

# Baden-Württemberg Pavilion Arab Health 2020



Dubai International Convention & Exhibition Centre · Zabeel Hall 4 · Booth D15  
January 27<sup>th</sup> – 30<sup>th</sup>, 2020





*Dr. Nicole Hoffmeister-Kraut MdL*

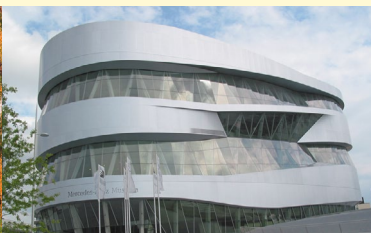
# Baden-Württemberg: international, innovative, inviting

Baden-Württemberg is Europe's most innovative region. From this position, we are intertwined with our neighbouring countries, but also the global economic growth regions, like almost no other region in Europe. The foreign trade figures very clearly reveal our state's integration into the global economy. In 2018, Baden-Württemberg exported goods to the value of 203 billion euros, a new record figure.

At the same time, demand from Baden-Württemberg contributes to growth and employment worldwide: because the state's imports too reached a historical record in 2018 with 178 billion euros. Especially local industry is a reliable consumer of products from abroad.

Companies in Baden-Württemberg make a decisive contribution to the creation of global supply chains. They are frequently pioneers for new technologies and global trends. They are therefore sought as partners and courted as investors worldwide. With sustainable products and investments in innovative production technologies, they also belong to the most attractive employers in the world.

But it is not only large companies such as Daimler, Porsche, Bosch or SAP that make up the "global players" in Baden-Württemberg. Many of our medium-sized companies and hidden champions have also been globally active for a long time and – often as the global market leader in their field – very successful. International competition



only exists with new ideas and innovations. Nowhere in Europe do the state and companies invest more in research and development as in Baden-Württemberg.

The Baden-Württemberg Ministry of Economic Affairs, Labour and Housing is a strong partner for companies and their initiatives thanks to numerous funding concepts: whether it be for research or cluster initiatives, technology transfer or new global trends such as digitalisation. This is how we want to promote innovations and future technologies. In all of these areas, we cooperate on an international level and are open to new partnerships. For foreign trade, we also encourage the internationalisation of small and medium-sized companies and support their networking abroad.

New ideas and collaborative projects require an exchange of politics, economy, science and society. Baden-Württemberg therefore actively seeks a direct dialogue with its partners – in your country and your region too, as you can see at this event and in the brochures.

However, the best way is to get to know Baden-Württemberg personally. I would be very pleased to be able to welcome you soon as our guests.



Dr. Nicole Hoffmeister-Kraut MdL

Minister of Economic Affairs, Labour and Housing of the State of Baden-Württemberg



# Baden-Württemberg – The German Southwest: Where ideas work.

Baden-Württemberg is one of the most important economic centres in Europe, having become one of the leading investment locations on the continent. Bordering on France, Austria and Switzerland, Baden-Württemberg is situated right at the heart of Europe. Moreover, its outstanding infrastructure makes it an ideal gateway to the markets of the European Union – the world's economically strongest single market with around 510 million consumers.

In addition to internationally renowned global players such as Daimler, Bosch, SAP, GFT Technologies and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2018, the gross domestic product generated by Baden-Württemberg companies amounted to 511 billion euros, higher than Belgium, Sweden or Austria. What's more, our federal state is the EU's top region for innovation. When it comes to its research expenditure, amounting to 5.6 per cent of GDP (2017), Baden-Württemberg also occupies a leading position in Europe. The innovativeness of business and industry is supplemented by a dense network of universities, research institutions and transfer agencies. Many leading German institutions such as the Fraunhofer-Gesellschaft or the Max-Planck-Gesellschaft have substantially more facilities in Baden-Württemberg than in any other state in Germany.

The economic structure of our state is a mixed one. One important mainstay is the mobility sector. Apart from the automotive and aerospace industries, sustainable mobility concepts such as electro-mobility are playing an increasingly important role. Another key sector is mechanical engineering. Every third machine made in Germany originates from Baden-Württemberg. Successful companies such as



Festo, Trumpf, Voith and many others were started and have flourished here. Large corporations such as SAP, IBM and Hewlett Packard represent the third main economic segment: information and communication technologies. For the health care sector, the fourth key industry, the conditions in our state are particularly auspicious. Globally important companies such as Aesculap, Paul Hartmann and Karl Storz are at home in Baden-Württemberg.

Environment technology and renewables are our drivers of future economic growth, whereby a quarter of all German environment-specific goods and services are accounted for by enterprises from Baden-Württemberg.

Over 5,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 208 different countries contribute to our innovativeness and cultural charm.

For all questions relating to Baden-Württemberg as a location for science and industry, Baden-Württemberg International (bw-i) is your first point of contact. Go to [www.bw-invest.de](http://www.bw-invest.de) to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!



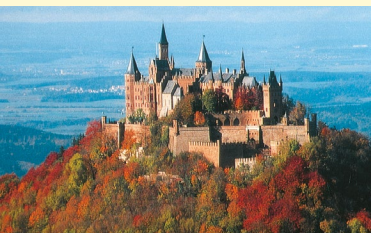
# One region. 1000 strengths.

<b>Area</b>	35,751 km <sup>2</sup> – approx. 10 % of Germany
<b>Inhabitants</b>	11 million – approx. 13 % of Germany
<b>Urban centres</b>	Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen
<b>The economy</b>	<ul style="list-style-type: none"> <li>• Gross domestic product (GDP): 511 billion euros – 15.1 % of German GDP</li> <li>• GDP per inhabitant: 46,279 euros</li> <li>• Exports: 203 billion euros</li> <li>• Export volume / inhabitant: 18,352 euros</li> <li>• Research and development spending (in 2017): 5.6 % of GDP (German average: 3.0 %)</li> <li>• Patents applied for per 100,000 inhabitants: 133 (highest in Germany)</li> </ul>
<b>Leading sectors</b>	<ul style="list-style-type: none"> <li>• Engineering: 30 % of total German mechanical engineering industry</li> <li>• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 % of the automotive workforce in Germany Baden-Württemberg is the German “car state”</li> <li>• Medical technology / measuring and control systems / optics: Baden-Württemberg is market leader in the export of medical technology</li> <li>• Health care</li> <li>• Life sciences</li> <li>• ICT industry</li> <li>• Research &amp; development: Baden-Württemberg is Europe’s number one in innovation</li> <li>• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry</li> <li>• Environmental technology and renewables</li> </ul>

*Data for 2018*









## Baden-Württemberg International GmbH (bw-i)

Willi-Bleicher-Str. 19  
 70174 Stuttgart, Germany  
 Phone +49 711 22787-0  
 Email [info@bw-i.de](mailto:info@bw-i.de)  
 Web [www.bw-i.de](http://www.bw-i.de)

### Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

#### Our main objectives are:

- Strengthening contacts between foreign and local companies, universities and research institutions
- Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
- Positioning Baden-Württemberg as an excellent location for business and science

#### Our support services include:

- Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
- Supply of general information on the legal framework and social insurance
- Identification of suitable business and scientific partners for your company
- Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
- Support with administrative procedures
- Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks





## Alfatec medical-powertools

Stochacherstr. 45  
78532 Tuttlingen, Germany  
Phone +49 7461 78604  
Email [jreizner@t-online.de](mailto:jreizner@t-online.de)  
Web [www.medical-powertools.com](http://www.medical-powertools.com)

Participant	Julius Reizner, CEO
Number of employees	25
Export quota	85 %
Activities in the following countries	Asia, South America, Africa
Sector	Medical technology
Offered services / product range	Medical power tools, battery and air driven burrs, reamers, sawblades, high speed drill and attachment
Cooperation objectives	Looking for customers, wholesale partners, representatives, agents or distributors, production partners
Language skills	English



## Andramed GmbH

Schiesswieslenstr. 18  
72766 Reutlingen, Germany  
Phone +49 7127 81157-15  
Email [js@andramed.com](mailto:js@andramed.com)  
Web [www.andramed.com](http://www.andramed.com)

Participants	Jessica Seiferth, CEO & Sales Manager Dr. Yasser Mohammad, VP, Sales Manager MEA
Number of employees	15
Export quota	80 %
Activities in the following countries	Europe, South America, parts of Asia and Africa
Sector	Medical engineering
Cooperation objectives	Looking for wholesale partners, representatives, agents or distributors
Language skills	English, Arabic



## Anton Hipp GmbH

Annastr. 25 / 1  
 78567 Fridingen, Germany  
 Phone +49 7463 99303-0  
 Email [info@anton-hipp.de](mailto:info@anton-hipp.de)  
 Web [www.anton-hipp.de](http://www.anton-hipp.de)

Participant	Werner Martin, Export Manager
Number of employees	35
Export quota	80 %
Activities in the following countries	Worldwide
Sector	Medical engineering, implants for CMF, plates, screws and instruments
Offered services / product range	Since 1998 we produce Titanium-Mini-Osteo-Syntheses systems for CMF and small bone fragment. Surgeons all over the world are happy and work with a great success with our Implant systems. The family based company is working close with the surgeons. Fast developing: producing customized Implants for Orthogenetic, Trauma, TMJ and Palatal surgeries is our goal.
Core competencies	Our product range comprises complete systems for CMF
Cooperation objectives	Looking for customers, representatives, agents or distributors
Language skills	German, English



## auxil science GmbH

Hacher Str. 7  
 79379 Müllheim, Germany  
 Phone +49 7631 9373777  
 Email [office@auxilscience.com](mailto:office@auxilscience.com)  
 Web [www.auxilscience.com](http://www.auxilscience.com)

### Participants

Nadir A. Sindhu, Medical & Clinical Director  
 M. A. Sadiq, International Project Manager

### Number of employees

5

### Export quota

98 %

### Activities in the following countries

Europe, Asia, Mena, South America

### Sector

Medical engineering, external pacemaker, RF ablation, holter ECG, thrombus aspiration, coronary stents

### Offered services/ product range

- Single & dual chamber pacemaker – live PACE
- RF ablation generator – liveGEN
- Irrigation pump – liveCOOL
- Remote controle panel – live Commander
- Aspiration catheter – Record
- DES sirolimus stent system – ProNuPrime

### Core competencies

Project management, medical product supply, medical training, turn key project

### Cooperation objectives

Looking for customers, representatives, agents or distributors

### Language skills

German, English, Pakistan



## Avellanus med GmbH

take-off Gewerbepark 9  
78579 Neuhausen ob Eck, Germany  
Phone +49 7467 945147-0  
Email [info@avellanus.com](mailto:info@avellanus.com)  
Web [www.avellanus.com](http://www.avellanus.com)

Participant  
Export quota  
Activities in the  
following countries  
Sector  
Offered services /  
product range

Ulrike Scheunemann, CEO  
98 %  
Worldwide

Core competencies

Medical instruments and containers  
We offer a full range of standard instruments for open surgery. Our portfolio comprises an extensive amount of different instruments, all carefully selected from amongst different providers incorporating individual features, in best operating room quality, available at an excellent price-performance ratio.

Cooperation objectives

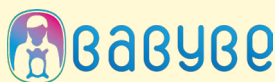
Fundamental preconditions of any business relationship are confidence and a distinctive sense of the partner's needs. This requires openness, honesty and transparency, but particularly reliability and a profound understanding of mentalities and cultures. Your personal necessities and conditions are our day-to-day business.

Requirements for an  
ideal business partner

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors  
A potential distributor may understand the structure of our product category in the different distribution channels of his country and is able to elaborate the necessary sales and merchandising force and sales fleet. He see this as being essential for a long term success of a partnership.

Language skills

English, Spanish, German



## Babybe GmbH

Schelmenwasenstr. 34

70567 Stuttgart, Germany

Phone +49 711 21954659

Email [contact@babybemedical.com](mailto:contact@babybemedical.com)

Web [www.babybemedical.com](http://www.babybemedical.com)

Participant	Thorsten Waloschek, CEO (interim)
Number of employees	3
Export quota	20 %
Activities in the following countries	Germany, Austria, Italy, UK, USA
Sector	Medical engineering, neonatology
Offered services / product range	The BABYBE® – keep kangaroo caring – system enables developmental and family centered care for premature babies in situations where kangaroo care is not possible. It allows live or recorded transfer of mother's (father's) heartbeat, voice (optional) and breathing movement into a gel mattress that can be used in any incubator or open crib.
Core competencies	Development, production and marketing of solutions that enable caregivers to implement family centered care in hospitals. All products and services are designed to break down the barrier between premature baby and parents and support early bonding of the family in the NICU and /or newborn ward.
Cooperation objectives	Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network, distributors in Europe and Middle East / Africa
Requirements for an ideal business partner	Specialized in neonatal / newborn care and capital equipment sales
Language skills	German, English, French, Danish





## **baholzer Endoscopic Systems GmbH & Co. KG**

Neckartal 100

78628 Rottweil, Germany

Phone +49 741 94255699

Email [info@baholzer.de](mailto:info@baholzer.de)

Web [www.baholzer.de](http://www.baholzer.de)

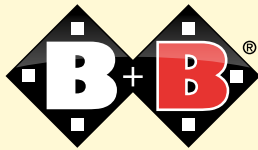
Participant	Frank Rottweiler, Managing Director
Number of employees	4
Export quota	50 %
Activities in the following countries	Europe, Middle East, Asia
Sector	Medical engineering, services, medical instruments and supply
Offered services/ product range	baholzer Endoscopic Systems is an innovative manufacturer of high-quality HD endoscopes and endoscopic instrumentation for arthroscopy, urology, gynaecology, laparoscopy, spinal endoscopy, electro surgery, instruments for flexible endoscopy and video systems. All products are "made in Germany".
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors, distributors in different countries
Requirements for an ideal business partner	Knowledge of rigid endoscopic business or/and surgical instrument business
Language skills	German, English



## Bäramed Instrumente GmbH

Enzianstr. 1  
72477 Schwenningen, Germany  
Phone +49 7579 1730  
Email [info@baeramed.de](mailto:info@baeramed.de)  
Web [www.baeramed.de](http://www.baeramed.de)

Participants	Markus Lucke, CEO Margit Lucke, Sales
Number of employees	14
Export quota	65 %
Activities in the following countries	Europe, Middle East, Africa, Asia, Central and South America, USA, looking for partners worldwide
Sector	Medical engineering, medical and hospital supplies, surgical instruments, implants
Offered services / product range	<p>Metal processing, medical engineering, services, orthopaedic devices and surgical instruments</p> <ul style="list-style-type: none"> <li>• We are manufacturing surgical, dental and veterinary instruments</li> <li>• Specialities as orthopaedic implants for osteosynthese and maxillo facial implants</li> <li>• We also do OEM manufacturing for plates, screws, bone nails, intramedullary nails for childhood fractures (titanium nails elastic, ESIN), bone drills</li> </ul>
Core competencies	<p>Main competence is manufacturing of intramedullary nails for ESIN out of Titanium and implant steel. Surgical instruments and orthopaedic devices.</p> <ul style="list-style-type: none"> <li>• Cast saws and Battery driven machines as well as air driven machines.</li> <li>• We are certified acc. DIN ISO 13485 and acc CE. Tools are manufactured on 5 axes CNC machines for best available quality.</li> </ul>
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network
Requirements for an ideal business partner	Looking for representatives, agents or distributors, partners for the mutual use of the distribution network
Language skills	German, English, French, Spanish



## Bischoff & Bischoff GmbH

Becker-Görling-Str. 13  
 76307 Karlsbad, Germany  
 Phone +49 7248 9209450  
 Email [international@bischoff-bischoff.de](mailto:international@bischoff-bischoff.de)  
 Web [www.bischoff-bischoff.com](http://www.bischoff-bischoff.com)

Participants	Christiane Becker, International Sales Manager Tina Brandl, Junior Product Manager Rainer Schötterl, Director Supply Chain Management
Number of employees	70
Export quota	40 %
Activities in the following countries	Head quarter Germany, subsidiaries: Spain, France and Czech Republic, distributors worldwide
Sector	Medical engineering, wheelchairs, scooters, walking aids, everyday life aids and commode wheelchairs
Offered services / product range	Manual wheelchairs, lightweight wheelchairs, baariatric wheelchairs, power wheelchairs, scooters, multifunctional wheelchairs, adaptive wheelchairs, rollators, walkers, walking frames and sticks, everyday life aids, bathroom aids
Core competencies	Manual wheelchairs, power wheelchairs, scooters, walking aids, rollators, baariatric portfolio, everyday life aids, bathroom aids
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors
Requirements for an ideal business partner	We are looking for local partners with a well established distribution network and well connected with the medical authorities. Our business partners should have experience in the wheelchairs' business and a focus on high quality products.
Language skills	German, English, French



## Black Forest Health

In der Spöck 10

77656 Offenburg, Germany

Phone +49 781 96867-30

Email [info@blackforesthealth.de](mailto:info@blackforesthealth.de)

Web [www.blackforesthealth.de](http://www.blackforesthealth.de)

### Profile

Experience state-of-the-art medicine in the economically powerful region of Southern Germany. The Black Forest has long been known as a source for healthy living, offering fresh air at elevations up to 4,898 ft. above sea level, clear mountain spring water, green meadows and dense forests – all in all, it's an ideal environment for your health-related visit. Your accompanying persons will certainly enjoy it as well, as the area is one of the culturally richest in Germany, with a lot of interesting places to go on daytrips.

Hiking, relaxing in a wellness hotel, shopping in Strasbourg – the seat of the European Parliament – or having fun at the Europa Park, the world's leading theme park: These are but a few of the possibilities for you to make your stay an experience to remember.

The leading hospitals, research institutes and medical technology firms located in the area comprise a top-flight medical infrastructure. Let yourself be attended by leading physicians at specialised institutions like the Ortenau Clinic and Max Grundig Clinic where you will have access to comprehensive screening examinations and therapies. Treatments are also available for heart and kidney disorders as well as prosthetic care. Your health is important to us, thus we tolerate no compromises when it comes to your well-being. Entrust your health to the very best!


**BOSCH**

Invented for life

**Bosch Healthcare Solutions GmbH**

Postfach 1127

71301 Waiblingen, Germany

Phone +49 711 811-58301

 Email [info-bosch-healthcare@bosch.com](mailto:info-bosch-healthcare@bosch.com)

 Web [www.bosch-healthcare.com](http://www.bosch-healthcare.com)

Participant

Number of employees

 Activities in the  
following countries

Sector

 Offered services/  
product range

Core competencies

Cooperation objectives

 Requirements for an  
ideal business partner

Language skills

Hans-Peter Goeser, Key Account Manager

130

Europe, Macao, Hongkong, Thailand, India

Medical engineering

Our innovative products and services in the area of health and medical technology improve quality of people's live and help to optimize the delivery of healthcare to people all over the world. Our logotype "Invented for life" stands for new solutions that perceptibly improve the world we live in. In the area of therapy management, we develop products for asthma diagnosis and therapy monitoring.

Sensor technology, networking, manufacturing expertise, automation and miniaturization

Looking for customers, representatives, agents or distributors

Experienced in health care sector or medical engineering especially in the field of pulmonology, allergology, pediatrics

German, English



## Bosch & Sohn GmbH & Co. KG

Bahnhofstr. 64  
72417 Jungingen, Germany  
Phone +49 7477 9275-25  
Email [export@boso.de](mailto:export@boso.de)  
Web [www.boso.de](http://www.boso.de)

### Participants

Dr. Rudolf Mad, Sales Manager Export  
Ronny Scheu, Head of Project Management  
Matthias Huget, Sales International

### Number of employees

90

### Export quota

30 %

### Activities in the following countries

England, France, Finland, Italy, Bulgaria, Bosnia-Herzegovina, Serbia, Romania, Norway, Poland, Slovenia, Switzerland, Sweden, Spain, Czech Republic, Africa, Vietnam, Korea, Kuwait, India, China, Hungary, Saudi-Arabia, U.A.E., Algeria, Ethiopia, Indonesia, Pakistan, Syria, Morocco, China, Kazakhstan

### Sector

Medical equipment (blood pressure instruments)

### Offered services / product range

Blood pressure instruments, mechanical units (made in Germany), digital units for home use and professional use (made in Asia under boso logo), ambulatory blood pressure monitor (TM 2430), boso ABI system 100/boso ABI system PWV (made in Germany), instrument for PAD screening/optionally with additional tool for measurement of pulse wave velocity (PWV).

### Core competencies

Bosch & Sohn has been among the German leaders in development and manufacture of blood pressure instruments for almost a century. It is a well-established brand for accurate blood pressure measurement and the number one in doctor's offices: 96 % of German doctors use blood pressure instruments of boso! With our name and company we stand for premium quality.

### Cooperation objectives

Looking for retail partners, wholesale partners, representatives, agents or distributors

### Requirements for an ideal business partner

We are looking for distributors for medical equipment. Our perfect partner has established distribution channels in his territory to cover health care professionals, pharmacies and medical shops.

### Language skills

English, German





## CEATEC Medizintechnik GmbH

Untere Hauptstr. 6  
78573 Wurmlingen, Germany  
Phone +49 7461 9348-0  
Email [info@ceatec.de](mailto:info@ceatec.de)  
Web [www.ceatec.de](http://www.ceatec.de)

Participant	Kai-Michael Unger, General Manager
Number of employees	7
Export quota	95 %
Activities in the following countries	Worldwide
Sector	Medical engineering, services, surgical instruments, retractor systems
Offered services / product range	<p>We offer medical instruments for following fields:</p> <ul style="list-style-type: none"> <li>• General and neurosurgery (PATENT laminectomy punches)</li> <li>• ENT and dental</li> <li>• Ophthalmology and electrosurgery</li> </ul> <p>In addition we offer following products:</p> <ul style="list-style-type: none"> <li>• Retractor systems (PATENT)</li> <li>• Surgical lights</li> <li>• Container for sterilization</li> </ul>
Core competencies	General surgery, neurosurgery and retractor systems
Cooperation objectives	Looking for customers, representatives, agents or distributors, agents or distributors, hospitals, surgeons, doctors, clinics
Requirements for an ideal business partner	<ul style="list-style-type: none"> <li>• Longterm experience in field of surgical instruments and retractor systems</li> <li>• Close contacts to doctors, head of operating room and purchasing department</li> </ul>
Language skills	German, English, Spanish, Italian, French, Romanian



## Centax Pharma GmbH

Zeppelinstr. 35 – 1

73760 Ostfildern, Germany

Phone +49 711 577970-94

Email [info@centaxpharma.com](mailto:info@centaxpharma.com)

Web [www.centaxpharma.com](http://www.centaxpharma.com)

Participant	Mustafa Turhan, Business Development Manager
Number of employees	35
Export quota	60 %
Activities in the following countries	Europe, Middle East, Africa, Asia, USA, looking for partners worldwide
Sector	Dietary supplements, pharmaceutical products
Offered services / product range	<p>Centax Pharma offers very successful and quality dietary supplements, medical and dermatological products in many international markets.</p> <ul style="list-style-type: none"> <li>• IVF</li> <li>• Gynaecology</li> <li>• Urology</li> <li>• Dermatology</li> </ul>
Core competencies	Centax Pharma develops and sells high-quality and innovative products based on the orthomolecular nutritional medicine for the international market. The basis of our works are the results of nutritional and medical researches. Centax Pharma uses the formulation which is based on the claims of nutrition and health, referenced the European Agency for Food Safety, in the existing and new products.
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, joint venture partners
Requirements for an ideal business partner	Our ideal business partner should be already active or experienced in the pharma sector and well connected with pharmacies and doctors.
Language skills	English, German



## Derungs Licht AG

Hofmattstr. 12

9200 Gossau, Switzerland

Phone +41 7138 811-66

Email [mailbox@derungslicht.com](mailto:mailbox@derungslicht.com)

Web [www.derungslicht.com](http://www.derungslicht.com)

### Participants

Walter Derungs, President of Board of Directors  
 Andreas Schenkenbach, General Manager  
 Schadnusch Nejad, General Manager Sales Middle East  
 Fasli Dervishi, Product Manager  
 Ingo Schmalfluss, Business Development Manager

### Number of employees

60

### Export quota

80 %

### Activities in the following countries

Subsidiaries worldwide: China, Germany, France, Italy, the Netherlands, Austria, Sweden, Switzerland, Singapore, USA

### Sector

Electrical and electronic industry, clinics & medical practices, equipments, facility management

### Offered services / product range

- Task and magnifier luminaires
- Examination and minor surgery lights
- General room lighting

### Core competencies

Waldmann develops and produces, professional lighting solutions for applications in industrial, architectural and medical fields. Derungs, a brand of the Waldmann Group, is expert in lighting solutions for retirement and care homes but also for clinics and surgeries as well as veterinary practices.

### Cooperation objectives

Looking for customers, wholesale partners, representatives, agents or distributors

### Language skills

English, German



## Dewimed Medizintechnik GmbH

Unter Hasslen 14  
78532 Tuttlingen, Germany  
Phone +49 7462 92393-44  
Email [olaf.klug@dewimed.de](mailto:olaf.klug@dewimed.de)  
Web [www.dewimed.de](http://www.dewimed.de)

Participants	Olaf Klug -MBP-, Sales Manager International Dragana Matera, Area Manager
Number of employees	40
Export quota	80 %
Activities in the following countries	EU, Switzerland, Norway, USA, Israel, Mexico, Colombia, Ecuador, Peru, Bolivia, Chile, Argentina, Morocco, Algeria, Egypt, UAE, Saudi Arabia, India, Thailand, Indonesia, Vietnam, Malaysia, Japan,
Sector	Medical engineering
Offered services/ product range	Instruments for general surgery, dental, ophtalmology, micro-surgery, sterilization container systems, OP-lights, aneurism-clips, endoscopic systems for arthroscopy and laparoscopy
Core competencies	Surgical instruments, OP-light technology, orthodontic implants, arthroscopy, laparoscopy
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors, hospitals, clinics
Requirements for an ideal business partner	Profounde market knowledge and experience, qualified sales representatives. Well established network to hospitals and doctors, knowledge for congress and symposium. Financial resources.
Language skills	German, English, French, Spanish, Portuguese, Serbocroatian



Technologies GmbH

## Dinies Technologies GmbH

Gewerbestr. 5

78667 Villingendorf, Germany

Phone +49 741 348541-0

Email [info@dinies.com](mailto:info@dinies.com)Web [www.dinies.com](http://www.dinies.com)

Participant	Cajus Dinies, General Manager
Number of employees	20
Export quota	70 %
Activities in the following countries	Europa, Australia, New Zealand, VAE, Saudi-Arabia, Singapore, Philippines, USA, Canada, Brazil
Sector	Medical engineering, biotechnology, food industry, pharma industry
Offered services / product range	<ul style="list-style-type: none"> <li>• UV disinfection tunnels, used as UV channels in the food and pharma industry.</li> <li>• UV disinfection devices (UV-Mobil and CleanO3mat) for a automatic disinfection of surfaces and air in hospitals and elderly homes.</li> </ul>
Core competencies	Our core competence is the application of artificial UV light to disinfect surfaces and air in different industries.
Cooperation objectives	Looking for customers, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network
Requirements for an ideal business partner	Good connection into the health care sector (hospitals, elderly homes, etc.)
Language skills	German, English



## Dr. Langer Medical GmbH

Am Bruckwald 26  
79183 Waldkirch, Germany  
Phone +49 7681 47454-0  
Email [info@medical-langer.de](mailto:info@medical-langer.de)  
Web [www.medical-langer.de](http://www.medical-langer.de)

### Participants

Dirk Vorderstrasse, Chief Sales Officer  
Jens Hachenberger, Business Development Manager

### Number of employees

37

### Export quota

40 %

### Activities in the following countries

Europe, Middle East, Asia, Latin America

### Sector

Medical engineering

### Offered services/ product range

Founded 1996 in Germany, the Dr. Langer Medical GmbH is today a leading manufacturer of state-of-art medical equipment. It is specialized in the development and sales of intraoperative neurological monitoring and neurostimulation equipment including a wide range of accessories & consumables for thyroid, ENT/OM, vascular, rectal, spinal and neuro surgeries.

### Core competencies

Our expertise is based on highly qualified engineers, technicians and other specialists supported by our friendly and competent global service team. Marketed under the tagline “the art of neuromonitoring”, the products of Dr. Langer Medical GmbH have shown themselves to be flexible, cost-efficient and future-proof, as many healthcare and medical technology professionals will confirm.

### Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors

### Language skills

German, English





## DWA GmbH & Co. KG

Großer Sand 8  
 76698 Ubstadt-Weiher, Germany  
 Phone +49 7251 6900-0  
 Email [info@dwa-online.com](mailto:info@dwa-online.com)  
 Web [www.dwa-online.com](http://www.dwa-online.com)

Participants	Bernd Gegenhuber, General Manager Thomas Gischer, VP Global Sales Yannik Bischof, Sales Manager EMEA
Number of employees	65
Export quota	60 %
Activities in the following countries	Germany, Europe, Middle East, Africa, Russia, Asia, Pacific, South America, Canada
Sector	Electrical and electronic industry, measuring and control technology, medical engineering, services, medical engineering, medical devices, reverse osmosis systems, ultra-filtration, heat disinfection
Offered services / product range	DWA has specialized in innovative solutions for the supply of high purity water to dialysis centers. DWA develops systems for production of ultrapure permeate and its distribution right into the dialysis machine. Our expertise in water treatment covers all aspects ranging from the pre-treatment, reverse osmosis, ultra-filtration, heat disinfection, central concentrate supply and media panels.
Core competencies	DWA has been setting standards in the dialysis water treatment and is the only company producing ultra-clean permeate using the combination of the reverse osmosis and central ultra-filtration, including integral simultaneous heat disinfection of the ring main to the dialysis machine.
Cooperation objectives	Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners, looking for customers, representatives, agents or distributors, joint venture partners
Requirements for an ideal business partner	We are looking for partners already working in water purification and renal dialysis.
Language skills	German, English



## Elcon Medical Instruments GmbH

Dr.-Karl-Storz-Str. 26  
 78532 Tuttlingen, Germany  
 Phone +49 7461 9281-0  
 Email [info@elcon-medical.de](mailto:info@elcon-medical.de)  
 Web [www.elcon-medical.com](http://www.elcon-medical.com)

### Participants

Holger Lücke, General Manager  
 Melanie Schmitt, Sales Manager  
 Audrey Boyaval, Sales Department

### Number of employees

15

### Export quota

95 %

### Activities in the following countries

We export our products to more than 88 countries worldwide, e.g. UAE, Saudi Arabia, Kuwait, Oman, Iraq, Finland, Malaysia, Turkey, Spain, France, UK, Vietnam, Singapore, Croatia, Thailand.

### Sector

Surgical instruments and endoscopy

### Offered services / product range

42 years of progress and innovation from tradition and know-how, bundled in a sustainably grown understanding of the current requirements of modern surgery and medical technology. We offer a full range of surgical instruments and endoscopy in the best Germany surgical quality, complemented by a service package that leaves nothing to change and wishes respected all along the line.

### Core competencies

We offer a whole range of the following product groups:

- General instruments
- ENT instruments
- Bone instruments
- Ophthalmology instruments
- Micro instruments
- Endoscopic instruments and equipment in the range of: arthroscopy, laparoscopy, urology & gynaecology
- Sterilising containers and stainless steel ware

### Cooperation objectives

Looking for customers, representatives, agents or distributors

### Requirements for an ideal business partner

We are looking for reliable long-term business relationships.

### Language skills

German, English, French, Spanish



## EndoMed Systems GmbH

Schubertstr. 31  
 88214 Ravensburg, Germany  
 Phone +49 751 35978-0  
 Email [marketing@endomed.com](mailto:marketing@endomed.com)  
 Web [www.endomed.com](http://www.endomed.com)

### Participants

Ralf Triebe, CEO

Vernesa Music-Nalo, Marketing & Customer Relations Manager

### Number of employees

12

### Export quota

90 %

### Activities in the following countries

All countries in EU, GCC, MENA, West & East Africa, Asia, Latin & South America.

### Sector

Medical engineering

### Offered services / product range

EndoMed Systems is a German Endoscopic device manufacturer, providing reasonably priced solutions to customer.

Flexible endoscopy systems including:

- Gastrosopes
- Colonoscopes
- Nasalaryngoscopes

Rigid endoscopy systems include:

- Laparoscopy
- Arthroscopy
- Cystoscopy
- Hysteroscopy

EndoMed Systems is certified by ISO 13485:2016 and all products have CE certification certified by TÜV Nord.

Gastrosopes, Colonoscopes, Nasalaryngoscopes

### Core competencies

### Cooperation objectives

Looking for retail partners, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network

### Requirements for an ideal business partner

Interested in long-term business cooperation as well as experience in the Endoscopic field

### Language skills

English, German, French, Croatian



## Endoservice GmbH

Rudolf-Diesel-Str. 16  
78576 Emmingen-Liptingen, Germany  
Phone +49 7465 909780  
Email [info@endoservice.biz](mailto:info@endoservice.biz)  
Web [www.endoservice.biz](http://www.endoservice.biz)

Participants	Giovanni Mirci, Managing Director Patrick Knorr, Head of Global Sales & Marketing
Number of employees	17
Export quota	75 %
Activities in the following countries	E. g. Germany, Belgium, Italy, India, China, Ireland, Austria, Switzerland, Australia, the Netherlands, Great Britain, Saudi-Arabia, France, Malaysia
Sector	Automobile industry, measuring and control technology, medical engineering, biotechnology, services, veterinary, dental, industrial supplies
Offered services / product range	19 years of endoscopic competence! EndoLook – Quality made in Germany. We at Endoservice are dedicated to the development and production of first-class endoscopes with an extremely long service life and an outstanding visuality. We place highest value on our production methods, best possible materials and quality components. EndoService – Your expert in repair, maintenance and quality control.
Core competencies	Our excellence: <ul style="list-style-type: none"> <li>• Laser-welded metal components for long life expectancy</li> <li>• Use of the best lenses and fibre optics available for excellent imaging quality</li> <li>• Compatibility with numerous manufacturers</li> <li>• Fast and reliable OEM production / prototype &amp; custom endoscopes</li> <li>• Repair, quality &amp; maintenance service at its best</li> <li>• Flexible and individual business approach</li> </ul>
Cooperation objectives	Looking for customers, wholesale partners, representatives, agents or distributors, hospitals, surgeons, doctors, clinics
Language skills	German, English, Croatian, Basic French



## EXAMION GmbH

Erich-Herion-Str. 37  
70736 Fellbach, Germany  
Phone +49 711 1200020  
Email [sales@examion.com](mailto:sales@examion.com)  
Web [www.examination.com](http://www.examination.com)

### Participants

Dr. Cornelia Lück-Jarczyk, International Sales Manager  
Lars Bromm, Product Manager

### Number of employees

100

### Activities in the following countries

Worldwide

### Sector

Medical IT, X-ray and digital imaging

### Offered services / product range

EXAMION is a worldwide supplier of solutions in the field of digital imaging and X-ray systems. Product range: X-AQS software, complete digital X-ray systems, retrofit solutions DR/CR, mobile digital X-ray solutions.

### Core competencies

Our core competence is the development of X-AQS Software: a single platform product for medical imaging in a modular design. All modules of X-AQS SW – from image acquisition and control, to viewer and PACS – in any configuration use the same intuitive user interface. As product independent systems integrator we offer the full range from brilliant stand alone solutions to highly integrated systems.

### Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors, partners for the mutual use of the distribution network, suppliers/subcontractors

### Requirements for an ideal business partner

Established market share and technical experience in digital imaging, X-ray and other imaging fields; service and sales network with regional representatives.

### Language skills

English, German, Spanish, Italian, French, Russian, Polish



## Fiebert Endotech Medizintechnik GmbH

Gänsäcker 42

78532 Tuttlingen, Germany

Phone +49 7462 9485-0

Email [info@fiebert-endotech.com](mailto:info@fiebert-endotech.com)

Web [www.fiebert-endotech.com](http://www.fiebert-endotech.com)

Participants	Armin Kapp, International Sales Director Walter Fiebert, General Manager
Number of employees	10 – 50
Export quota	80 %
Activities in the following countries	We are active in most European countries, Russia, Eastern Europe, Latin America, North America and in some African countries.
Sector	Medical engineering, endoscopy manufacturer, equipment, instruments and repairs for human and veterinary medicine
Offered services / product range	Fiebert Endotech – your #1 service partner and supplier of medical endoscopes and endoscopy accessories for laparoscopy, gynaecology, urology, arthroscopy, ENT and veterinary medicine. Favourable and fast in repairservice for rigid and flexible endoscopes. Offering used endoscopes.
Core competencies	Laparoscopy: laparoscopes, trocars, clip-applicators, instruments (Ø 3 mm, 5 mm and 10 mm), bipolar forceps, suction-irrigation, CO <sup>2</sup> -insufflators, endo cameras. Gynecology: cystoscopes, hysteroscopes, hysteroscopy-sheaths, urology: cystoscopes, instruments, flexible, resectoscopes, urethrotome. Arthroscopy: arthroscopes, trocars, punches, scissors, forceps. ENT-endoscopy: scopes, FESS
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors. Looking for engineering companies in hospital building projects. We may equip the complete endoscopy sector of the hospital
Requirements for an ideal business partner	Well established long lasting reputation in its local market. Covering the whole national territory and offering after sales service facilities for the endusers
Language skills	English, German, French, Spanish, Portuguese, Italian



## Greiner GmbH

Wettestr. 1  
74385 Pleidelsheim, Germany  
Phone +49 7144 81120  
Email [info@greiner-gmbh.de](mailto:info@greiner-gmbh.de)  
Web [www.greiner-gmbh.de](http://www.greiner-gmbh.de)

Participants	Kristina Greiner, General Manager Jens Reichenbach, Director of Marketing and Sales Bettina Bub, International Sales Manager Julian Schockenhoff, International Sales Manager & Product Manager Patient Communication Tool
Number of employees	105
Export quota	65 %
Activities in the following countries	Worldwide, but especially in European countries, Middle East, Asia, South America, Africa, US
Offered services / product range	Therapy chairs for different application areas: <ul style="list-style-type: none"> <li>• Dialysis</li> <li>• Oncology</li> <li>• Blood and plasma donation</li> <li>• Daily clinics</li> <li>• Mobilisation</li> <li>• Transport</li> <li>• ENT</li> <li>• EEG</li> <li>• Examination</li> <li>• Work stools</li> <li>• Nursing homes</li> <li>• Overchair tables</li> <li>• Surgery chairs for minor operations</li> </ul>
Core competencies	Made by GREINER is made in Germany. 1922 is the founding year of the family-owned company. Excellent sitting comfort, high-class functionality and technology and high quality characterize the products.
Cooperation objectives	Looking for customers, representatives, agents or distributors
Language skills	German, English, French, Spanish

# HAEBERLE

## HAEBERLE GmbH & Co. KG

Breitwiesenstr. 13  
70565 Stuttgart, Germany  
Phone +49 711 78314-0  
Email [info@haeberle-med.de](mailto:info@haeberle-med.de)  
Web [www.haerberle-med.de](http://www.haerberle-med.de)

### Participants

Armin Smajilovic, Head of Marketing/Product  
Dieter Klemens, Head of Sales

### Number of employees

38

### Export quota

31 %

### Activities in the following countries

EMEA, USA, Asia

### Sector

Electrical and electronic industry, measuring and control technology, medical engineering

### Offered services/ product range

Since 1933, HAEBERLE has been employing smart ideas and applying practical solutions to develop countless innovative product lines in the area of equipment carts and multipurpose trolleys. These have been marketed worldwide with great success. Our systems are made in Stuttgart/ Germany and renowned all over the world.

### Core competencies

Multifunctional cart system solutions for the medical and industrial sector. From the idea to the consultation, design, prototype and on to production, we develop customised carts for all purposes.

- Basic carts/ trolleys
- Customised carts/ trolleys
- OEM solutions
- 28,000 modular solutions

### Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors

### Requirements for an ideal business partner

We are looking for well networked distributors and a long term business relationship. Our partners should have experience in the medical sector and high quality products.

### Language skills

German, English, Croatian





## Herbert Waldmann GmbH & Co. KG

Peter-Henlein-Str. 5

78056 Villingen-Schwenningen, Germany

Phone +49 7720 601-0

Email [info@waldmann.com](mailto:info@waldmann.com)

Web [www.waldmann.com](http://www.waldmann.com)

### Participant

Activities in the  
following countries

Offered services/  
product range

### Core competencies

Schadnusch Nejad, General Manager Sales Middle East

Subsidiaries worldwide: China, Germany, France, Italy,  
the Netherlands, Austria, Sweden, Switzerland, Singapore, USA

- Task and magnifier luminaires
- Examination and minor surgery lights
- General room lighting

Waldmann develops and produces, professional lighting solutions for applications in industrial, architectural and medical fields. Derungs, a brand of the Waldmann Group, is expert in lighting solutions for retirement and care homes but also for clinics and surgeries as well as veterinary practices.



## Herco Wassertechnik GmbH

Planckstr. 26

71691 Freiberg am Neckar, Germany

Phone +49 7141 7095-142

Email [richard.ernst@herco-wt.de](mailto:richard.ernst@herco-wt.de)

Web [www.herco-wt.de](http://www.herco-wt.de)

Participant	Hans Richard Ernst, Senior Export Manager Medical Devices
Number of employees	80
Export quota	30 %
Activities in the following countries	Europe, Middle East, GUS, Africa, Overseas
Sector	Environment, electrical and electronic industry, measuring and control technology, engineering, medical engineering, water treatment for medical applications in dialysis and central sterile service departments (CSSD)
Offered services / product range	Herco Wassertechnik GmbH develops and offers complete water treatment solutions for dialysis applications since 1980. Products are water softeners and filters for pre-treatment as well as reverse osmosis, ring main, bed head media panels, central concentrate distribution and mixing systems according to EN ISO 13485, TÜV approved. We also provide water treatment solutions for CSSD.
Core competencies	Herco Wassertechnik GmbH is an experienced manufacturer for water treatment equipment for medical, pharmaceutical and any kind of industrial applications. We provide standardized products as well as customized solutions to meet your needs. We run our own design & development department.
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors, partners for the mutual use of the distribution network
Requirements for an ideal business partner	Long term business relationship, skilled in water treatment, experience in dialysis and hospital water treatment applications.
Language skills	German, English



## HomeBrace Germany

Birkenweg 12  
73660 Urbach, Germany  
Phone +49 7181 255700  
Email [info@homebrace.com](mailto:info@homebrace.com)  
Web [www.homebrace.com](http://www.homebrace.com)

### Participants

Thomas Rosner, General Manager  
Jochen Nisi, Product Specialist

### Number of employees

7

### Export quota

6.4%

### Activities in the following countries

Austria, Australia, Belgium, Germany, the Netherlands, Portugal, Switzerland, USA

### Sector

Medical engineering, services, rehabilitation, special controls

### Offered services/ product range

HomeBrace Germany with its headquarters in southern Germany is one of the most innovative companies in the medical device and assistive technology sector. Its products have been fine-tuned and perfected over years of development and are distributed all over the world with the support of strong partners. Its technology gives people living with a disability new-found independence and control over a wheelchair or their own environment.

- MyEcc + MyEcc Pupil: independant wheelchair control only via eye movement
- MyEnvi: environment control via various potential uses like joystick, scanning, voice input or eyegaze control
- MyStick: Control your PC and console by mouth

### Core competencies

Personal advice and expert services

### Cooperation objectives

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

### Language skills

English, German



## Humares GmbH

Im Schollengarten 24

76646 Bruchsal, Germany

Phone +49 7257 929700

Email [kontakt@humares.de](mailto:kontakt@humares.de)

Web [www.humares.de](http://www.humares.de)

### Participants

Heiko Prigge, Head of Sales, Medical Product Advisor

Ulrike Gassner, Medical Product Advisor, Backoffice

### Number of employees

18

### Activities in the following countries

Spain, Switzerland, Turkey, Belgium, Vietnam, VAE, China, Japan, Poland, Romania, Czech Republic, Indonesia, Italy

### Sector

Electrical and electronic industry, measuring and control technology, medical engineering, services

### Offered services / product range

A success story for over 40 years

“Stability, accuracy, quality and, not least, simplicity” are the success criteria for Humares® GmbH (derived from: human – research) from the technology region Karlsruhe-Bruchsal. These characteristics have become foundational pillars and resulted in a success story of the owner-managed company that has spanned over 40 years. Manufacturer of ozone- / oxygen therapy, ultra violet irradiation therapy, hermatogenic oxydation therapy and colon-hydro therapy devices.

### Core competencies

Since the founding of the company by the owner K.-A. Hübner, Humares® GmbH has stood for innovation, user-friendliness, longevity, high-quality workmanship and an excellent cost-benefit ratio. Patient safety as well as quick amortisation are a development priority for each of our products. German workmanship and the joy of continuous further development have made us one of the market-leading company.

### Cooperation objectives

Looking for customers, representatives, agents or distributors

### Language skills

English



## I.C.LERCHER-Solutions GmbH

Im Saegenloh 8  
78333 Stockach, Germany  
Phone +49 7771 91462880  
Email [info@icl-s.com](mailto:info@icl-s.com)  
Web [www.iclercher-solutions.com](http://www.iclercher-solutions.com)

### Participants

Nico Gleichauf, CEO  
Stefan Schuler, Head of Global Sales

### Activities in the following countries

Worldwide

### Sector

Medical engineering, production of medical electronics and devices, medical loupe and light engineering

### Offered services / product range

- HD medical camera solutions
- Portable ENT stroboscopy solutions
- Loupes with different magnifications for all applications
- Light systems for loupes and endoscopy
- OEM engineering over the entire bandwidth

### Core competencies

I.C.LERCHER-Solutions is a global partner for electronic and optical medical solutions. We develop, design and produce camera systems, the smallest stroboscopy set in the world, loupes with different magnifications, as well as light systems for loupes and endoscopy. In short: Exceptional medical products with modern technologies and high-quality materials. Made in Germany!

### Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors, OEM projects

### Language skills

English, German



## Innovative Medical Mannheim GmbH

Theodor-Kutzer-Ufer 1 – 3

68167 Mannheim, Germany

Phone +34 687 384222

Email [info@immannheim.com](mailto:info@immannheim.com)

Web [www.immannheim.com](http://www.immannheim.com)

### Participants

Carlos José Pérez Berdasco, CEO

Dr. Jorge Petrone, Medical Director

### Sector

Articulated laparoscopic instruments for minimally invasive surgery

### Offered services / product range

Articulated laparoscopic instruments for MIS. Main applications:

- General surgery: inguinal hernia (TAPP;TEP) gallbladder; bariatric surgery; colon; appendix; reflux surgery; etc (all abdominal pathology that today is treated through laparoscopic surgery)
- Urology: kidney surgeries (for cancer or lithiasis pathology); ureter surgeries; renal cyst; prostate surgeries (for cancer or benign pathology); radical prostatectomy (all urological pathology that today is treated through 5 mm laparoscopy)
- Gynaecology: fallopian tubes, uterine surgeries, ovarian cyst, etc (all gynaecological pathology that today is treated through 5 mm laparoscopy forceps)
- It can also be applied in Paediatric surgery.  
Thoracic surgery (uniportal technique)

### Core competencies

We transfer the robotic surgery attributes into the surgeon's hands. We leave aside 40 years of rigidity in the tips to finally reach movements similar to those of the surgical robot.

### Cooperation objectives

Looking for representatives, agents or distributors

### Language skills

English, German, Spanish



## Innovations Medical Vertrieb GmbH

Badstr. 11  
 78532 Tuttlingen, Germany  
 Phone +49 7461 96642-0  
 Email [info@im-vertrieb.com](mailto:info@im-vertrieb.com)  
 Web [www.innovations-medical.de](http://www.innovations-medical.de)

Participant	Michael Schändlinger, Managing Director
Number of employees	60
Export quota	40 %
Activities in the following countries	Europe
Sector	Medical engineering
Offered services / product range	Surgical instruments, implants and sterile containers
Core competencies	<p>Accumulated competence is better than just competence. This is why in 2006 two traditional companies have decided to join together to form Innovations Medical. Using the combined know-how and the skill of our workforces we additionally are able to offer a larger variety of quality products from one source.</p>
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors
Requirements for an ideal business partner	In our product range we have a good network to the hospital and distributors.
Language skills	German, English, Spanish

## INOVA

INOVA TECHNOLOGY GMBH  
DISTRIBUTION OF MEDICAL TECHNOLOGY

### Inova Technology GmbH

Zeppelinstr. 283

88048 Friedrichshafen, Germany

Phone +49 7541 9506222

Email [info@endoscopesonline.com](mailto:info@endoscopesonline.com)

Web [www.endoscopesonline.com](http://www.endoscopesonline.com)

#### Participants

Marta Stauber, CEO

Daniel Stauber, Marketing & Sales Manager

#### Number of employees

6

#### Export quota

90 %

#### Activities in the following countries

Based in Germany. Sales and service to whole Europe, South America, P.R. China, India, S. Korea, Taiwan, Australia, Turkey, Saudi Arabia and North America. Subsidiaries in Brazil and the U.S.A.

#### Sector

Information technology, medical engineering, services, infrastructure for digital ORs, 4K endoscopes, all spare parts and accessories for endoscopy.

#### Offered services / product range

INOVA is a worldwide operating company, offering infrastructure for digital ORs and a cpl. 4K endoscopy range. Cooperation with German-based IT company. We offer new and compatible spare parts for the most common brands of rigid and flexible endoscopes, OEM parts and components as well. High degree of flexibility for the customer.

#### Core competencies

INOVA is an ISO-certified company offering digital ORs infrastructure, 4K rigid endoscopes, Olympus, Pentax and Fujinon flexible scopes, accessories and all the necessary material for maintenance, as well as CCD-Chips. We offer regular trainings for product and maintenance of endoscopes in our facility in Germany.

#### Cooperation objectives

Looking for retail partners, wholesale partners, partner companies for sales, technical service and maintenance of endoscopes.

#### Requirements for an ideal business partner

The ideal partner is regularly present in the hospitals and clinics and willing to establish his own local workshop for service.

#### Language skills

We speak German, English, Portuguese, Spanish and Arabic





## Joline GmbH & Co. KG

Neue Rottenburger Str. 50  
 72379 Hechingen, Germany  
 Phone +49 7471 9881-0  
 Email [info@joline.de](mailto:info@joline.de)  
 Web [www.joline.de](http://www.joline.de)

Participants	Peter Kohlbecher, Director Global Sales & Marketing Spine Marc Frech, Director International Sales Spine / Catheter Minou Schaghaghi, Director Global Sales & Marketing Catheter
Number of employees	125
Export quota	40 %
Activities in the following countries	Manufacturing and headquarter in Germany
Sector	Medical engineering, catheters and spine products 100 % made in Germany
Offered services / product range	<ul style="list-style-type: none"> <li>• Dialysis catheters and balloon kyphoplasty</li> <li>• Products made in Germany</li> </ul>
Core competencies	Development and manufacturing of top quality medical equipment in Germany
Cooperation objectives	Looking for customers, distributors
Requirements for an ideal business partner	Dedicated sales force with experience in selling to a) Nephrology and intensive care (to sell dialysis catheters) or b) Orthopedic or spine (to sell kyphoplasty)
Language skills	English, French, Spanish, German



## Kastner-Praxisbedarf GmbH

Berliner Ring 40  
76437 Rastatt, Germany  
Phone +49 7222 53005  
Email [info@kastner-gmbh.de](mailto:info@kastner-gmbh.de)  
Web [www.ozontherapie.com](http://www.ozontherapie.com)

Participant

Jonas Renz, CEO

Activities in the  
following countries

Worldwide

Sector

Medical engineering, Ozone, UVB, HOT

Offered services/  
product range

Kastner-Praxisbedarf is the global leader in providing integrated autohemotherapy systems to medical practitioners. We manufacture both devices (ozone generator) and medical consumables.

Cooperation objectives

Looking for customers, wholesale partners, representatives, agents or distributors

Language skills

English, German, French



## KERN & SOHN GmbH

Ziegelei 1  
72336 Balingen-Frommern, Germany  
Phone +49 7433 9933-0  
Email [info@kern-sohn.com](mailto:info@kern-sohn.com)  
Web [www.kern-sohn.com](http://www.kern-sohn.com)

Participants	Stephan Ade, Sales Manager Hendrik Neff, Teamleader Sales
Number of employees	120
Export quota	50 %
Activities in the following countries	Worldwide
Sector	Measuring and control technology
Offered services/ product range	Our delivery range includes the complete spectrum of weighing techniques (medical balances, industrial balances, laboratory balances, test weights, verification and DKD calibrations).
Core competencies	<p>Quality &amp; experience: these three factors: quality, durability and ease of operation have been hallmarks of our products for over 175 years.</p> <p>Promptness: the right product, at the right time, in the right place – that is our strength.</p> <p>Professionalism and trust: on the subject of competent advice: Competence coupled with reliability – for centuries this has been the guiding principle of our company.</p>
Cooperation objectives	Looking for customers, retail partners
Language skills	German, English, French, Italian, Spanish



## LiKAMED GmbH

Raußmühlstr. 7  
75031 Eppingen, Germany  
Phone +49 7262 9189-0  
Email [info@likamed.de](mailto:info@likamed.de)  
Web [www.likamed.de](http://www.likamed.de)

Participants	Sebastian Lipp, Commercial Chief Executive Officer / CEO Peter Vallon, Head of R&D – Electronical Devices Astrid Hirsch, Export Manager – America, Asia, Australia Ulrike Schon, Export Manager – Europe and Africa
Number of employees	65
Export quota	70 %
Activities in the following countries	Worldwide – due to longterm partnerships with our highly valued distributors – especially in Europe, the Middle East, Asia, the Americas and Africa.
Offered services / product range	<ul style="list-style-type: none"> <li>• High-end therapy chairs and special bed chairs for various medical application areas, e.g. dialysis, oncology, blood donation etc.</li> <li>• Praxis-oriented accessories, e.g. side tables, scale systems and working stools</li> <li>• Innovative shockwave systems for all kinds of orthopedic and physiotherapeutic indications</li> </ul>
Core competencies	LiKAMED has been a globally leading manufacturer of therapy chairs for more than 40 years and our products distinguish themselves by their high quality, great patient comfort, functionality, longevity, but also cost efficiency. We are constantly striving for innovative excellence in quality, service and technical superiority.
Cooperation objectives	Looking for customers, representatives, agents or distributors, joint venture partners
Language skills	German, English, French, Spanish & Russian



## livetec Ingenieurbüro GmbH

Marie-Curie-Str. 8  
79539 Lörrach, Germany  
Phone +49 7621 161896-0  
Email [info@livetec.de](mailto:info@livetec.de)  
Web [www.livetec.de](http://www.livetec.de)

### Participants

### Number of employees

### Export quota

### Activities in the following countries

### Sector

### Offered services / product range

### Core competencies

### Cooperation objectives

### Requirements for an ideal business partner

### Language skills

Erik Lück, Product Manager

< 50

60 %

Europe, China, Russia, Iran, New Zealand – worldwide

Measuring and control technology, engineering, medical engineering, services, production of medical devices

- Heart stimulation units
- Temporary pacemakers
- Cableless ECG
- RF Ablation systems
- Laser
- livetec Ingenieurbüro GmbH is legal manufacturer
- Medical technology (cardiology, electrophysiology)
- Communication technology
- Industrial remote monitoring and diagnostics
- LLLT – Low Level Laser Therapy

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, joint venture partners

A strong business partner with a good distribution network and with know-how in regional registration and QA/RA

German, English



## LUXAMED GmbH & Co. KG

Daniel-Weil-Str. 3  
 89143 Blaubeuren, Germany  
 Phone +49 7344 92905-0  
 Email [info@luxamed.de](mailto:info@luxamed.de)  
 Web [www.luxamed.de](http://www.luxamed.de)

### Participants

Harald Bühler, Managing Director  
 Bernhard Winter, Managing Director

### Number of employees

19

### Export quota

70 %

### Activities in the following countries

Worldwide

### Sector

Medical engineering, medical diagnostic instruments

### Offered services / product range

Luxamed is developing and producing high quality diagnostic instruments – made in Germany.

- Oscopes
- Dermatoscopes
- Laryngoscopes
- Diagnostic Penlight
- Stethoscopes
- Reflex hammers
- Examination lamps

Only high quality materials as high-strength, polished, corrosion- and heat-resistant stainless steel or polished anodized aluminium are used in our products.

### Core competencies

Luxamed is manufacturer of medical diagnostic instruments made in Germany. We have precise conceptions, as our instruments have to be developed and produced. Therefore, apart from quality, our factory located in the heart of Baden-Württemberg at the Swabian Alb, is making high demands on the areas of reliability, economy, environmental protection and safety standards.

### Cooperation objectives

Looking for customers, representatives, agents or distributors



## MATTES Surgical Instruments

Haldenstr. 27

78532 Tuttlingen, Germany

Phone +49 7461 3643

Email [jens.mattes@mattes-medizintechnik.com](mailto:jens.mattes@mattes-medizintechnik.com)

Web [mattes-medizintechnik.com](http://mattes-medizintechnik.com)

### Participants

Jens Mattes, CEO

Dr. med. Frank Mattes, Medical Consultant

Patrick Niebel, Consultant

### Number of employees

5

### Export quota

70 %

### Activities in the following countries

We supply the surgical instruments in Europe Africa, Asia, South America and Australia.

### Sector

Medical engineering, medical device industry

### Offered services/ product range

We offer you a complete range of surgical instruments and special medical devices.

### Core competencies

Mattes surgical instruments has an over 50 years history in developing and marketing of surgical instruments and medical devices.

### Cooperation objectives

Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network

### Language skills

German, English



## Medic Medizintechnik GmbH

Eltastr. 2

78573 Wurmlingen, Germany

Phone +49 7461 966766-0

Email [r.bohnert@medic-medizintechnik.com](mailto:r.bohnert@medic-medizintechnik.com)

Web [www.medic-medizintechnik.com](http://www.medic-medizintechnik.com)

### Participants

Reiner Bohnert, General Manager

Helmut Gützkow, Consultant

### Number of employees

3

### Export quota

84 %

### Activities in the following countries

Europe, Middle East, Asia and South America, looking for dealers worldwide

### Sector

Metal processing, medical engineering, surgical instruments and traumatology implants

### Offered services / product range

We are manufacturing high quality surgical instruments and implants for human and veterinary. Our specialities are:

- scissors, surgical instruments
- sterilization containers
- traumatology implants
- external fixation

### Core competencies

Our core competence is the manufacturing of instruments and implants for traumatology. We develop and design new products and manufacture customized products. We are certified according DIN ISO 13485:2016 and establish MDR within next few months.

### Cooperation objectives

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

### Requirements for an ideal business partner

- Medic want to extend his dealer network worldwide
- Sales representatives as area sales managers are searched

### Language skills

German, English





## medical bees GmbH

Friedrich-Woehler-Str. 13  
 78576 Emmingen, Germany  
 Phone +49 7465 9298310  
 Email [sales@medical-bees.de](mailto:sales@medical-bees.de)  
 Web [www.medical-bees.de](http://www.medical-bees.de)

Participants	Marius Buchta, Sales Director Charlotte Kohlbecher, Marketing
Number of employees	120
Export quota	75 %
Activities in the following countries	Worldwide
Sector	Electrical and electronic industry, metal processing, medical engineering, surgical instrument manufacturing, battery-powered motor systems
Offered services/ product range	A complete product offering going from simple hand-held instruments (elevators / mallets) to sophisticated set offerings for spine and orthopaedic surgeons. This year medical bees added a new Premium MF Cranial Stabilization and Fixation set to the product line. Also available a new line of spine sets (MCC-PEEK, BB, SL-Line for ACF). A new-battery powered motorsystem beesystemII will be displayed.
Core competencies	A 70-year experience in the medical field with all products developed / manufactured in Germany. The Rudolf Storz company combines profound knowledge in R&D, construction and instrument manufacturing with newest manufacturing technologies. The medical bees GmbH is our sales company to promote the products worldwide. Get to know our new products Premium MF-Set, Prime-Line of mallets and the ACF-Set.
Cooperation objectives	Looking for customers, representatives, agents or distributors
Requirements for an ideal business partner	Looking for long-term reliable business relationships. We would like to expand our sales in this region.
Language skills	English, German, French



## Medlab medizinische Diagnosegeräte GmbH

Helmholtzstr. 1a  
76297 Stutensee, Germany  
Phone +49 7244 741100  
Email [sales@medlab.eu](mailto:sales@medlab.eu)  
Web [www.medlab.eu](http://www.medlab.eu)

### Participants

Daniel Hendreich, Head of R&D  
Elisabeth Kalt, Sales Manager

### Number of employees

20

### Export quota

60 %

### Activities in the following countries

Devices: Europe, Middle and Far East, North Africa, South America, Australia and South Africa, OEM Products: Worldwide

### Sector

Medical engineering, medical equipment

### Offered services/ product range

- Product range medical devices: Handheld pulse oximeters, desktop pulse oximeters, desktop capnographs, desktop vital signs monitors
- Product range OEM solutions: SpO2 modules, etCO2 modules, ECG modules, IBP and NIBP modules, Temp modules, Multi parameter module

### Core competencies

As a German medical technology company, we provide a wide portfolio of OEM solutions. Globally renowned manufacturers rely on our technology when integrating them into their medical devices. Additionally, we have developed our own high-end capnographs, pulse oximeters and vital signs monitors, which support healthcare providers.

### Cooperation objectives

Looking for customers, representatives, agents or distributors, OEM partners

### Requirements for an ideal business partner

Our partner should be well established and should have a thorough knowledge of the local market. Expertise of any relevant legislation for medical equipment in the particular country is requested. We are searching for OEM partners experienced in developing innovative medical products.

### Language skills

German, English



## nopa instruments Medizintechnik GmbH

Weilatten 7 – 9

78532 Tuttlingen, Germany

Phone +49 7462 9490-0

Email [info@nopa.de](mailto:info@nopa.de)

Web [www.nopa.de](http://www.nopa.de)

Participant

Manuel Bulach, Sales Manager

Number of employees

45

Activities in the  
following countries

Worldwide

Sector

Medical products

Offered services/  
product range

We are a manufacturer and supplier of surgical, endoscopic, dental and veterinary instruments, equipment and sterilisation containers with headquarters in Tuttlingen, Germany. For over 35 years our brand name is well established on the medical technology market. We are certified according to ISO 13485:2016.

Core competencies

Quality comes first in each step along the way in order to guarantee that our clients are fully satisfied. This applies not only to the products we manufacture and supply but also to other services that we perform. For us, optimum collaboration with our clients and business partners all over the world is of utmost importance. Our experienced and excellently trained staff guarantee smooth service.

Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors, partners for the mutual use of the distribution network

Language skills

English, Spanish, French, Italian, Portuguese, Russian



## nora systems GmbH | shoe components

Hoehnerweg 2 – 4

69469 Weinheim, Germany

Phone +49 6201 80-5715

Email [info-shoe@nora.com](mailto:info-shoe@nora.com)

Web [www.nora-shoe.com](http://www.nora-shoe.com)

### Participants

Peter Mueller, Director Sales & Marketing

Américo Barrientos, Business Development Manager

### Number of employees

1,000

### Export quota

40 %

### Activities in the following countries

Worldwide

### Sector

Plastics industry, medical engineering, orthopaedic shoe engineering, general orthopaedics, and shoe repair

### Offered services / product range

nora systems offers a full range of products for orthopaedic shoe engineering, shoe repair, general orthopaedics and also for industrial use. The brand stands for premium material quality, innovative product development, and a practical and varied product range:

- Lift sheets and inner-shoe material
- Soling material
- CAD / CAM material
- Composite sheets for deepdrawing and milling

### Core competencies

- Excellent workability, especially in terms of easy sanding, bonding, and thermoplastic mouldability
- Hygienic closed cell EVA foam
- Tested for harmful substances
- Tested desinfectibility (SG plus)
- Dermatologically proven skin compatibility
- Safety of patient and staff

### Cooperation objectives

Looking for customers, wholesale partners, representatives, agents or distributors

### Language skills

German, English, Spanish, Italian, French



## NOVAFON

Daimlerstr. 13  
71384 Weinstadt, Germany  
Phone +49 7151 133970  
Email [info@novafon.de](mailto:info@novafon.de)  
Web [www.novafon.com/en](http://www.novafon.com/en)

Participants	Alexander Kauffmann, CEO Tassilo Mueller, Int. Sales Milos Zivkovic, Sales
Number of employees	23
Export quota	10 %
Activities in the following countries	Germany, Switzerland, Poland, Denmark, USA, Spain, France, ...
Sector	Medical engineering
Offered services / product range	The gentle vibrations of NOVAFON sound wave devices help to reduce pain and alleviate the after-effects of a stroke. Deep tissue stimulation triggers the body's own response mechanisms and supports the rehabilitation after a wide range of illnesses. Muscle functionality and activation improve. This makes NOVAFON sound wave devices a useful therapeutic aid in doctor's surgeries and hospitals.
Core competencies	NOVAFON sound wave devices are Class 2a medical devices that have been used for more than 30 years in the therapeutic areas of speech therapy, occupational therapy, physiotherapy, naturopathy and veterinary medicine. Deep vibrotactile stimulation helps to regulate muscle tone, reduce myofascial pain and improve motion sequences. Patients as well as therapists put their trust in the reliable effect.
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network
Requirements for an ideal business partner	Ideal business partner counts with network / target group of therapists (physio therapists, occupational therapists, speech therapists) and is open to introduce a completely new technology to his local market.
Language skills	English, Spanish, Serbian

# OPTIMA

## OPTIMA automation GmbH

Bruckmannstr. 11

70736 Fellbach, Germany

Phone +49 711 51099460

Email [automation@optima-packaging.com](mailto:automation@optima-packaging.com)

Web [www.optima-packaging.com](http://www.optima-packaging.com)

### Participants

Eugen Wanner, Director Sales

Jörg Tschritter, Technical Sales Manager

### Number of employees

50

### Export quota

80 %

### Activities in the following countries

Worldwide with subsidiaries and representatives in Europe, USA, Mexico, Brazil, India, Malaysia, China, South Korea, Russia and Japan

### Sector

Engineering, medical engineering, medical industry, pharmaceutical industry, consumer industry

### Offered services / product range

Labscale solutions, scalable semiautomatic and fully automatic assembly machines for medical & pharmaceutical products, such as:

- Auto- / pen-injectors
- Blood collection tubes
- Plastic / glass syringes (e.g. safety & insulin syringes)
- Cannula assembly (e.g. glass syringes)
- Infusion-sets / transfusion-sets
- Blood collection products (e.g. multi-sample needles, fistula needles)
- Dental products

### Core competencies

Our customized machines and assembly solutions are designed and developed on the rotary indexing principal, continuous motion process as well as linear assembly transfer lines. From mechanical and electrical design of the machine to assembly, control and start-up we cover the complete value-added chain.

### Cooperation objectives

Looking for customers, partners for the mutual use of the distribution network

### Requirements for an ideal business partner

We are looking for manufacturers of medical devices and pharmaceutical companies.

### Language skills

German, English



## ORTHO-MEDICAL GmbH

Hauptstr. 5

78589 Duerbheim, Germany

Phone +49 7424 9403-40

Email [mail@orthomedical.de](mailto:mail@orthomedical.de)

Web [www.orthomedical.de](http://www.orthomedical.de)

### Participants

Dietmar Kapp, President

Peter Schilling, CEO

Anita Doser, Area Sales Manager

### Number of employees

25

### Export quota

80 %

### Activities in the following countries

Worldwide

### Sector

Medical engineering, services

### Offered services / product range

Whatever the Pathology: We offer optimal and customized solutions for all open as well as minimally invasive surgery specialities, from orthopaedics / traumatology to neurosurgery; from arthroscopy to microsurgery, including all the other major surgical disciplines. Our product range responds logically to all possible expectations and demands required by and for the treatment of specific pathologies

### Core competencies

The company's mission is to be successful by effectively utilizing the philosophies of high quality, advanced manufacturing techniques, innovation and customer service. We are more than a source for quality instrumentation. ORTHO-MEDICAL is an advocate for the orthopedic community. We can be relied upon to provide superior instrumentation for spinal and orthopedic procedures.

### Cooperation objectives

Looking for wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network

### Requirements for an ideal business partner

Our marketing strategy will be to promote sales of hybrid OEM and branded products. Targets clients will be OEM clients as well distributors / wholesaler.

### Language skills

German, English, French, Japanese, Mandarin, Cantonese, Malay



## OSYPKA AG

Earl-H.-Wood-Str. 1  
79618 Rheinfelden, Germany  
Phone +49 7623 7405-0  
Email [mail@osypka.de](mailto:mail@osypka.de)  
Web [www.osypka.de](http://www.osypka.de)

### Participants

Ilse Karin Kastner, VP Sales  
Guido Derjung, COO

### Number of employees

200

### Export quota

50 %

### Activities in the following countries

Europe, Asia, Middle East, Africa, Latin America

### Sector

Medical engineering

### Offered services / product range

OSYPKA AG is a leading manufacturer of medical devices. Founded over 40 years ago, we are active in the field of cardiology with a product portfolio for electrophysiology, interventional cardiology and cardiac surgery, e.g. diagnostic and ablation catheters, RF generator, valvuloplasty catheters, pacing wires, temporary pacing catheters, external pacemakers & retrieval snare catheters.

### Core competencies

High quality manufacturing and worldwide marketing of medical devices for cardiology. Vertically integrated manufacturing on site in Germany. OEM Partner for medical technology: development and manufacturing of catheters, implantable leads, assembly of implantable devices incl. glove box welding, injection molding and ETO sterilization

### Cooperation objectives

Looking for customers, representatives, agents or distributors

### Requirements for an ideal business partner

Our ideal distribution partner is well connected and experienced with a strong distribution channel in the fields of interventional cardiology, rhythmology and cardiac surgery.

### Language skills

English, German



## PRO-MED INSTRUMENTE GMBH

### PRO-MED Instrumente GmbH

Gänsäcker 9  
78532 Tuttlingen, Germany  
Phone +49 7462 204240  
Email [info@pro-med-tut.de](mailto:info@pro-med-tut.de)  
Web [www.pro-med-tut.de](http://www.pro-med-tut.de)

#### Participants

Jan Dinkelmann, Managing Director  
Ralph Dinkelmann, Managing Director

#### Number of employees

9

#### Export quota

80 %

#### Activities in the following countries

PRO-MED instruments are sold in over 50 countries situated on all 5 continents.

#### Sector

Medical devices & equipment, surgical instruments

#### Offered services/ product range

PRO-MED is a family owned and managed premium supplier of German quality surgical instruments since 1978 and we sell our products successfully in over 50 countries worldwide. We offer more than 15,000 different items in 6 specialty catalogues.

#### Core competencies

Quality, reliability, reactivity, experience

#### Cooperation objectives

Looking for customers, retail partners, representatives, agents or distributors

#### Requirements for an ideal business partner

We are looking for reliable partners that are interested in a long-term business relationship.

#### Language skills

English, French, Italian, Spanish, German



## Rebstock Instruments GmbH

In Weiheräcker 7  
78589 Dürbheim, Germany  
Phone +49 7424 98230-30  
Email [info@rebstock.de](mailto:info@rebstock.de)  
Web [www.rebstock.de](http://www.rebstock.de)

### Participants

Sebastian Rebstock, General Manager  
Philipp Boehme, Sales Manager

### Export quota

70 %

### Activities in the following countries

Rebstock Instruments GmbH exports to more than 40 countries all over the world, e.g. USA, Japan, Australia, France, Italy, China, UAE, Jordan, Lebanon, Saudi Arabia, Iraq

### Sector

Surgical instruments and implants

### Offered services / product range

Precision made in Germany – we are manufacturing highly precise surgical instruments and implants since more than 20 years. Know-how, innovations and our high quality standards make us a leading manufacturer of surgical instruments and implants for all kinds of surgeries of modern human medicine. Our competent and reactive service will consult you comprehensively regarding to your enquiries.

### Core competencies

We are manufacturing and distributing very specific surgical instruments and implants with highest requirements on material, precision, accuracy and quality for the sensitive and delicate brain, spine and cardiovascular surgeries. To complete our range, we are offering all kinds of general surgical instruments. This makes us a system supplier for all needs of surgical instruments and implants.

### Cooperation objectives

Looking for customers, representatives, agents or distributors

### Requirements for an ideal business partner

Detailed and comprehensive knowledge about the medical market in the specific country, contacts and relations to end-users, nationwide sales-network.

### Language skills

English



## RfQ-Medizintechnik GmbH & Co. KG

Sattlerstr. 28

78532 Tuttlingen, Germany

Phone +49 7461 96170

Email [info@rfq.de](mailto:info@rfq.de)

Web [www.rfq.de](http://www.rfq.de)

Participant

Daniel S. Renz, General Manager (CEO)

Export quota

75 %

Activities in the  
following countries

Europe, Middle East, Africa, Asia, North America

Sector

Metal processing, medical engineering, fiberoptics,  
medtech products

Offered services/  
product range

“RfQ” reads ‘Renz for Quality’ which is our company name since 1949 and it is also our program in the medical market. It means an ISO-certified, quality-controlled manufacture and marketing of fiberoptic light cables and cleaning jet pistols which does fulfill or own high quality standards and the expectations of our domestic and international partners and customers.

Cooperation objectives

Looking for customers, wholesale partners, representatives,  
agents or distributors

Language skills

German, English



## RISA GmbH

Industriestr. 7  
 78234 Engen, Germany  
 Phone +49 7733 9423-0  
 Email [info@risa-germany.eu](mailto:info@risa-germany.eu)  
 Web [www.risa-germany.eu](http://www.risa-germany.eu)

### Participants

Norbert Berner, CEO, General Manager  
 Katrin Berner, Sales Manager

### Number of employees

25

### Export quota

60 %

### Activities in the following countries

Worldwide

### Sector

Medical engineering

### Offered services / product range

Manufacturer of cutting tools for knee and hip surgery.

### Core competencies

- Saw blades
- Twist drills
- Burs (dental, ENT, oral and maxillofacial surgery)
- Dental burs
- Acetabulum reamers
- Flexible reamers
- Nitinol reamers

### Cooperation objectives

Looking for customers, wholesale partners, representatives, agents or distributors

### Language skills

English, German

## SHARPLINE.

### Sharpline Medical

Rotebühlplatz 23, City Plaza, 3. Etage  
70178 Stuttgart, Germany  
Phone +49 151 24273684  
Email [info@sharpline.de](mailto:info@sharpline.de)  
Web [www.sharpline.de](http://www.sharpline.de)

#### Participants

Murat Bahadir, CEO  
Nicole Gems, Area Sales Manager

#### Number of employees

6

#### Activities in the following countries

Europe, Africa, South America, Middle East, Asia

#### Sector

Medical engineering

#### Offered services / product range

- Medical equipment & devices
- Sterilisation equipment
- Medical instruments
- Powered instruments

#### Core competencies

Sharpline Medical is a worldwide operating company offering surgical engine systems with advanced technology and sterilization containers made of aluminum for the medical market. The company was founded in 2006. Through its sales office in Stuttgart, sales are made to European countries as well as to South America, Asia and the Middle East.

#### Cooperation objectives

Looking for customers, wholesale partners, representatives, agents or distributors, come to see us at Z4.E22

#### Language skills

We speak German, English and Turkish



## SPORLASTIC GmbH

Weberstr. 1  
72622 Nürtingen, Germany  
Phone +49 7022 7050  
Email [info@sporlastic.de](mailto:info@sporlastic.de)  
Web [www.sporlastic.de](http://www.sporlastic.de)

### Participants

Torsten Schweizer, Head of Marketing and Export  
Janina Bäuerle, Event and Marketing Manager

### Activities in the following countries

Austria, Belgium, Canada, Denmark, France, Germany, India, Luxembourg, the Netherlands, Poland, Spain, Switzerland, Turkey, USA

### Sector

Medical engineering, textile industry

### Offered services / product range

SPORLASTIC bandages and orthotics help to provide optimised rehabilitation – and guide patients back to mobility more effectively. This solutions are developed in collaboration with clinicians, therapists and engineers and represent innovation with the highest possible degree of functional quality.

### Core competencies

SPORLASTIC products guarantee excellent skin compatibility thanks to their carefully selected materials and tested micro-climate values. The innovative 3D flat knits are latex-free and adjust perfectly to anatomical characteristics. This allows functional compression, a proprioceptive mode of action and an ideal fit.

### Cooperation objectives

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

### Requirements for an ideal business partner

We are looking for distributors for orthopaedic products. Our perfect partner has strong distribution channel in his territory with sufficient staff regularly visiting clients and hospitals. Our ideal business partner is experienced in the sale of bandages and braces.

### Language skills

English, German, Spanish



## SternMed GmbH

Schubertstr. 31  
88214 Ravensburg, Germany  
Phone +49 751 35978-0  
Email [marketing@sternmed.de](mailto:marketing@sternmed.de)  
Web [www.sternmed.de](http://www.sternmed.de)

Participants	Ralf Triebe, CEO Vernesa Music-Nalo, Marketing & Customer Relations Manager
Number of employees	10 – 50
Export quota	90 %
Activities in the following countries	All countries in EU, GCC, MENA, West & East Africa, Asia, Latin & South America
Sector	Medical engineering
Offered services / product range	We at SternMed and as a German medical manufacturer, provide several medical devices such as: <ul style="list-style-type: none"> <li>• Imaging products: Radiography systems, CT scan, MRI (0.35, 0.5 &amp; 1.5 Tesla)</li> <li>• OR Solutions: OR lights, OR tables and Anesthesia Machine</li> <li>• Patient Care devices: Monitors, Medical pumps and Ventilators</li> </ul> All SternMed products are ISO 13485:2016 certified by TÜV Nord.
Core competencies	Imaging systems such as radiography systems, CT scan, MRI (0.35, 0.5 & 1.5 Tesla).
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors
Requirements for an ideal business partner	Having experience in medical equipment fields.
Language skills	English, German, French, Croatian



## TREU-Instrumente GmbH

take-off Gewerbepark 130 – 132  
 78589 Neuhausen ob Eck, Germany  
 Phone +49 7467 947673-0  
 Email [info@treu.com](mailto:info@treu.com)  
 Web [www.treu.com](http://www.treu.com)

Participant	Robert Krajnc, Director Sales
Number of employees	42
Export quota	80 %
Activities in the following countries	International
Sector	Metal processing, medical engineering, services
Offered services / product range	Implants and instruments for trauma and osteosynthesis like locking and non-locking plates and screws, interlocking nails, wires, pins.
Core competencies	Our main focus is the orthopaedic surgeon to serve with standardized “state of the art products” in excellent quality and competitive prices and to look for niche markets to built up and to strengthen our position as a specialist.
Cooperation objectives	Looking for customers, representatives, agents or distributors, joint venture partners
Language skills	English, Spanish, Portuguese, French, German, Russian, Italian





## VBM Medizintechnik GmbH

Einsteinstr. 1  
 72172 Sulz am Neckar, Germany  
 Phone +49 7454 9596-10  
 Email [info@vbm-medical.de](mailto:info@vbm-medical.de)  
 Web [www.vbm-medical.com](http://www.vbm-medical.com)

### Participants

Frank Hägele, Managing Director  
 Paulino Gomez, Sales Manager  
 Pierre Jullien, Area Sales Manager

### Number of employees

200

### Export quota

70 %

### Activities in the following countries

We distribute our products in about 100 countries via national and international trade partners.

### Sector

Medical engineering

### Offered services/ product range

Innovative products in the filed of:

- Airway management
- Accessories for anaesthesia and intensive care
- Tourniquets for bloodless field operations

### Core competencies

VBM Medizintechnik GmbH is a family business operating worldwide. We develop and produce innovative products. Our company was founded over 35 years ago by Volker Bertram and our headquarters are located in Sulz am Neckar, Germany. Around 200 employees work in our departments like research and development, production, quality management, regulatory affairs, distribution, service and marketing.

### Cooperation objectives

Looking for customers

### Language skills

German, English, French, Spanish



## VeHu-Medical GmbH

Dr. Karl-Storz-Str. 25  
78532 Tuttlingen, Germany  
Phone +49 7461 163311  
Email [info@vehu.com](mailto:info@vehu.com)  
Web [www.vehu.com](http://www.vehu.com)

### Participants

Kevin Ritter, Managing Director  
Michael Ritter, Product Manager

### Number of employees

6

### Export quota

60 %

### Activities in the following countries

Worldwide

### Sector

Medical engineering, surgical instruments, implants, sterilization containers

### Offered services / product range

- We are manufacturing surgical and veterinary instruments
- ENT instruments
- Ophthalmology instruments
- Orthopaedic implants for osteosynthese and maxillo faciaal implants

### Core competencies

We are certified according to DIN ISO 13485: 2016. We are specialized manufacturer of surgical instruments and implants. Our production is located in the headquarters MRitter & Sohn GmbH ([www.mritter-sohn.de](http://www.mritter-sohn.de)). Service, preparation and repair of surgical instruments from 2019 in Ras Al Kahimah FZ. Our product range more about 15,000 instruments.

### Cooperation objectives

Looking for customers

### Language skills

German, English, Turkish



## Zepf Medical Instruments GmbH

Gunninger Str. 21

78606 Seitingen-Oberflacht, Germany

Phone +49 7464 98506-0

Email [info@zepf-medical-instruments.de](mailto:info@zepf-medical-instruments.de)

Web [www.zepf-medical-instruments.de](http://www.zepf-medical-instruments.de)

### Participants

Jochen Zepf, General Manager (CEO)

Robin Fox (B.Sc.), Quality Engineer

### Number of employees

28

### Export quota

60 %

### Activities in the following countries

Europe, Australia, Asia, South America, North America, Africa

### Sector

Surgical instruments

### Core competencies

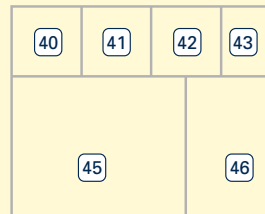
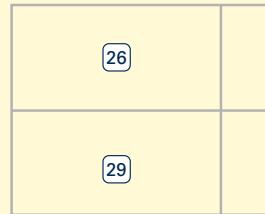
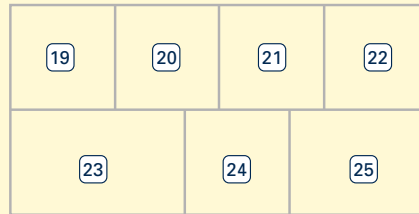
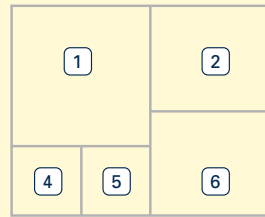
Zepf Medical Instruments GmbH is a family business operating worldwide. Our company was founded in 2000 by Ernst-Dieter Zepf and Jochen Thomas Zepf and owes its success to the trade of high quality surgical instruments. It is situated in Seitingen-Oberflacht, close to Tuttlingen, the heart of the surgery industry and employs 28 people. We are certified according to DIN ISO 13485:2016 and FDA.

### Cooperation objectives

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

### Language skills

German, English, Spanish, French, Italian



1 **ORIHOMEDICAL**  
GMBH - IMPLANTS

8 **LUXAMED®**  
Medizintechnik Made in Germany

16 **Oimm**  
Innovative Medical Mannheim

23 **Waldmann W**  
ENGINEER OF LIGHT

2 **HAEBERLE**

9 **OPTIMA**

17 **bw-i**

23 **Derungs D**  
MEDICAL LIGHTING

3 **ANTON HIPPI**  
Instruments & Implants

10 **MEDIC**  
MEDIZINTECHNIK GMBH

18 **DEWIMED®**  
SMART INNOVATION

24 **Joline®**

3 **baholzer**  
ENDOSCOPIC SYSTEMS GERMANY

11 **rfsa**

19 **INOVA**  
INOVA TECHNOLOGY GMBH  
DISTRIBUTION OF MEDICAL TECHNOLOGY

25 **PRO-MED**  
INSTRUMENTE GMBH

4 **I.C. LERCHER**

12 **nopa®** instruments  
traditionally modern

20 **QXIL®**  
Quality of X-ray

26 **GREINER**

5 **medlab**  
medizinische Diagnosegeräte GmbH

13 **VBM**

20 **livetec**

27 **DWA**  
Pollet Medical Group

6 **TREU**  
INSTRUMENTE

14 **ELCON**  
Medical Instruments GmbH

21 **Andramed**  
Medical Division

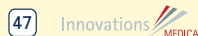
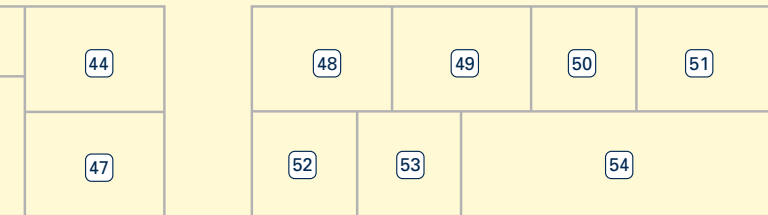
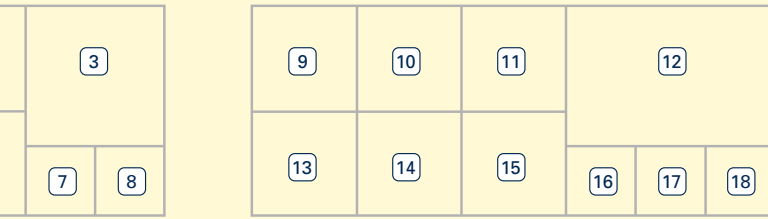
28 **DR. LANGER**  
MEDICAL

7 **SHARPLINE.**

15 **BOSCH**  
Invented for life

22 **Black Forest Health.de**

29 **B B**



# Contact.

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