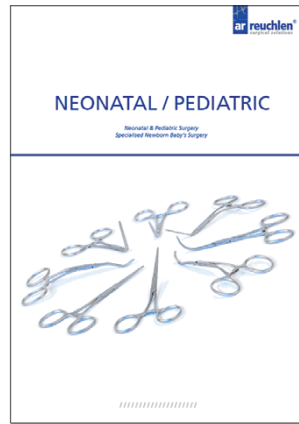
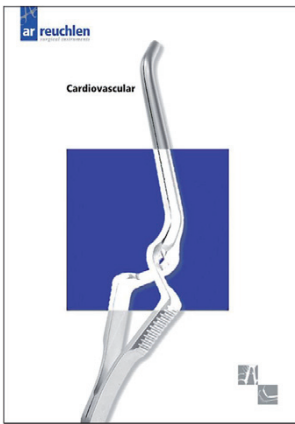
Angiolutions' vision is to revolutionize AAA therapy and improve the lives of millions of patients around the world, allowing them to live longer and healthier lives.

Strengths

- First intervention to treat the root cause of the disease by eliminating the biomechanical stress (aortic pulse waves) that drives aneurysm progression – based on a radically new understanding of AAA growth mechanisms.
- Only device to stop progression of small AAA to large AAA
- Eliminates the need for complicated and risky prosthetic graft implantation and the risk for life-threatening complications
- Can be implanted by a wide range of physicians by standard catheter-based technique
- No general anesthesia
No intensive care for patients and much shorter hospital stay in contrast to market standard
- Increases effectiveness and reduces costs for payers (-€21,914,33 /QALY)

Target clients

- Distributors for medical products (preferably with experience in cardiovascular devices)
- Hospitals treating abdominal aortic aneurysms
- Insurers
- Physicians specializing in the treatment of abdominal aortic aneurysms
- Regulatory experts in the field of cardiovascular medical devices
- Reimbursement specialists for class 3 implants (cardiovascular experience preferred)



Contacts

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 Junkersstrasse 8
 D-78532 Tuttlingen

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 info@reuchlen.com



www.reuchlen.com

MEDTECH



Company

International established company specialized in the production of surgical instruments of optimal quality. August Reuchlen GmbH offers a wide range of about 2.000 products, most of them manufactured in-house. August Reuchlen's development engineers clarify with each customer all important key data around their specific customer project. This means that their individual request remains in the best hands and is implemented by August Reuchlen's surgical, machining and precision mechanics according to the best quality standards.



Products and technologies

August Reuchlen's range of surgical instruments includes the following areas: General Surgery, Thoracic & MICS/VATS, Spine-Systems, Orthopedics, Ring Retractor and CNC-controlled milling and turning centers, erosion and laser technology.

Strengths

- Real made in Germany manufacturer of surgical instruments
- Highest quality
- Adaptation of instruments

Target clients

- OEM customers (manufacturers)
- Dealers
- Hospitals



Financial and staff-time savings with AI software

Contacts

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in technical co-operation with
fto-digital-transformation
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info@fraecermed.de



www.fraecermed.de

MEDTECH



Company

FRAECERMED has developed AI software to solve one of the most costly challenges for hospitals. Operating rooms generate the highest costs in hospitals. This is due to inadequate capacity utilisation, as there are major differences between the current schedule (estimated times) and the actual process. The differences are eliminated by physically measuring medical activity times and form the basis for optimised scheduling, which reduces excessive staff numbers and saves capital. The system is controlled by a digital twin.



Products and technologies

By measuring time with sensors (pressure, electric field, body sounds, interference level of the laparoscope, "luminous" substances, etc.), characteristic vectors are generated in the organisational workflow of operations, which reflect the temporal individuality of the employee (Bayesian probabilities; London 1742). This AI technology is used for all operating staff and forms the basis of PARETO optimisation for all operating rooms. The result is full capacity utilisation.

Strengths

Ordinal computing has only been around since 2012, and Fraecermed has acquired 5 patents for ordinal computing through. This software is a disruptive innovation that solves the previous problem of inefficient processes in hospitals by mapping the individuality of patients and staff. Ordinal computing has only been around since 2012, and Fraecermed has acquired 5 patents for ordinal computing through. This software is a disruptive innovation that solves the previous problem of inefficient processes in hospitals by mapping the individuality of patients and staff. An Example from Germany:

In an orthopaedic university hospital it was possible to reduce the number of required rooms from to 5 (8-3), resulting in a financial savings per year: **€1.56 million**

Target clients

Hospitals

HAEBERLE at a glance.



Contacts

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www.haeberle-med.de/en

MEDTECH

HAEBERLE

We.Move.Design.®

Company

HAEBERLE is specialized in high-quality, customized medical carts. The company tailors the carts individually to their respective application. With a very high demand for function, ergonomics, and aesthetics. HAEBERLE has large medical technology manufacturers as customers who are looking for suitable carts for their high-quality devices; the carts must then not only be functional, but their design must also perfectly match the device; the so-called Smart & Human Centered Design is becoming increasingly important. HAEBERLE's customers also include hospitals and medical practices that buy the carts in medical specialty stores. HAEBERLE's vision is for his systems to make handling medical devices more efficient in everyday life and to relieve the much-needed medical staff so that more time is left for the patient.

HAEBERLE

We.Move.Design.®

Products and technologies

HAEBERLE product solutions are as diverse and demanding as the requirements of medical technology. The comprehensive and practical product range fulfils all important functions in terms of work efficiency, quality, technical and ergonomic aspects. HAEBERLE produces equipment cart systems, multipurpose carts, ISO module and function carts, disinfectant dispenser, monitor carrier systems and accessories that makes the HAEBERLE cart solutions even more individual.

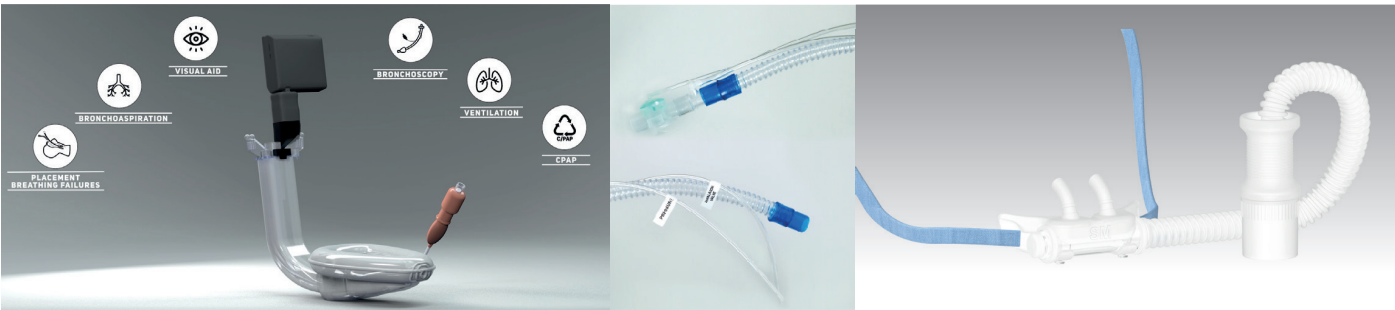
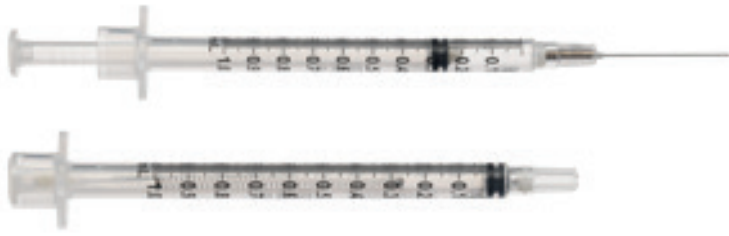
Strengths

- tailored solution for every medical application
- versatile cart systems for different medical applications
- around 28,000 different solutions can be configured, including equipment carts, rounds carts and ward carts, complemented by a full range of accessories

Target clients

HAEBERLE is looking for distributor with the opportunity to final assemble the products in UK





Contacts

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<https://healion-global.com/>

MEDTECH



Company



Healion Global is building strategic partnerships on both sides of the industry supporting contract manufacturing organizations as well as Medical and Pharmaceutical OEM's introducing devices into the Healthcare markets globally. We support stakeholders in the Healthcare Sector including MedTech, Pharma and Healthcare Organizations in achieving commercial success and ensuring regulatory compliance. Drawing upon our extensive professional knowledge and broad network, we contribute our experience, commitment and business partner network to enhance their journey. Commercial Services and Strategy Consulting should be delivered by people with real experiences - in that sense Mark Heuring found Healion Global bringing tangible customer value to the table.

Products and technologies

With a worldwide network and over two decades of experience, Healion Global is a network multiplier with a broad range of medical devices, medical consumables and MedTech products offered together with trusted business partners.

Core areas are hospital business (specifically Anaesthesia, ICU, surgical instruments and Neonatal), Homecare and distribution channels.

Strengths

- Broad business partner network (can be pulled in depending on topic)
- Deep and intense experience – more than 20 years in the MedTech and Healthcare World
- Adding Consulting Services like Road to market, distribution channels, regulatory support, commercial services like Business Development (strategy, enabling and doing)

Target clients

Medical Device Manufacturer seeking for global commercial and regulatory support as well as distributors within the UK market open for 3rd party products

Healthcare Engineering
Reliable. Secure. Built for approval.

TOMORROW'S HEALTHCARE TECHNOLOGY



Contacts

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www.itk-engineering.de/en

MEDTECH

itk
ENGINEERING



Company

ITK Engineering GmbH is an internationally operating technology company. In the healthcare business unit, which is certified according to EN ISO 13485:2016, ITK Engineering implements standards-compliant system and software solutions for medical products on its own responsibility up to the finished OEM product - from embedded real-time systems, web and desktop applications, medical apps, smart diagnostics solutions and data analytics up to electronic controls for medical devices and robotic assistance systems.

Products and technologies

Software & systems engineering services in healthcare: software development, embedded, electronics design, mechanics, robotic system development, verification, security, safety, data analytics & AI, VR&AR, cloud & backend services, usability engineering, regulatory consulting.

Strengths

- 30 years of experience in standards-compliant software and system development for medical devices
- ISO 13485 certification
- Complete OEM product developments
- White box business model
- Holistic systems engineering
- Software, hardware and mechanics from a single source
- Experience in robotics projects since 1996
- Embedded expertise
- Medical consulting born of experience
- Network of industry and research partners

Target clients

Medical device manufacturers, robotics companies, pharma companies, diagnostic device manufacturers, digital health solution providers, startups



Mobile Nurse Call System



Personnel emergency call



Wander prevention



Asset tracking



Door Alarm



Infant protection systems



Bluetooth
Low
Energy



Care2Graph

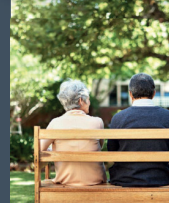
RF
Radio

Active
RFID

Hospitals



Nursing Homes



Workshops
disabled



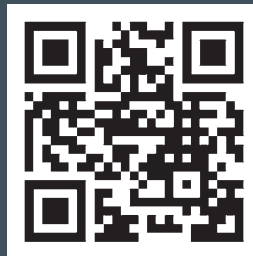
Psychiatries



Contacts

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www.martin.care

MEDTECH



Martin.Care

Company

Martin.Care develops and produces indoor tracking technology for healthcare facilities. The focus is on simplifying processes in hospitals and nursing homes through localization and increasing safety for staff, patients and medical equipment.



Solutions:

- Infant protection
- Wander prevention
- Staff alarm with fall detection
- Asset tracking for medical devices
- Mobile nurse call system solutions
- Access control

Products and technologies

The Care2Graph system combines RFID and BLE for secure, reliable and fast indoor positioning. The system can be integrated into existing building management infrastructure and provides location information for other useful systems via corresponding interfaces.

Strengths

- More than 20 years of experience in the healthcare sector.
- Developing hardware and software in one company.
- Fast product development close to customer requirements

Target clients

- Integrators for nurse call systems,
- Integrators for IT-Network in Hospitals
- Hospitals and Nursing Homes



Contacts

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<https://www.weiss-technik.co.uk>



MEDTECH



Company

Weiss Klimatechnik, offers reliable climate solutions wherever people and machinery are challenged: in industrial production processes, hospitals, mobile operating tents or in the area of IT and telecommunications technology. As one of the leading providers of professional clean room and climate solutions, we deliver effective and energy-saving solutions. Our experts will guide you from the planning to the implementation of your projects.

Products and technologies

- Microbiological workbenches
- Laminar flow technologies
- Personnel material locks air-conditioning
- Refrigeration technologies.
- Cleanrooms and laboratories
- GMP-compliant
- Microbiological workbenches

Strengths

Industrial heating technology for complex tasks
Customised systems for environmental simulations

Globally operating technology group:

- 40 locations
- 15 countries
- 18 companies
- 2900 employees

Target clients

Introduction to potential customers and affiliated contacts.



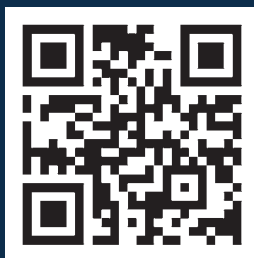
Air handling units for all applications

Customised, innovative solutions from planning to final installation

Contacts

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www.wolf.eu



MEDTECH



Company

The WOLF Group is one of the world's leading suppliers of Air Handling and Heating Systems. As an indoor climate expert and system provider for energy saving systems, WOLF enables developers, investors and modernisers to create a healthy interior climate by use of sustainable and state of the art products – for deployment starting from single and multi-family houses up to commercial and industrial facilities of all kinds.



Products and technologies

- Air Handling Units (compact, modular and fully customized air handling units; pool units; ventilation systems)
- Heating equipment: heat pumps, thermal solar technology, cylinders, gas and oil condensing boilers, apartment transfer stations, domestic ventilation systems and CHP units.

Strengths

- Superior quality and reliability of products
- Modern production facilities leading to relatively short production and lead time
- Highly skilled staff assuring high quality and innovation level
- Wide spectrum of own products to be combined to state-of-the-art systems
- Sound experience of deployment in a wide spectrum of commercial- and industrial facilities.

With approximately 2,300 employees around the world, 9 subsidiaries and 60 sales partners in more than 50 countries, WOLF is internationally strongly presented

Target clients

Distributors and wholesalers in the building services sector, especially supply engineering in Air Handling, ventilation and heating.

General Contractors, Consultants, engineering offices, installers. WOLF also maintains tie relations to architects and Investors for buildings and infrastructure, trade associations.

www.gtai.de/mep

