

# Health ~ Holland Guide

*Your Guide to the Dutch Life Sciences & Health Sector*

2016 - 2017





## Task Force Health Care (TFHC) the public-private platform for the Dutch Life Sciences & Health sector.

**The TFHC network consist of partners from industry, knowledge institutes, NGO's, healthcare providers and the government, all active in the Dutch Life Sciences & Health sector.**

TFHC strives to improve healthcare and wellbeing internationally in a sustainable and demand-driven manner with the use of Dutch expertise:

- » By stimulating coöperation and knowledge-sharing TFHC combines forces within the Dutch healthcare sector.
- » By presenting and positioning the Netherlands abroad TFHC partners are involved in the global and local healthcare challenges.

The TFHC partners provide innovative and sustainable solutions to global (and local) healthcare challenges and are active all over the world. In the last decade the TFHC visited and maintained relationships with more than 30 countries.

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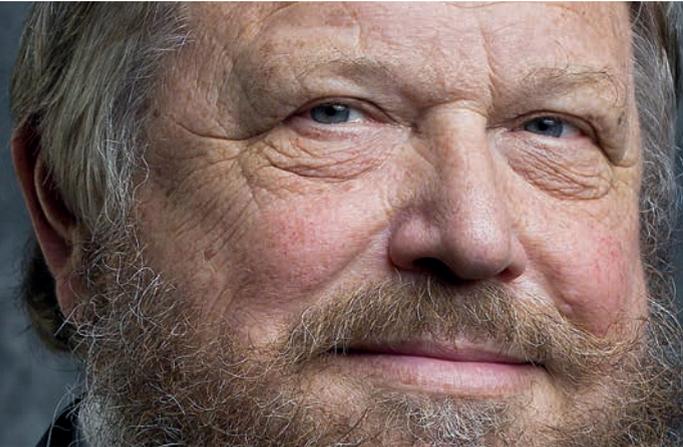
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# Content

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The Dutch Life Sciences & Health sector is working on enhancing healthcare through innovation. Through efficient, effective, accessible, comfortable and high-quality healthcare solutions, costs can be reduced while capacity increases and the quality of care improves.

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# Foreword

The Dutch are some of the happiest and healthiest people on earth. Why? Because we take care of each other. Because our country was built on cooperation. We are entrepreneurial, resourceful and highly educated. This has resulted in the best healthcare in Europe. And an internationally leading Life Sciences & Health sector. This is Holland, international source for Life Sciences and Health initiatives. Please continue reading on our story of the Dutch shared challenges and smart solutions, which is part of the international Health-Holland branding.



## Shared challenges, smart solutions

When it comes to Life Sciences & Health, there is more than enough work left to be done in the world. We have mutual challenges, such as affordability, accessibility and quality of almost everything we are dealing with in our daily work. So what would be more clever than facing them together with smart solutions?

There are plenty of reasons to collaborate with a Dutch partner when it concerns Life Sciences & Health. Here are the three most important ones.

### 1. Cooperation is in our genes

The Netherlands. A small country inhabited by a lot of people. To make sure we don't get in each other's way, the Dutch work together closely and share their knowledge. A Dutch professional isn't afraid to look beyond his own field of expertise. And this often leads to remarkable, innovative, effective and multidisciplinary partnerships. That deep-rooted willingness to work together and share knowledge has also created a leading Life Sciences & Health sector. The Netherlands is now the bustling home to more than 2,500 companies and organisations working in e-health, biotech, pharmaceuticals, medtech, research and medical science. The cooperative mentality of this small country has led to strong alliances with partners all over the world. If you are looking for international cooperation in Life Sciences & Health, a Dutch partner is a smart choice.

### 2. We are innovative, creative and entrepreneurial

The Dutch are worldwide front-runners in innovation. We like to find our own path and often come up with new solutions by looking at the problem from different perspectives. The Dutch medical and biotech companies, start-ups, research institutes and academic medical centres are bursting with ground-breaking research and new ideas. Ideas that lead to new alliances and resourceful ways to improve healthcare and life sciences. For everyone, everywhere. Public-private collaborations and investments are important drivers of innovation and improvement. The Netherlands is in the top ten of patent applications worldwide and highly ranked on the Global Innovation Index. Right now, there are hundreds of ongoing clinical studies and countless new medical products in the making. Does your project need professionals with an innovative mindset? Work with the Dutch and create disruptive solutions together.

### 3. Our knowledge economy has reached great heights

Dutch knowledge means high quality knowledge. We have a well-organised knowledge infrastructure with a highly educated and skilled workforce. In Life Sciences & Health, there is a constant cross-pollination between science, business, government and knowledge institutes. Our academic medical centres distinguish themselves through an extensive integration of scientific research, education and patient care. We are leading in oncology, cardio-vascular research, immunology, regenerative medicine, neuroscience, vaccinations, cohort studies and biobanks. And we are the front-runner in mobile healthcare. In short, our flat country is at the top when it comes to Life Sciences & Health. Choose a Dutch partner to tap into our knowledge economy.

## One of the best countries to do business with

As a trading nation, we have looked across borders for centuries. In the Netherlands, we have an open society, fully connected to the

world. International collaboration is obvious to the Dutch. For foreign companies, settling in the Netherlands is appealing due to the physical and logistical infrastructure, the quality of life, the high level of education and the stable political climate. Home to some 2,500 life sciences, medical technology companies and research organisations, the Netherlands has one of the most concentrated life sciences clusters in the world. The Netherlands is ranked number 9 on Forbes' 2015 ranking of the Best Countries for Business.

## Let's work together

The Dutch like to come to the point. But it is part of the pragmatic go-getters and inventive hard workers that we have become through the ages. Luckily, we can quickly adapt. And are always ready and able to find a solution, together with our business partners, co-workers and specialists. Are you convinced? Let's join our strengths in Life Sciences & Health.

## Did you know

- **Number 1 Healthcare system<sup>1</sup>** – In the last four consecutive years, The Netherlands' healthcare system has been ranked number 1 in the Euro Health Consumer Index, a leading assessment of the performance of national healthcare systems in 35 countries.
- **Game-changing inventions** – From the microscope to ECG, from dialysis to bio heart valves and new revolutionary DNA editing techniques.
- **Well-staffed and talented health sector<sup>2</sup>** – 13,4% of the Dutch labour force is working in the health sector.
- **Innovative thinkers<sup>3</sup>** – We are solidly in the international top 10 of patent applications.
- **One of the leading countries in innovation<sup>4</sup>** – The Netherlands ranked number 4 in the 2015 Global Innovation Index.
- **High-level science<sup>5</sup>** – We're in the top 10 in biochemistry, genetics and molecular biology when it comes to research and cited publications.
- **Booming Life Sciences sector<sup>6</sup>** – Number of companies doubled in the last ten years.
- **Front-runner in e-Health solutions<sup>7</sup>** – We have the highest ICT penetration in hospitals and clinics.

Altogether, the Dutch LSH sector is one that we would like to present to you in this Health-Holland Guide 2016-2017. And that we represent on a global level with the international Health-Holland branding. Please visit the website to keep updated with the latest Health-Holland branding tools. New tools will be available!

**Prof. J.A.M. Raaijmakers**

**Chairman of the Top Sector Life Sciences & Health**

<sup>1</sup> Source: Euro Health Consumer Index (2015)

<sup>2</sup> Dutch Ministry of Health (2014)

<sup>3</sup> World International Patent Organization

<sup>4</sup> The Global Innovation index 2015

<sup>5</sup> Report Top Sector Life Sciences & Health (2016)

<sup>6</sup> Task Force Health Care (2014)

<sup>7</sup> HIMSS Analytics



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# Foreword

**Foreword by Edith Schippers, Minister of Health, Welfare and Sport, and Lilianne Ploumen, Minister for Foreign Trade and Development Cooperation to the new edition of the Health Holland Guide.**

Many international studies show that the Dutch health care sector consistently ranks among the best in the world. Of course that is something to be proud of, but by no means a reason to rest on our laurels. We aim to provide accessible, affordable and high quality health care. But our population is aging, people adopt unhealthy lifestyles and the prevalence of chronic diseases and health expenditures are increasing. Developments that are a reality for many countries around the world. In order to meet these demands, we need innovative health care concepts and products.

In The Netherlands we believe that our challenges can only be met when all partners in the life sciences and health sector; government, healthcare professionals, science and companies and the like, work together. But it is companies and researchers that bring on the true innovations. One of our top sectors is the Dutch Life Sciences and Health sector, which has proven to be of great value for the benefit of our patients and the Dutch health care system.

Not surprisingly, many delegations from all over the world have in recent years shown great interest in our policies and in the innovative solutions that our companies have come up with. Be it for example systems for telemedicine, or ehealth applications improving the lives of people suffering from dementia or Parkinson's disease, Dutch health care solutions have helped many countries improve their health care systems.

In the first half of 2016 The Netherlands held the presidency of the European Union. An opportunity to address many important health issues such as antimicrobial resistance, improved food products, dementia and ehealth and we used the opportunity to showcase many of the innovative health care solutions of Dutch companies have to offer.

This Health Holland Guide aims to do just that as well; to help you get acquainted with the Dutch Life Sciences and Health sector. We hope to welcome you here in The Netherlands or abroad, to meet all these outstanding and innovative companies. We believe our challenges are your challenges and our solutions may be your solutions too. For the benefit of all our people. That they may live long, healthy and independent lives, for as long as possible.

# A Dutch perspective on Life Sciences & Health

The Netherlands is home to a vibrant, concentrated Life Science & Health cluster of more than 2.500 healthcare companies and research organisations, all within a 200 kilometre radius. The Netherlands is considered to be the most concentrated region in the world when it comes to creating economic and social value to healthcare. It all started in the 16th and 17th century, when the Dutch invented the microscope and pioneered in microbiology. Nowadays, The Netherlands faces challenges, but through innovation it is able to deal with increasing health care costs.

The Dutch Life Science and Health sector (LSH) has a very strong reputation. The industry has a broad spectrum ranging from medical devices, mobility & vitality, high-tech and eHealth to hospital building and public health. It also includes education & communication, nutrition, bio-medical and pharmaceuticals.

Taking into account the global and national challenges of healthcare, the Dutch LSH sector is working on enhancing healthcare through innovation. Through efficient, effective, accessible, comfortable and high-quality healthcare solutions, costs can be reduced while capacity increases and the quality of care improves.

## What are Global Healthcare Trends & Challenges?

Each country is geographically, demographically, politically and economically different. Therefore each country faces different healthcare challenges. Nevertheless, some global trends seem to affect all of us now or in the near future. First of all we see an aging society in which more people are confronted with chronic diseases. Whereas in The Netherlands it is estimated that seven million people will be chronically ill by 2030, it is believed that half of the world's population is chronically ill by 2050.

In addition, our world population, and especially the middle class, is growing rapidly. This leads to an increase in the demand for healthcare. Even today there is already a global shortage of health workers, both nurses and physicians. In The Netherlands the shortage is estimated to be 450.000 workers by 2025.

Moreover, a third trend is the negative impact that unhealthy lifestyles have on our healthcare. A change in lifestyle increases the load on our healthcare systems. Our use of tobacco, alcohol, and fast food combined with less exercise leads to obesity, diabetes, cardiovascular diseases and cancer. These diseases increase the demands on our healthcare professionals and on the infrastructure around them.

Last of all, in our society patients become more demanding as they have access to more information through internet. We have to deal with medical technological developments, such as eHealth, telemedicine and personalised medicine. All these trends added together cause healthcare expenditure to rise to a non-sustainable level.

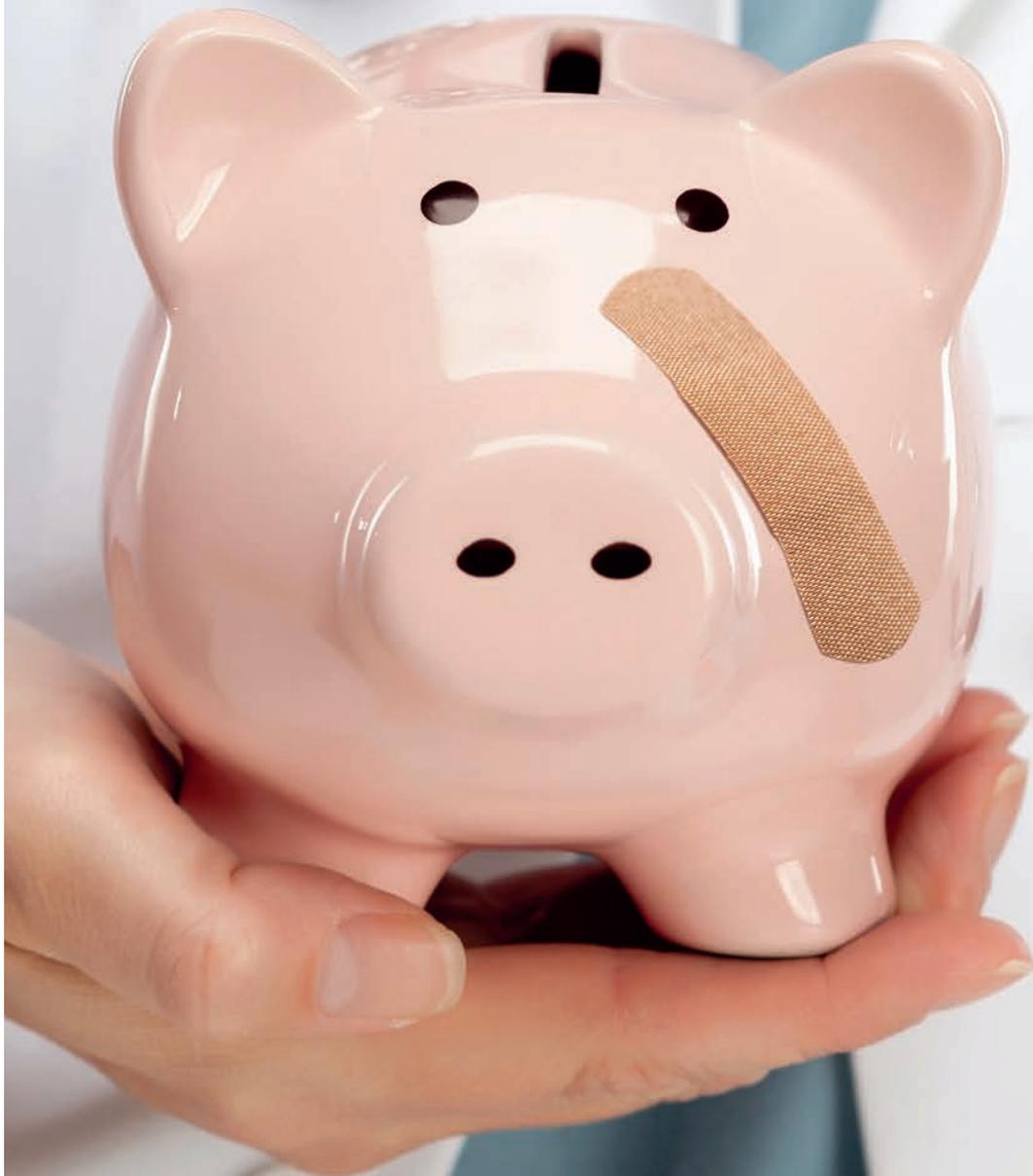
## Dutch Smart Solutions...

The world of healthcare interventions is in constant flux – new and emerging infectious diseases, changing disease patterns, demographic

## The Netherlands has a long lasting history in the Life Sciences & Health domain.

- **Andreas Vesalius** (1514 – 1564) was an anatomist, physician, and author of one of the most influential books on human anatomy, *De humani corporis fabrica* (On the Fabric of the Human Body). Vesalius is often referred to as the founder of modern human anatomy.
- The invention of the **optical telescope** is credited to the spectacle makers **Hans Lippershey** (1570 – 1619) and **Zacharias Janssen** (1585 – pre-1632) in Middelburg, and the instrument-maker and optician **Jacob Metius** (1571 – 1631) of Alkmaar.
- **Antoni van Leeuwenhoek** (1632 - 1723) is known as 'the Father of Microbiology' and considered to be the first microbiologist. He is best known for his work on the improvement of the microscope and for his contributions towards the establishment of microbiology.
- **Herman Boerhaave** (1668 – 1738) is regarded as the founder of clinical teaching and of the modern academic hospital and is sometimes referred to as "the father of physiology".
- **Jan Swammerdam** (1637 – 1680) was the first, in 1658, to observe and describe red blood cells.
- **Jacobus Henricus van 't Hoff** (1852 – 1911) was a Dutch physical and organic chemist and the first winner of the Nobel Prize in Chemistry. He is best known for his discoveries in chemical kinetics, chemical equilibrium, osmotic pressure, and stereochemistry.
- **Willem Einthoven** (1860 – 1927) won the Nobel Prize in Medicine in 1924 for his invention of the electrocardiogram.
- **Willem Kolff** (1911 – 2009) is regarded as one of the most important physicians of the twentieth century, developed and applied the first functioning artificial kidney in 1943, and was involved in breakthrough development such as the heart-lung machine and artificial heart.

Spending  
on healthcare  
in the  
Netherlands...



changes, rising costs of health care; all of which add complexity to the already considerable challenges. At the same time, innovative answers to these challenges have emerged in the Dutch LSH sector. Through efficient, effective, accessible, comfortable and high-quality healthcare solutions, costs can be reduced while capacity increases and the quality of care improves. Addressing these shared challenges the Dutch set up three main objectives for the Dutch healthcare system: Quality of care (effective, safe and patient-centred), Accessibility to care (reasonable costs for individuals, reducing travel distance and waiting times) and Affordability of care (overall cost control). With this broad commitment to the stimulation of healthcare innovations the Dutch government holds the interest of the patient in mind. The positive shift in ranking (from the 8th towards the 5th place) regarding the most competitive economies worldwide, shows that successful innovation contributes to economic growth. For the Dutch LSH sector, knowledge-sharing and close cooperation and collaboration between companies and research institutions, with full support of the government, is what drives this success. Most of the Dutch know-how on Life Sciences and Health is available for all. Over the last centuries, Dutch companies & organisations see a global market where they can put their expertise to work in order to innovate and improve healthcare systems.

**Healthcare for all!**

The Dutch healthcare system is renowned for its excellent standard of service. In fact, The Netherlands has been consistently ranked in the top three of the EuroHealth Consumer Index (EHCI) and even took the number 1 position for the last four years (2012, 2013, 2014, 2015). The Swedish independent Health Consumer Powerhouse (2015) states that: “Health systems based on social insurance, with a multitude of insurance organisations, who are organisationally independent of healthcare providers, are called Bismarck systems. There are also systems where financing and provision are handled within one, integrated organisation (Beveridge systems). EHCI finds that generally Bismarck style countries, such as the Netherlands, provide superior care.”

**Facts & figures on developments in Dutch healthcare...**

The Netherlands is well aware of the increasing costs of healthcare which was set at 14.5% of GDP in 2014 (95 billion euros). For this reason the Dutch Ministry of Health, Welfare and Sports’ highest priority was- and is to sustain and even reduce the costs of healthcare. This year, numbers are set on approximately 10% of GDP in 2016 (74.6 billion euros).

**Healthcare in the Netherlands**



Figure 1. Source: Dutch Ministry of Health, Welfare and Sports

**Healthcare spending in The Netherlands...**

With almost 17 million inhabitants and a geographical size of 41.500 km², The Netherlands is a small country with a high population density compared to its close neighbours Germany (349.223 km²) and France (643.801 km²). The government has a high focus on its healthcare investments. For example, the average price of a house in The Netherlands is € 280.000, this equals the healthcare costs of a person’s entire life in our country.

**FIGURE 2**

**Spending on healthcare in the Netherlands:**

- € 5.075 per adult per year
- € 12.750 per family per year
- € 71 billion total per year

Source: Dutch Ministry of Health, Welfare and Sports, 2016

**FIGURE 3**

**Total healthcare expenditure in The Netherlands:**

- Approx. 10% of GDP, EUR 74,6 billion (2016):
- 47.7 billion: Basic / General Healthcare
  - 25.6 billion: Long term care and nursing
  - 1.3 billion: Miscellaneous

Source: Dutch Ministry of Health, Welfare and Sports, 2016

**Jobs in the Dutch healthcare sector...**

In 2015 the country had 85 hospital organisations at 131 locations of which 8 are University Medical Centres. Next, there are 112 outpatient clinics. The current trend shows a decrease in the number of hospital organisations and a change from general towards specialised hospitals, but an increase of accessibility of healthcare due to healthcare delivery at more locations or homecare. Correspondingly, in 2015 approximately 1,1 million people worked in the healthcare sector (this excludes volunteers). In almost any field the number of workers is below the OECD average which already might indicate a capacity shortage and need for innovative solutions.

**FIGURE 4**

**Jobs in the Dutch healthcare sector:**

- 2.525 pharmacists
- 2.852 midwives
- 8.775 dentists
- 8.865 GPs
- 17.082 physiotherapists
- 22.585 specialists
- 400.000 nurses / carers / home helps.

Source: Dutch Ministry of Health, Welfare and Sports, 2016

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## COMPANY PROFILES

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 🔍 Construction, Design, Maintenance



Ballast Nedam International Projects is the international operating subsidiary of Ballast Nedam N.V. The company is a civil engineering and general building contractor with an outstanding track record in the hospital sector. Our hospital specialists have worked side-by-side with a variety of hospital owners, operators and designers, providing technical expertise throughout complex hospital design programs so that project quality is maximized and the project budgets are met. This team approach means that even before actual construction starts, Ballast Nedam professionals are helping you with planning, scheduling, cost estimating and value engineering.

Ballast Nedam targets its strategic focus at successfully acquiring and carrying out integrated projects in the working areas of housing and mobility in the Netherlands and internationally. We also work on projects where we can make a difference for the client with our expert knowledge and skills. Ballast Nedam applies a differentiated market approach for its three divisions.

With further industrialization of the building process through the use of innovative modular concepts and standardization Ballast Nedam creates enduring quality at the lowest possible life cycle costs for its clients and society.

Since the beginning of 2016 Ballast Nedam became part of the Renaissance Construction Group, listed in the top 50 of largest international contractors with a specialized health care investment subsidiary called Renaissance Health Investment, which is currently building a total of 3.2 million square meters in the health care sector with a total capacity of 9,500 bed units.

The focus of Renaissance and Ballast Nedam is to co-operate in the expansion of involvement in international projects. Ballast Nedam will continue to display itself through outstanding projects.

**Picture:** Ballast Nedam design, construction & maintenance project for the new 300 beds Hospital Nobo Otrobanda on Curaçao

**Bayards Heliport Solutions**

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 📱 Helipads



Bayards rooftop helicopter landing platforms can be installed on any building, whether it is new or existing, low or high rise. Due to the light weight of aluminium, no additional structural reinforcements to the building are required. In addition, our helipads are maintenance-free and can be supplied with stretcher ramps, walkways and staircases. The proposed operational support equipment such as fire-fighting systems, lighting systems and heating, is always configured in accordance with the latest safety regulations and the highest quality standards, such as ICAO.

Bayards Heliport Solutions is one of the world's leading companies in designing, engineering, manufacturing and installing complex aluminium structures. Over the past 50 years, we have developed our expertise and we have become a specialist in aluminium helipads for hospitals and other civil applications. Thanks to over five decades of experience providing high-quality aluminium structures, we have an extensive list of references from all over the world, available upon request.

The benefits of a Bayards helipad:

- Lightweight
- Durable
- Maintenance-free
- Cost-effective
- Easy to install
- Aesthetically pleasing

**For more information, please visit our website at [www.bayards.nl](http://www.bayards.nl) or contact us.**

### Berenschot International

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🔍 Consultancy, Hospitals, Improvement

## Berenschot



Berenschot is a global management consulting firm from The Netherlands with 350 consultants. We have permanent offices in The Netherlands, Belgium, South Africa, Ghana, Curaçao and Saint Martin and are involved in numerous projects in healthcare all over the world.

#### Our services in healthcare are:

- Providing strategic and policy advice
- Developing business cases
- Realizing hospitals (including turn-key)
- Improving the performance of health care institutions

Berenschot employs medical doctors with clinical experience and vision on the medical sector, healthcare policy experts and organizational strategists, among other experts.

#### Clients like to work with us because we:

- Combine high level strategic consultancy with local implementation capacity
- Combine process management skills with content and technical knowledge
- Are sensitive to governance and stakeholder issues

#### If you recognize questions such as the following, please do not hesitate to contact us:

- How do we expand our healthcare service delivery to other regions or internationally?
- What concrete measures can we take as government to improve our healthcare system on the short and/or long-term?
- Is it feasible and beneficial to invest in a new hospital or clinic? What are conditions to make it successful and how do we manage it?
- How can we organize our healthcare institution around quality and safety?
- How can we operate our healthcare institution more cost efficient without losing our quality?

### Berkvens Doors & Frames

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📱

🔍 Door-automation, Innovation, Sliding-doors

**berkvens**  
doors & frames



Berkvens doors & frames is well known as a leading manufacturer of complete doorset solutions. A policy of continuous investment in product research, development and innovation, combined with total quality control, has ensured Berkvens' position of strength in the European health care market.

Berkvens was established in 1933 and has grown into a leading manufacturer of interior doors, interior door frames and sliding door systems for healthcare, hospitality, education, offices and residential markets throughout Europe, encompassing 450 employees. The extensive assortment of technical high performance doors, frames and sliding door systems makes Berkvens a versatile and attractive partner for the international health care construction sector.

Berkvens has a vast track record in the delivering health care solutions; in amongst others The Netherlands, Greece, Ghana, Curacao, Romania, Germany, Spain, Switzerland, Italy, Surinam, Middle East and the UK.

Our products are designed to comply with European and British standards and meet specific demands for sustainable products and modern methods of construction. Timber is sourced from sustainable forests (FSC) and production is certified ISO 9001 and 14001.

Berkvens is part of Xidoor, a leading European doorset manufacturer producing 1,8 million units per year with eight brands, each specialized in a different and specific sector or type of building; covering the whole construction industry.

**Bioness**

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🔍 Gait training, Medical equipment, Rehabilitation

Bioness is the leading provider of solution-driven medical devices and rehabilitation technologies that provide functional and therapeutic benefits for individuals affected by central nervous system disorders and by pain.

Bioness partnered with NESS Ltd. to launch two devices: the **H200 Hand Rehabilitation System** to help those with upper limb impairments and the **L300 Foot Drop System** to assist those with foot drop regain a more normal gait.

In 2011, Bioness released another innovation, the L300 Plus for Thigh Weakness. The L300 Plus System builds on the success of the L300 Foot Drop System by adding a thigh cuff to give patients greater control over bending and straightening the knee, which may help them walk more naturally. One of the most interesting and cost-saving devices for rehabilitation centers is the **Vector Gait & Safety System**. It allows patients to safely practice intensive physical therapy early in their rehabilitation, a factor shown to be related to enhanced outcomes. Versatility of the system promotes a wide-range of training possibilities. The system includes a dynamic body-

weight support system that traverses along an overhead track while the patient is securely held in a comfortable harness.

The most recent innovation is the StimRouter, an implantable neuromodulation device designed to treat chronic, intractable pain of peripheral nerve origin. The StimRouter is the only implanted device that has CE and has been cleared by the FDA with a specific indication for peripheral nerve stimulation.

The European headquarters of Bioness near Rotterdam is the center for marketing, clinical support, logistics and technical support for Europe. The Bioness Academy offers distributors and professional continuous education and training both in the Netherlands and in their own facilities.

**BKV**

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🔍 Capacity planning, Healthcare solutions, Staffing



BKV brings dynamism into the labour market, in both the primary and secondary healthcare sector and in the Netherlands and abroad. We create personal and online networks of a diverse range of healthcare professionals and organisations and practices within the healthcare sector. BKV brings them together, intermediates between them and supports them.

BKV combines the full service of a specialist labour market intermediary with the ease of online services, like specific branche platforms. In that respect, we are unique. We offer this service across the entire healthcare sector. After all, flexible deployment of healthcare professionals is becoming increasingly important. Boundaries between primary and secondary healthcare are blurring and there is a higher level of interaction.

As well as intensive personal and online employment services, BKV also offers a range of additional services, which improve the quality of work. From consultancy and coaching, to useful online back-office solutions like complete management of flexible resource pools,

personnel records and files. In everything that we do, raising the quality of work within the healthcare sector is paramount.

With branches in the Netherlands, Germany and Sweden, our networks consist of large numbers of healthcare professionals and organisations within the healthcare sector. After forging firm partnerships, we also have a strong presence in the Dutch Caribbean, France, Switzerland, Belgium and United Arab Emirates.

**BMA B.V.**

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Founded in 1985 BMA BV (Buro Medische Automatisering BV) is a leading provider of integral IT solutions for Obstetrics. Our products, services and partnerships enable the local or regional healthcare workforce to work together in electronic record keeping during all stages of the pregnancy. Under the brand name of Mosos a wide range of software modules are each day used by many health centers in the Netherlands, Belgium, France, UK, Switzerland and Turkey. With Mosos we offer the most complete electronic support for outpatient-, inpatient- and delivery-monitoring during the pregnancy.

It's our ambition to develop and deliver solutions that increase the efficiency in delivering care and improve the quality in decision making. This applies to our software products, but also to our distributed products such as the STAN® fetal heart monitor (Neoventa) and the Airstrip® Sense4Baby™ monitor. BMA is always looking for an integrated approach and collaborative partnerships and we invest continuously in developing new ways to improve the care of mother and newborn.

There are still a lot of areas in the world where accessible and adequate medical care before, during and after childbirth, is often still not well regulated or insufficient. The policy of BMA focuses not only on creating business values but also on social values, in particular to realise a positive impact on society. BMA is initiating and participating in special projects in Africa and Indonesia that give a concrete substance to our ambition to support the reduction of maternal and child mortality. BMA has a strategic partnership with the African Woman Foundation and is member of the Task Force Health Care Working Group Indonesia.

**Bonum Healthcare Real Estate**

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🔍 Business planning, Healthcare real estate development



Bonum supplies healthcare providers with a strategy-based approach that integrates and enhances medical practice business plans and strategies. As healthcare real estate developers, Bonum not only presents the best financial structure but also has the experience and expertise to create healthcare real estate solutions.

Bonum understands the business of healthcare.

- We're experts at collaborating to develop a common vision and delivering innovative solutions for residences for the elderly, nursing homes or facilities for the mentally or physically disabled and addicts.
- Our goal is to enhance the delivery of quality care by developing buildings and facilities that solve our clients' real estate challenges, allowing them to operate more efficiently and effectively and to give their residents a real home.

- Bonum has developed real estate in all healthcare branches in the Netherlands, both public healthcare and private owned. Bonum provides strategy, development, building, financing, and asset and property management services.

**Bussman Medical & Research**

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 🔍 Modular healthcare, Operating theatres, Service & maintenance



Bussman Medical & Research is specialized in the realization of temporary semi-permanent and permanent high-end medical facilities. For over 35 years we provide healthcare solutions for businesses, institutions and (semi-)governments. With our modular construction systems we are able to realize healthcare facilities with unprecedented speed and a finish of the highest degree.

When considering plans to renovate, modernise or expend, continuity of care has the highest priority. With offsite preassembly and equipment installation the time spend onsite for the installation is minimized, ensuring the lowest possible impact of the construction works on the day to day operation.

Bussman can provide medical solutions ranging from a single (hybrid)OT or MRI/CT imaging facility, up to complete hospitals, all complying with the highest regulations.

Bussman Medical & Research can also be called upon for comprehensive Service & Maintenance of a new and/or existing facility and equipment.

When choosing for Bussman Medical & Research modular solutions, you choose quality & speed.

**Buurtzorg Nederland**

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 🔍 Healthy ageing, Public health



Buurtzorg is a pioneering healthcare organisation established 10 years ago with a nurse-led model of holistic care that revolutionised community care in the Netherlands.

Buurtzorg Netherlands grew rapidly from 1 team to 850 and more than 10,000 nurses today.

Buurtzorg continues to influence and lead innovation. Collaboration is key to Buurtzorg's model of care and its operating model and this has resulted in exciting collaborations around new ways of working and new areas of care, both here in Holland and internationally.

Buurtzorg is now active in 24 countries and earlier this we year set-up a new team to lead on our international collaborations.

Buurtzorg International Director and Buurtzorg coach, Gertje Van Roessel reflects on a recent trip to Asia, "The team are doing a lot of travelling as well as welcoming guests to Buurtzorg HQ from all over the world. I've just returned from a visit taking in China, Japan and Taiwan, where our partners there are establishing Buurtzorg teams. It's thrilling to see the teams in action; to be on an entirely new continent with very different cultures and customs, and yet feel so at home – with the spirit of Buurtzorg all around me!"

At home in The Netherlands and across the world Buurtzorg is supporting providers to transition to its model of care.

**CARDIMED B.V.**

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**Take advantage of potential savings - supported by a powerful partner**

CARDIMED B.V. based with its head office in Maastricht, The Netherlands, is considered as an international player in the medical trading world. Our company consists of several divisions, such as cardiology, neurology, orthopedics, surgery, dental, wound care and some more. We are in partner-/distributorship with international market leading medical manufacturers and suppliers all over the world. This together with our 25 years of experience in the medical field, we can offer the best quality products in line with the best service that our customers are looking for. Our group of companies consists of several locations in Germany, The Netherlands and Turkey.

**Procurement with CARDIMED B.V.**

- Cost reduction through demand aggregation
- Cost optimizing through Portfolio Management
- High flexibility in product selection
- Implementation of European public tenders

- Efficiency enhancing benefits
- Individual and personal support
- Economic analysis and supplier management
- Assortment and condition optimization
- Check stock management and logistics

**Vision**

We believe in a healthier world in which more people have access to the best accessible and affordable health care.

**Mission**

We assist hospitals, doctors and their patients with innovative health care products and services - quickly, reliable, with fair prices and with conviction.

**Clinical Science Systems**

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 🔍



Clinical Science Systems (CSS) of the Netherlands is a healthcare company, delivering data management solutions for clinical care providers and researchers. Our primary focus is improving the problems neurology departments and neurologists are faced with daily. We strongly believe that every care provider should be able to make decisions unambiguously and should be aided by easy to use software. Strong focus is placed in both ongoing research and implementation of Computer Aided Diagnostics of the EEG signal during routine, long-term ICU monitoring as well as tailored solutions for workflow management.

Combined with alarming features not commonly found in regular EEG devices and specifically suited for long-term EEG monitoring, every doctor, nurse or practitioner is able to monitor the brain easily and respond rapidly.

Our flagship product for monitoring critical patients in the ICU, NeuroCenter® EEG makes it easy for both neurologists and ICU doctors to interpret and act upon changes in the EEG. We have developed unique and novel analyses to handle the complexity of the EEG signal and to make interpretation very easy.

MDOrganizer® is your workflow solution for the functional department and interfaces with the HIS and the department specific devices and analysis equipment. It presents all medical data in an easy to use and understand workflow, independent of manufacturer specific solutions, and tailored to your specific departments needs.

## Cordaid

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📧 @cordaid

🔍 Health system strengthening, Public health



With more than 100 years' experience, Cordaid is one of the largest development aid organizations in the Netherlands. Cordaid Healthcare unit aims at providing affordable and accessible healthcare for the most vulnerable, particularly to mothers and children around the world.

By focusing its work on Health System Strengthening and Sexual & Reproductive health, Cordaid works towards a sustainable and transparent healthcare system. To reach this goal, Cordaid uses the proven concept of Result-Based Financing (RBF). This method creates a direct link between funding and results and introduces checks and balances along the service delivery chain. It encourages better governance, transparency and enhanced accountability.

Together with local actors, Cordaid rebuilds trust and stability by tackling multiple challenges in healthcare such as disease prevention and control, health workers training, family planning education, health rights advocacy, sexual and reproductive awareness, antenatal, obstetric and postnatal care, etc.

Cordaid also works closely in partnerships with the private sector. By implementing solar energy systems in rural health clinics, using text messages for data collection and monitoring or by developing an affordable and basic ultra sound device to motor pregnant women, Cordaid and its partners offer innovative and sustainable solutions to specific needs in fragile areas.

So far, Cordaid Healthcare has worked in 22 countries, running more than 210 projects for a total budget of €221,186,927 (Open Data July 2015)

## CuraMedical

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📧

🔍 Medical accessories, Medical device



Curamedical B.V. is a medical device company, located in The Netherlands, operating in the wound management sector. The key strategic goals of Curamedical are the design, manufacture and marketing of haemostatic agents.

Curamedical B.V. entered the healthcare business in the 90's manufacturing and marketing absorbable haemostatic agents based on pharmaceutical gelatine and oxidized cellulose. At present Curaspon®, Curacel®, and Curatamp® are distributed worldwide to more than 50 countries. Curaspon®, is a sterile absorbable haemostatic gelatin sponge. Curaspon® is suitable for use in general-, digestive-, neuro-, plasticsurgery, gynaecology, urology, stomatology, traumatology and other branches of surgery.

Curacel® is a sterile absorbable fabric, prepared by the controlled oxidation of regenerated Cellulose. Curacel® is suitable for use in cardio-, cardio-vascular-, general-, digestive-, neuro-, plastic-surgery, gynaecology, urology, stomatology, traumatology, and other branches of surgery.

Curatamp® is a sterile absorbable knitted fabric, prepared by the controlled oxidation of alpha grade cotton cellulose. Curatamp® is suitable for use in cardio-, cardio-vascular-, general-, digestive-, surgery, gynaecology, urology, stomatology, traumatology and other branches of surgery.

Curaspon®, Curacel® and Curatamp® provide haemostasis in surgical procedures to control capillary, venous and small arterial bleeding when conventional methods are impractical or ineffective.

## Deerns

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📱 @DeernsGroup

🔍 Design, Engineering, Sustainability



We need ideas with vision. Ideas that meet our rapidly changing world, the growing standard of global prosperity and the increasing need for people to have a healthy, safe and comfortable living environment. Ideas that also take into account stringent hygiene and safety regulations and that address the concerns of climate change and CO2 emissions. As an independent engineering firm with 600 specialists worldwide, Deerns has the skills to make those ideas a reality: Deerns brings concepts to life.

Over the past years Deerns has been able to establish itself as a very reliable, expert driven and innovative partner in the design of hospitals and health care facilities. Considering the fact that Deerns has been involved in the design of approximately 45% of the 120 general hospitals, as well as in all 8 University Hospitals, the firm is recognized as the market leader in The Netherlands.

With the international growth of the Deerns Group, health care has become an international activity.

With our extended knowledge of the medical processes and logistics of the health care facilities, we are not only able to design the general utilities (HVAC, power, security, lighting, fire safety, transport etc.) but can also provide specialized services. All systems essential for the functioning of the health care facility are reviewed.

Deerns is able to provide these services from the design in the initial concept phase up to support in the exploitation phase.

## Delft Imaging Systems

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🔍 Diagnostic imaging, Mobile healthcare



Delft Imaging Systems aims to strengthen healthcare globally with innovative medical imaging products and services.

Delft is a leading innovator in the field of diagnostic imaging systems and e-health software. We aim to provide even the remotest areas with affordable digital imaging solutions (e.g. mobile X-ray systems, CT, MRI and ultrasound), including IT systems like PACS/RIS and Teleradiology.

- For Diagnostic Centres and radiology departments Delft offers turn-key solutions for their design, build and servicing, including Teleradiology.
- Our mobile OneStopTB clinics equipped with X-ray and Computer Aided Detection software (CAD4TB) are significantly contributing to the worldwide fight against Tuberculosis.
- The Baby Viewer, one of the latest Delft innovations, is a hand-held ultrasound device that responds to the need for affordable ultrasound imaging in remote areas that lack skilled personnel.

As adequate diagnosis is key to successful treatment, Delft Imaging Systems envisions a world in which we can all benefit from the latest advances in the field of diagnostics. Unfortunately, developing countries are frequently under-resourced and Delft takes the specific approach these cases require, as a starting point for product development. This approach ensures that our innovations fit the needs of our customers around the globe and are reliable and cost-effective.

**DEMCON**

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 🔍 Engineering, Medical systems



DEMCON develops and realizes medical devices for diagnosis, therapy, care and self-care. Applications are found in fields including surgery, therapy and diagnostics. Examples include an operating system for eye surgery, a hand scanner for rheumatoid arthritis or a ventilator. Clients may be medical technology start-ups, established SMEs or major OEMs.

In the development of medical devices, DEMCON follows a structured design approach for the three successive phases of proof of principle, prototype and pre-production. With this approach the potential design risks are identified and eliminated at an early stage.

DEMCON provides for production in-house and sets up the entire supply chain for this. The link with production supports the optimisation of the cost price and produceability in the design phase. At discretion of the client, the transfer from design to production by a third party can be supervised. In all cases DEMCON successfully makes medical devices into serial products.

**DEMCON | macawi medical systems**

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 📱 Medical ventilator, Respiration



With a team having more than 35 years of experience in the field of medical ventilation systems, DEMCON macawi medical systems develops and manufactures specific respiratory solutions on customer specifications. As a provider of technology, application knowledge and production capacity DEMCON macawi medical systems acts as a total solution supplier for several existing players in the market of medical ventilators. DEMCON macawi medical systems focusses on user friendly operation, high quality ventilation performance, reliability, hygienic design and very silent operation. Besides this DEMCON macawi medical systems can support you during your own development of your ventilator system with consulting or contract engineering.

**Respiratory modules** - DEMCON macawi medical systems is your OEM respiratory module supplier with its own manufacturing facility. DEMCON macawi medical systems develops and produces OEM or customer specific respiratory modules. These respiratory modules have complete functionality for invasive and non-invasive ICU and sub-acute care ventilator systems, from smallest neonates to adults and have a high dynamic range. They are driven by a high dynamic internal blower and can therefore be used in your portable ventilator systems, like transport or emergency ventilator systems.

**Blower module** - DEMCON macawi medical systems developed and patented its own radial blower with very low rotary inertia and high dynamic range, with a speed up to 90.000rpm. With a specially designed motor and dedicated control software this results in a silent blower with high pressure efficiency, high flow capabilities and low power consumption. The special design makes the blower compact with low weight and long lifetime. The blower has been developed for DEMCON macawi medical systems his own OEM respiratory module, but is now also available as OEM blower module for integration in your ventilator or anesthesia product.

**SEMG** - DEMCON macawi medical systems also offers high end EMG technology. By means of patented and proven EMG amplifier technology, we are able to reliably measure muscle and brain activity. Specific for our ventilation solutions, EMG is used for monitoring and triggering of ventilation which greatly enhances the breathing synchronisation and patient comfort. Surface electromyography (sEMG), measures electrical activity of the diaphragm by sensors in patches or a band on the patient enabling even more natural breathing and avoiding time-consuming and less patient friendly invasive intubation methods.

### Dental International

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🔍 Dentistry, Equipment, Treatment



Dental International is your supplier for dental equipment. What makes us unique? We are the manufacturer and worldwide supplier of the Dental Stand-Alone system. The DSA treatment system comes with a controllable spray system. You control the quality of the water yourself and ensure that Legionella is never an issue in your practice. DSA treatment equipment will have you working ergonomically and efficiently in no time. What's more, your treatment equipment requires only one power outlet, and it's ready to use. With DSA, you don't need to install any pipework in your practice, which means significant savings in the cost of setting up your practice.

We will take care of the complete design and realisation of your practice: design, production, consultancy technical support: we offer it all under one roof. Would you like to learn more about working with DSA dental equipment? Why not have a look at our references or contact us. Call +31 (0) 30 60 363 24 or ask us your questions online.

### Diagnostics Technologies

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🔍 Cardiovascular risk, Diabetes, Non-invasive diagnostics



Established in 2003, Diagnostics is the pioneer and inventor of cutting edge diagnostic devices that can non-invasively diagnose and assess the risk of diabetes and its complications. Its technological advance in detecting fluorescence of Advanced Glycation Endproducts (AGEs) has led to the invention of the AGE Reader - a state of art diagnostic device which can determine the tissue accumulation of AGEs in 12 seconds.

AGEs are essential biomarkers of metabolic and glycemic stress and have been implicated as causative factors in the progression of a host of age-related diseases, such as atherosclerosis, diabetes, renal failure and Alzheimer. The amount of AGEs in tissue serves as an important risk predictor of diabetes and its complications.

#### Products

The introduction of the AGE Reader marks a technological breakthrough and has profound impact on the discovery and clinical intervention of diabetes and other ageing related chronic disorders. This innovative product not only enables instantaneous diagnosis and risk assessment on diabetes and its complications, but also provides clinicians with needed information to make a correct and personalized treatment plan.

Since the CE certification of the AGE Reader in 2006, Diagnostics has been selling this device to diverse end users in applicable markets. Diagnostics currently markets 2 models of the AGE Reader: SU and mu.

### Stichting DICA

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🔍 Health IT, High quality, Value-based healthcare



The Dutch Institute for Clinical Auditing (DICA) is a non-profit organization originating from medical professional organizations. Working closely together with all national stakeholders in healthcare, DICA collects and delivers quality information to and from medical professionals, patients and institutes.

In 2016 DICA facilitates 23 different registries, covering benign as well as malignant conditions. The typical DICA audit model also accounts for care intensity, which makes it possible to compare hospitals. Online feedback to healthcare providers allow them to make adjustments, if their performance turns out to be inferior. Results are discussed at local, regional and national levels, so clinicians can learn from each other. With a nationwide acceptance and implementation, already significant improvements in healthcare have been realized.

Besides measures reported by medical professionals, DICA registries contain patient-reported outcome measures (PROMs) and patient-reported experience measures (PREMs). PROMs and PREMs will help draw a more complete picture of quality of care and outcomes that actually matter to patients.

DICA implements the combination of quality data with relevant financial data for institutes. With a nationwide implementation this could save 3 billion euro on a yearly basis.

DICA operates on an international level as well, for instance as a platinum partner of the International Consortium for Health Outcomes Measurement (ICHOM).

### DockX Medical

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DOCKX MEDICAL, situated in Oirschot, is the innovative supplier of operating tables and chairs for clinical and polyclinical treatments. Dockx Medical focuses on products, that are in line with the 'mobile operating' concept.

#### Mobile operating is the future

Characteristic of mobile operating is the increase of patient comfort, the decreased physical load on staff, logistical time savings and savings on the investments through efficiency improvement.

The needs of the patient, client and user are central. The concept of "mobile operating" originated through input of surgeons and professionals with more than 30 years of experience.

Unique for the products of Dockx Medical, is the fact that the operating chairs are developed from the ideology that is in line with the mobile concept. All products are developed and manufactured in the Netherlands.

Working with the iMoc chairs gives a whole new dimension to the work environment.

For more information, please visit our website at [www.dockx.nl](http://www.dockx.nl) or contact us.

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🔍 Equipment, Manufacturing, Medical device



Dörr Kampen BV is a manufacturer of stainless steel hospital (medical) devices. Our goal is to make our devices as 'solid and reliable' as possible for a long lasting customer satisfaction. Started with deliveries in The Netherlands and Belgium, now our products are going all over the world, thanks to reselling activities of worldwide operating companies who already discovered the quality of Dörr devices.

**Our Portfolio:**

- CSSD pre-cleaning equipment such as ultrasonic treatment, cold water rinsing and manual cleaning;
- Hatches and sluices as pass through for climate controlled clean rooms;
- CSSD packing tables;
- Flexible scope pre cleaning rinsing bath;
- Bedpanrinsers in top loading as well as front loading configurations;
- Heating cabinets for rinsing liquids and blankets in operating rooms and nursing departments;

All these products are designed, developed and manufactured by Dörr in Kampen The Netherlands. Dörr insists on writing her own PLC programs for her devices. This, together with the fact that we have the production in our own factory, makes that we are most flexible to find the best customised solution. And that is what you are looking for. Customised solutions!

Dörr Kampen BV is a ISO 9001:2008 certified company.

**Dräger Nederland**

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🔍 Education & training, Hospitals, Medical equipment



Dräger is an international leader in the fields of medical and safety technology. Founded in Lübeck, Germany in 1889, Dräger has grown into a worldwide, DAX-listed enterprise in its fifth generation as a family-run business. Dräger Medical employs nearly 11.000 people worldwide in sales and service subsidiaries in almost 50 countries and is represented in more than 190 countries. Our long-term success is predicated on a value-oriented corporate culture with four central strengths: close collaboration with our customers, the expertise of our employees, continuous innovation and outstanding quality.

Dräger Medical develops, manufactures and markets innovative products, services and integrated solutions for patient care. Dräger supports its customers to guide patients throughout the entire critical care process. From Perioperative Care to Critical Care, Perinatal Care and Emergency Care – Dräger offers total solutions for the monitoring and support of human life.

Our goal is to help customers improve the quality of patient care through process support, cost reduction and innovation in treatment. Our portfolio covers anaesthesia workstations, ventilation equipment for intensive care, emergency and mobile ventilation units, warming therapy equipment for infants, patient monitoring equipment, IT solutions, medical supply units, medical lights, workplace design, education and training, consultancy & IT, maintenance and a range of other services.

### Dutch Health Architects

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 🔍 Design, Healthcare, Innovation



Dutch Health Architects is a joint venture of the two leading architectural firms in the Netherlands specialized in healthcare architecture, De Jong Gortemaker Algra architects and engineers and EGM architects. Both boasting on more than 50 years of experience.

DHA takes a multidisciplinary and integrated approach, strongly focused on sustainability and with knowledge and experience in Planetree and Healing Environment philosophies. Their wide view on new concepts makes them a valuable partner to discuss workflow efficiencies, patient logistics and processes.

Although DHA focuses on healthcare, stretching from general and university hospitals to homes for the elderly and nursing homes, they are also experienced in urban planning, governmental buildings, housing and offices.

DHA provides their clients, for instance hospital management, university medical facilities, government representatives and investors, with the possibility to discuss the demands of their organizations with a partner who has a vision on healthcare and knowledge of innovative Dutch healthcare concepts.

### Dutch Hospital Design

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 📱 Architecture, Design, Efficiency



Dutch Hospital Design is a multidisciplinary team of specialists applying comprehensive concepts and creating fully integrated designs for next generation hospitals. Our aim is to meet all future needs by designing:

- Optimal organizations, functioning and ICT support;
- Healing environments in harmony with their surroundings;
- Flexible architecture that adapts to changing needs;
- Sustainable services that minimize energy costs.

We define and design hospital buildings based on High Standards and future scenario's, providing services in the fields of architecture, urban and landscape design, building services engineering, structural engineering, work innovation, IT and logistics.

Detailed services are provided in the fields of healing environment, Operating Theatres and traffic solutions. In order to get an efficient, working and financially affordable hospital it is very important that a thorough analysis will be made of the future situation of the hospital. A design brief and a masterplan will give insight in how the organization will work in the new facility and how the building

will function, appear and how much it will cost. The business plan can be made complete with this information. A local partner will guide us and we will guide them from the early beginning. Dutch Hospital Design works closely with the client to explore all choices throughout the design and development process and after the building opens.

**Ecorys**

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 🔍 Consultancy, Health, Research

**About Ecorys**

Ecorys is a leading international research and consultancy company, addressing society's key challenges. With world-class research-based consultancy, we help public and private clients make and implement informed decisions leading to positive impact on society. We support our clients with sound analysis and inspiring ideas, practical solutions and delivery of projects for complex market, policy and management issues.

In 1929, businessmen from what is now Erasmus University Rotterdam founded the Netherlands Economic Institute (NEI). Its goal was to bridge the opposing worlds of economic research and business – in 2000, this much respected Institute became Ecorys.

Throughout the years, Ecorys expanded across the globe, with offices in Europe, Africa, the Middle East and Asia. Our staff originates from many different cultural backgrounds and areas of expertise because we believe in the power that different perspectives bring to our organisation and our clients.

We value our independence, our integrity and our partners. We care about the environment in which we work and live. We have an active Corporate Social Responsibility policy, which aims to create shared value that benefits society and business. We are ISO 14001 certified, supported by all our staff.

We look forward to work together and contribute to our collective future.

Manon Janssen,  
 Chief Executive Officer & Chair of the Board of Management

**Elsevier B.V.**

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 🔍 Healthcare solutions, Patient care



Elsevier is a world-leading provider of information solutions that help science, health, and technology professionals make better decisions, deliver better care, and make ground-breaking scientific discoveries. We empower healthcare providers, educators and students to deliver patient-focused care using current, evidence-based information and advanced technology, serving over 20 million healthcare professionals worldwide.

Elsevier Health Analytics is a think tank and thought leader in predictive analytics and data mining of anonymised health data. We believe healthcare big data will revolutionise patient care. Elsevier Health Analytics has extensive expertise in the field of anonymisation and evaluation of health data and the development of predictive models. This success is based on the close cooperation of physicians, statisticians, IT specialists and health economists.

Elsevier Clinical Solutions is focused on helping clinicians, hospitals and health systems improve clinical outcomes and efficiency through the provision of evidence-based information and decision support tools. We provide the right care at the right time, putting the

patients' needs at the core, whilst supporting healthcare providers in provision of consistent, high quality, cost effective care across traditional care boundaries.

Elsevier provides over 25% of the world's clinical content, covering all medical specialties. Our clinical decision support tools are designed to help clinicians make faster and more accurate decisions.

Our portfolio includes our flagship product Clinical Key – A clinical reference search and decision support tool, currently used by 20,000 healthcare professionals at over 8,000 hospitals and over 400 medical universities, Arezzo supporting clinical triage and population health management and Order Set and Care Planning workflow tools. We work closely with EHR partners to assist in the overall execution of clinical pathways, creating demonstrable quality improvements and efficiency gains.

Elsevier supports many hospitals and health institutions within the Netherlands such as the association of top teaching hospitals, STZ.

## Emergo

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🔍 Consultancy, Medical device, Regulatory affairs



### Global Medical Device Market Access

Medical Device and IVD Regulatory compliance is our core specialty, and no other consultancy can help you obtain approval in more markets worldwide. With local offices in more than 25 countries worldwide, we can help you achieve compliance in your chosen market(s) quickly and cost effectively. Since 1997, Emergo consultants have helped medical device and IVD companies obtain regulatory approval to sell their products.

Our services include:

- Medical device registration and approval
- In-country regulatory representation
- ISO and GMP quality system compliance
- Regulatory and strategy consulting
- Clinical trial strategy and coordination
- Medical distributor search and selection
- Reimbursement consulting

One Partner. Access to 90% of the global market for medical devices.

We can assist you with entering the following markets: Argentina, Australia, Brazil, Canada, China, Colombia, Costa Rica, Egypt, Europe, Hong Kong, India, Israel, Japan, Korea, Malaysia, Mexico, New Zealand, Peru, Russia, Saudi Arabia, Singapore, South Africa, Taiwan, Turkey and The United States.

Please contact us for additional information.

## ENDOSS

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📱

🔍 Disposables, Equipment, Innovation



Endoss B.V. was established in Breda, the Netherlands, in 2006 and focuses primarily on validation services and high quality disposables for endoscopy and CSSD. With our subsidiary in Germany and a strong global network of distributors and suppliers we develop and create innovative products and services that enable hospitals and clinics to further guarantee patient safety.

- Our products are both manufactured under the Endoss brand as well as OEM.
- With ISO13485 and ISO9001 certification we emphasize the importance of consistent quality in our products.

### Validation

- We validate equipment for cleaning, disinfection and sterilisation in several European countries.
- Our validation is based on EN ISO15883, EN285, ISO17665, ISO16442 and applicable guidelines.

By using the most innovative measuring equipment and tools our validation is efficient with a limited effect on the daily routine for our customers.

### Disposables

Endoss is known for its userfriendly and innovative disposables like our PolypTrap, ScopeGuard, TrayCovers, Biopsy Valves, CO2 and Air/Water supply tubing and the most effective "Push & Pull" cleaning brushes for flexible endoscopes.

### Product development

Together with our customers, suppliers and designers, Endoss develops different products, including OEM manufacturing. Our goal is to have innovation that brings patient safety, user friendly products and more efficiency for our customers.

## Enraf-Nonius Projects

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🔍 Durable, High quality, Innovation



EN-Projects is the project division of the Dutch company Enraf-Nonius B.V. supplying 'Turn-key' medical facilities, upgrading of existing facilities, equipping new facilities, provision of complete hospitals design, construction, equipping and hospital management.

EN-Projects has extensive experience in healthcare projects around the world, establishing medical facilities through Africa, the Middle East, Asia and the Americas. Currently we are building and equipping two general hospitals in Sri Lanka, a 900 and a 600 beds hospital.

Enraf-Nonius is a world leader and manufacturer of one of the largest ranges of Electrotherapy, Active Rehabilitation and Rehabilitation Assessment equipment. Founded in 1925 producing medical x-ray equipment. Specialised in medical equipment. In the late 1980's the focus increases on rehabilitation, Enraf-Nonius becomes a world leader, selling products in over 100 countries. EN-Projects was formed in the 1990's initially to meet the requirement for providing complete rehabilitation centres but has grown to become a 'turnkey' supplier of medical facilities, providing a single source for design, construction, equipping, training and maintenance.

## Eurotape

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📱

🔍 Development & production, Disposables, Medical devices



Eurotape is part of SMG. SMG is short for **Soest Medical Group**, a group of companies specialised in the field of medical supplies based in the Netherlands.

In fact, it stands for **"Connecting with Care"** in different ways:

- It is our main priority to stay connected and care about our customers. Together we develop and optimise our standard and customised products.
- Our core business connects us to the medical industry. In close cooperation with universities and hospitals we research the possibilities for product improvement and expansion of our product line.
- The self-adhesive products serve to protect the human body by securing drapes to the patients' skin during surgery.

Our long term strategy is to maintain sustainable profitable growth both autonomously and through acquisitions. Following the chosen strategy, we aim to increase the value of the company and remain a solid business partner for customers and all other stakeholders of SMG.

All our products and supplies are developed and produced in the Netherlands. We carefully monitor our production process in-house in order to guarantee the excellent quality of our products.

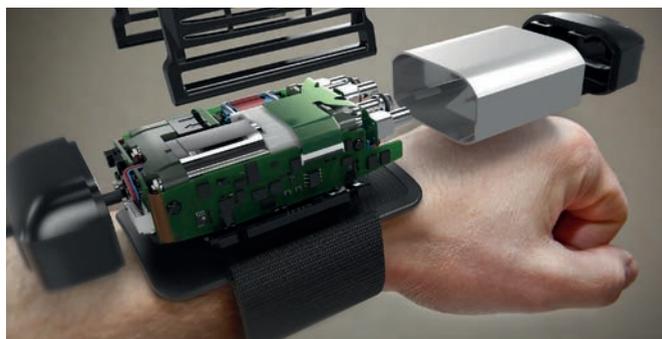
### Brands

The parent company is Eurotape, founded in 1980, which became a market leader in self-adhesive products for surgical covering materials for the reusable market. The company has retained this position due to detailed product know-how and the high level of service.

Somed, founded in 2007, is a dynamic and growing brand of self-adhesive products for disposable surgical covering materials. A wide range of standardised products is complemented by the development of customised items.

**Finapres**

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 🔍 Equipment



Finapres Medical Systems, based in the Netherlands, develops and distributes medical devices and software for totally non-invasive hemodynamic monitoring. These devices are the result of over 30 years of research and user-experiences in this area of expertise.

The proven and worldwide well accepted technologies in the Finapres® NOVA are based on the most accurate and robust continuous non-invasive measurement of blood pressure and model based computation of cardiac output (Finapres Modelflow). The original Finapres product line consists of the Finometer® PRO (absolute accuracy), Finometer® MIDI (optimal trending) and the Portapres (optimal portability). Many renowned research institutes as well as prominent hospitals like NASA, Harvard, Johns Hopkins and Mayo Clinic are currently using this Finapres® equipment.

In addition to the current stand-alone monitors, Finapres has developed the Finapres® Nano Core. An OEM that enables you to have non-invasive continuous blood pressure available on your device without any hardware integration. The Finapres® technology is built into a wrist module. With only a power and data connection,

the arterial blood pressure waveform or the beat to beat data can be displayed and used in your own monitoring or diagnostic device. The double finger cuff system and the small size and weight allows you to measure 24/7 and patient friendly.

Finapres is an associated company of DEMCON, a developer, producer and supplier of high-end medical equipment solutions. The collaboration between these companies has led to the next generation of non-invasive hemodynamic monitoring devices, the Finapres NOVA, related software and new clinical applications (like the CRT TrueMax app. for efficient pacemaker optimization).

**FlexMix International Recruitment b.v.**

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 🔍 Medical Staff, Recruitment, Staffing



FlexMix International Recruitment is one of the top healthcare recruitment agencies in the Netherlands, with over fifteen years of experience in both national and international recruiting and selecting. We recruit a broad range of medical professionals such as doctors, nurses, allied healthcare workers and management for hospitals and other healthcare facilities. FlexMix is a professional organization with a clear vision and approach towards recruitment and selection of healthcare staff. Our method and processes are tailored towards effective and efficient staffing compliance with the guidelines and legislation.

We will find the qualified, well-trained and motivated professionals our clients are looking for. We invite you to contact us and let us help you find the healthcare professional that matches your unique needs. FlexMix recruits exclusively for healthcare, in the Netherlands and abroad. We are connected to the best employers in the Netherlands, Switzerland, Great Britain, the United Arab Emirates and more.

FlexMix supports healthcare professionals to build their (inter) national careers. We support our candidates during the entire process and will continue to offer any support necessary to them during their entire international career.

### Forbo Flooring BV

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🔍 Architecture, Flooring, Interior finishes



### Forbo Flooring Systems, responsible market leader

Forbo Flooring Systems is a global market player in Linoleum, project vinyl, carpet tiles, Flotex flocked flooring, Coral entrance systems and vinyl floor coverings. In addition to floor coverings, Forbo develops, manufactures and markets a full range of professional service products. All Forbo products combine high levels of functionality and durability.

With our flooring products it is our ambition to make a positive contribution to the quality of the indoor environment. Our floor coverings take care of a safe and hygienic environment which provides a sense of well being to all that live and work in indoor environments.

Established in 1928 Forbo has furnished health care institutions all over the world, millions and millions of square metres fulfil our promise to 'create better indoor environments' Forbo Flooring is part of the Swiss Forbo Group and owns twenty manufacturing plants and branches in 32 countries worldwide.

### Health Valley Netherlands

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🔍 Healthcare, Innovation



Health Valley is a network that fosters and supports technological innovations in health care. Approximately 700 knowledge institutions and companies in this region work in some area of the health care industry. Health Valley provides a unifying platform for universities, care institutions, companies and governmental authorities to exchange information and collaborate in setting up innovative projects. This platform for interconnecting knowledge, technology and business improves health care and creates an enormous economic stimulus.

The Health Valley network spans across the provinces of Gelderland, Brabant and Overijssel. Its service area, however, is larger. After all, innovation and cooperation are not confined within regional boundaries.

### HealthNet TPO

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 🔍 Development, Health, NGO



HealthNet is a Dutch aid agency that works on health care in areas disrupted by war or disasters. In these areas people are facing the immense task of rebuilding society while they suffer from poverty, diseases and the emotional consequences of conflict. We use 'health' as both a goal and means: the goal is to reach accessible health care for all. By working together with local communities we use 'health' as a means to bring people together and to restore mutual trust. Since 1992 we have implemented projects in 28 countries. At the moment we are actively working in eight countries.

Our mission is to enhance the ability of communities in fragile countries to better manage and maintain their own health and wellbeing. We try to close the gap between emergency aid and development by working on reconstruction, which means we apply a developmental approach in prolonged emergency situations.

Our activities are based on scientific research and we continuously monitor their efficiency. We also develop new methods to improve the health of people in distress, which are regularly adopted by colleague organizations.

The health of a population is more than the sum of its parts, while people cannot heal in an "unhealthy" society. We therefore use an integrated approach through which problems are addressed from several angles.

Our main themes:

- Mental Health and Psychosocial Care
- Disease control
- Health financing
- Social work

### Healthy Entrepreneurs

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 🔍 Entrepreneurship, Essential medicines & products, Health



We make it our business to ensure that families in developing countries have access to reliable and affordable products and services that contribute to good health.

We do this by setting up an innovative, fair and reliable franchise concept, where local entrepreneurs (franchisees) run a business, have a stable income and enjoy respect within the communities they serve. We have established our logistic chain to supply the entrepreneurs, but at the same time we supply medicines and medical supplies as wholesaler to public and private health facilities in DRC, Rwanda, Burundi, Uganda and Haiti. Our wholesale operations are based in Rwanda and Haiti.

Product Basket: Essential medicines (anti-biotics, malaria treatments, ORS and zinc, deworming pills) Health products.

- Preventative: mosquito nets, vitamins and minerals
- Reproductive: contraceptives, pregnancy test
- Hygiene: soap, diapers, sanitary pads, toothpaste
- Personal care: reading glasses, cream, shampoo

Household impact products that have a proven economic benefit and contribute to improved health (cookstoves, solar lighting and power, water purifying solutions).

**Hippus N.V.**

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 📱 E-Health & ICT, Electronics, Ergonomics



Hippus NV, a Dutch company, is the owner and producer of the truly ergonomic HandShoe Mouse, the only computer mouse that fits like a glove. It is the most natural tool invented for the hand, it fully supports hand and fingers. Its bio-design helps to prevent certain types of Carpal Tunnel Syndrome (CTS) and various types of Repetitive Strain Injury (RSI).

Although complaints like arthritis cannot be cured by a mouse, the risk of wear and tear in joints (erosion) which may lead to worse complaints, can be reduced. It has been shown that after having used regular and so called ergonomic computer mice, the HandShoe Mouse is generally selected over other types as preferred solution to prevent and cure complaints.

The HandShoe Mouse is developed in Europe by Dutch medical faculties and patented worldwide. Fundamental research was followed by a substantial period of field research with the Dutch Ministry of Finance, Tax department. This has shown that the HandShoe Mouse can prevent complaints for example due to gripping and pinching, a major source of CTS and RSI.

Hippus NV operates on a global scale while production takes place in China

**Hospitainer**

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 🔍 Hospitals, Mobile medical solution, Turnkey



Hospitainer, a division of Millson which started in 1996, offers medical modules based on shipping containers. These modules can be combined in any configuration and range from small clinics to more advanced hospitals. The container modules incorporate, for instance, services like dental, OT, X-ray, MRI, CT, maternity, lab and more. Hospitainer works with/for UN, MSF, Red Cross, governments and other institutions. We are active in many regions like Darfur, Syria, the Philippines and Haiti with emergency- and permanent solutions.

**Our products and services**

The mobile hospital modules come in stationary, mobile and sailing configurations and can be completely fitted with equipment, consumables and medicine if desired. Also transport, installation and instruction can be provided. In the rural area's also (satellite) communication can be incorporated. Our clients like our turn-key, affordable and flexible approach.

## Hospius Group - Amsterdam Clinics

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Orthopedic, Physiotherapy, Turnkey



### Amsterdam Clinics

“Bridging the Dutch care connection to the Middle East and North Africa”

Hospius Group offers full-service and turnkey solutions to realize healthcare projects in the Middle East and North Africa. We advise our clients from the initial idea to the required number of medical professionals and we stay on board to help them continue their daily operations at a consistent and efficient level of quality.

We cooperate with partners in an international network structure in healthcare sector planning, feasibility studies, project finance, design, development and realization, facility management, hospital management and accreditation. We connect international medical knowledge to local expertise in order to deliver integral and sustainable healthcare solutions.

Hospius Group is establishing a series of medical centers to provide high-quality healthcare that is efficient and focused on the patient's needs. Built in Alexandria, Egypt, the first Amsterdam Clinics serve as a showcase for future centers to be developed and built in the MENA region.

We established our plans to improve orthopedics surgical and rehabilitation performances through evidence-based and patient centered programs. Besides orthopedic surgeries we provide outpatient services, diagnostics lab and radiology services, rehabilitation, prevention programs and sports programs. We cooperate with top orthopedic surgeons and physiotherapists from the Netherlands. Each of them is involved in the care of top Dutch football organizations, national sports teams and/or in the development of healthcare protocols.

## i+solutions

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Health system strengthening, Procurement, Supply chain



Continuous availability of quality ensured affordable medicines and health commodities is greatly hampered by systemic challenges and bottlenecks at country level. At i+solutions, helping countries solve problems that inhibit access to medicines has been our task for over the past 10 years in over 65 countries.

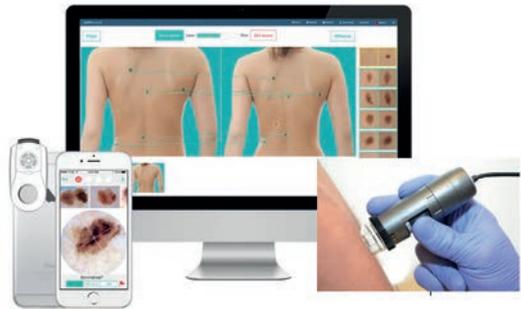
i+solutions is a not-for-profit organization with the experience and know how to improve in-country capacity to provide quality, best-value products to those who need them and assist country programs to strengthen and enhance their supply chain capacity.

Our experience has allowed us to develop evidence based, streamlined business processes to achieve transparency and obtain favorable contract conditions. Furthermore, because of the volume we procure and our extensive engagement with a broad range of manufacturers, we are able to swiftly find stock to supply rapidly as well as being able to achieve competitive prices.

On behalf of among others the Global Fund and USAID, i+solutions procured in 2015 ARV medicines for a total of USD 669 million, reaching 5.8 million HIV/AIDS patients in developing countries. We also procured Malaria treatments for a total of USD 67 million, which represent 81.8 million malaria treatments. 1.050.000 female condoms were procured and supplied. Further, we supported 10 countries in strengthening their supply chain, and trained 800 students in various supply chain related subjects.

## IDCP

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📞  
🔍 Diagnostic imaging, E-Health & ICT



IDCP is a pan-european distribution company that can help young international companies to get into the European market quickly and establish their own brand with dedicated sales channels. IDCP has successfully established the Dino-Lite digital microscopes including medical devices such as the DermaScope®, the CapillaryScope and the EarScope (otoscope) in the European market. IDCP is now bringing to Europe a brand new, fully integrated solution for (tele)dermatology, a combination of the DermEngine software platform with advanced, easy to use dermatoscopes.

The solution in short:

- DermEngine: a software platform made by a team of Canadian scientists, physicians and developers for big data (tele) dermatoscopy analysis. DermEngine is built to the highest privacy and security standards.

- MoleScope: the smartphone add-on to make dermatoscopic pictures and use the smartphone app (iOS and Android) to connect to DermEngine. Main user groups are consumers or care environments such as pharmacies.
- Dino-Lite DermaScope® is an advanced, polarizing USB dermatoscope to be used with DermEngine. Main user groups are GP's, skin professionals and dermatologists.

The combination of the software platform with hardware solutions make it a highly advanced skin analytics system with powerful features and award-winning algorithms designed for dermatology. The cross-platform system is available anytime, fit for any size clinic or budget.

Together with IDCP or local partners the system can be quickly implemented, including integration with existing health care systems (EHR) or data migration. Contact IDCP for a free trial.

## IKS International

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🔍 Equipment, Laboratory, Monitoring

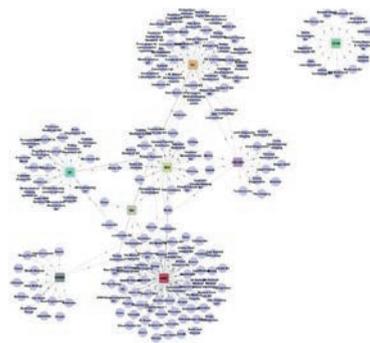


IKS International is a globally expanding, innovative company from the Netherlands, specialising in integrated real-time monitoring solutions in clinical, biotechnology, pharmaceutical and microbiology laboratories world-wide. The company delivers integrated, total laboratory solutions ranging from quality equipment to consultancy, calibration and validation services. IKS International has its own development and manufacturing division whose range of products is distributed worldwide.

The core of the company is the XiltriX® real-time, data logging, monitoring and alarm system. XiltriX® is the result of more than 25 years of continuous in-house development, and has become market leader through its expanding distributor network and global user base. XiltriX® is the most complete, stable and flexible monitoring solution available on the market.

## IMDI.NL Foundation

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📧  
🔍 Development, Medical device, Research



**Societies are aging and chronic diseases are on the rise worldwide. In order to achieve a sustainably affordable healthcare in 15 years, we consolidate Dutch strengths in science and technology, and focus research and development of innovative technology toward healthcare priorities.**

The Innovative Medical Devices Initiative of the Netherlands (IMDI.NL) is a national initiative for research, development and implementation of a new generation of technology for a sustainably affordable healthcare.

IMDI.NL has successfully created a unique knowledge infrastructure where University Medical Centres, Universities of Technology, partners from industry and healthcare institutions collaborate in 8 Centres of Research Excellence (CoREs), executing on aligned priorities.

The IMDI priorities for technologies are: A. to support independence of chronically ill, B. to enable professional care delivered closer to home, C. to increase efficiency of professional care and D. to prevent the burden of chronic conditions.

Healthcare systems worldwide urgently need innovative technology to stay affordable. Join our mission and connect to [info@imdi.nl](mailto:info@imdi.nl)!

## INCISION

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📧  
🔍 Medical education and training



### OUR LEARNING MATERIAL

The INCISION Academy is your online guide through the practical steps of a surgical procedure, combined with high quality 3D films of those procedures. These 3D films can be viewed on your smartphone. Between continents, countries, or even between hospitals, a variety of surgical guidelines and protocols exist. However, what is universal in surgery, is the human body and the practical steps of performing surgery on it. Our learning material therefore only focuses on the practical steps of the procedure, and the relevant surgical anatomy.

### THE INCISION STEP-BY-STEP APPROACH

As for the practical steps, INCISION has developed a standardized format to describe a procedure in reproducible “surgical steps” and “substeps”. We call it the INCISION step-by-step approach.

### RELEVANT SURGICAL ANATOMY

As for the anatomy in our learning material, we only want to provide the anatomy that is relevant to perform the surgical procedure. Nothing more, nothing less.

### MAKING OF OUR LEARNING MATERIAL

The INCISION Academy learning material is carefully put together – by surgeons, for (resident) surgeons. We do not create new knowledge, our material is created from existing knowledge, obtained from experts and up-to-date literature.

### OUR USERS

The INCISION Academy is very suitable as a learning guide for residents. It is used by a number of educational institutes in different countries.

For surgeons and other surgical disciplines, the INCISION Academy is used for time and place independent Continuous Professional Development / Continuous Medical Education (CPD/CME).

## KIT Health

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🔍 Consultancy, Research



KIT | Health



### Impact on society

As an experienced knowledge institute, the unit Health of KIT Royal Tropical Institute offers a wide range of specialist services. KIT Health offers consultancy, research, project management and training, specialising in health system governance and financing, sexual and reproductive health and rights, and disease control. We have developed specific expertise in strengthening health systems in fragile states and using data (through geographical information systems) for decision making. By generating and sharing our knowledge we support multi stakeholder collaboration on local, national and international level, to improve access to quality health services. Through our master programmes, short courses and tailor made trainings we educate health professionals to become leaders in addressing public health challenges around the world.

We aim to achieve meaningful change in the world, together with our partners from private sector, educational and research institutes, NGOs, international organisations and local and national governments in Africa and Asia. Our team consists of public health experts, with a broad variety in backgrounds (social science, medicine and epidemiology). United in our approach towards health system strengthening and diversified in our expertise we offer demand driven solutions. As we focus on results and empowering people, our research, advice, training and education are creative, context specific and evidence-based.

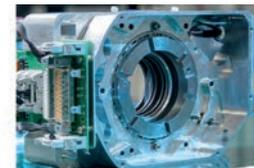
KIT Royal Tropical Institute aims to improve health and ensure equitable social-economic development as well as promote intercultural cooperation with our partners worldwide. An innovative organization, with more than 100 years of experience all over the world and a global host in our very own international knowledge hub in Amsterdam.

## KMWE

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🔍 Critical machined components, Mechatronic modules



### Diagnostics



### Medical

### Always on the cutting edge of Excellence

KMWE is a supplier and partner for the High Tech Equipment Industry and Aerospace. From its founding in 1955, KMWE has become an international player with offices and partnerships in The Netherlands, Malaysia, India, Turkey and sales representatives for UK, Ireland, Germany, Austria and Switzerland. We deliver complex, critical functional components and high quality assembled mechatronic modules to meet the demands of our various customers.

KMWE has long-term partnerships with international customers in the medical industry and diagnostics. Due to very tight requirements, this market must always provide reliable products and services. It is a market that depend on suppliers who pursue that same quality values and reliability requirements.

This is evident in the special emphasis KMWE places on:

- Highly repeatable quality
- Traceability
- Statistical process control
- Independent automated production and assembly processes
- ISO 13485

The medical world is subject to constant price pressure. Thanks to our history and experience, KMWE has been able to become involved at an increasingly early stage of the development of products and modules. Through Value Engineering, Global Supply Chain Management and transfers to other production sites, KMWE has a keen eye for the Total Cost of Ownership throughout the Product Life Cycle. X-ray collimators, DNA analyse modules and fluid handling modules are examples of products we can deliver.

## LabForRent BV

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Equipment, Innovation, Laboratory



LabForRent provides the first professional digital platform that interconnects the supply and demand for laboratories. The user-friendly, digital market place displays an overview of all the available laboratories; not only located in companies, but also in incubators and science parks. If you are looking for a lab, you will find it on [www.LabForRent.nl](http://www.LabForRent.nl).

Not everyone has a network for finding out where lab space is for rent. That applies especially to start-ups or foreign companies. LabForRent provides a clear picture of the demand and supply of laboratories!

LabForRent connects Life Sciences companies and promotes cooperation and innovation among them.

## Lamboo Mobile Medical

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Mobile healthcare



Lamboo Mobile Medical is a provider of high quality mobile and relocatable medical solutions. The company was founded in 1957 and has its head quarter in Zoetermeer, The Netherlands. There are 4 other manufacturing places: Brazil, Australia, Russia and Dubai.

The mission of the company is to get the best possible health care treatments to as many people as possible. This is realized by providing self supporting mobile and relocatable health care centres to rural areas or between separate hospitals.

A unique building technique which is also used in the aircraft industry allows the products of Lamboo Mobile Medical to perform in extreme outside temperatures similar to treatments which are carried out in traditional hospitals.

The complete product lines of all OEM's (Siemens, Philips, GE, Toshiba etc) have been officially certified to perform similar in hospitals as in the Lamboo Mobile Medical solution.

The Lamboo Mobile Medical product is used for:

- Disaster Management (Floods, Earth quakes, Terrorist attacks)
- Preventive Screening (Digital Mammography, TBC, Diabetics etc)
- Specialized Treatments (MRI, CT, Cath-Lab, PET/CT etc)

Our experienced team can assist the Ministry of Health and Private clinics to improve the efficiency of providing health care treatments to as many people in their country as possible in all medical fields. Our website: [www.mobile-medical.eu](http://www.mobile-medical.eu) gives more detailed information in the product configurations.

## LINET Group

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📍  
🔍 Bed, Mattress, Monitor

**LINET** Group



LINET Group SE is a leading provider of innovative high quality beds, mattresses, furniture and complete service solutions to hospitals, nursing and retirement homes. It is the largest manufacturer and distributor of hospital and nursing beds in Europe. We are a medium-size family firm with headquarters in Dordrecht and production sites in Germany and Czech Republic. The products manufactured at these facilities are exported to over 100 countries around the world. In the fiscal year 2014/15, the Group's output was 120.000 beds which generated revenues of 177 million euro.

Products are marketed via 2 traditional strong brands; the LINET brand for hospital products and the brand wissner-bosserhoff for nursing products.

R&D is a cornerstone of the company and new product development is focused around healthcare workers and patients, the end-users of our products. Our products help make repositioning, turning and mobilizing people easier and safer than ever before.

To date, the company's products have been chosen by more than one thousand prestigious university hospitals and over ten thousand nursing care facilities over the world.

## Livv Mobile Health BV

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📍  
🔍 24/7 personal alarm service, E-health, Mobile healthcare

livv



Livv Mobile Health is a provider of e-health services, which include: 24/7 Alarm services, Measuring and Monitoring services

Livv Mobile Health (Livv) unique propositions offer a Medical Call Center platform which translates 'raw' data from mobile health devices to personalised information. This personalised information is interpreted by the medical experts and can inform the subscriber of their health status.

Livv runs its services by:

- Supplying innovative and mobile health devices to the customer.
- Read the equipment by using the smartphone of the customer.
- Analyse this raw data by using smart algorithms and medical experts to provide personalized information to the customer.

Livv builds a bridge through mobile technology between the assessment of the physician and the assessment of the hospital. Both consumers and providers of care services, such as doctors and municipalities benefit from this innovative approach to health care. Livv allows healthcare professionals to contact their patients better and have secure access to their personalised health information. Livv offers the best way of enhancing the quality of life for patients and (senior) citizens, providing comfort and certainty for families and increasing the efficiency of care-takers.

Livv is offering the platform for international franchise partnerships. Livv offers mobile network experience and helps international partners to implement an e-health organisation at a lowcost start-up investment.

### Lode B.V.

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🔍 Medical device



Ever since Freerk Lode manufactured the first electro-magnetic cycle ergometer in 1952, accuracy, reliability and durability have been fundamental for further developments. Having started years ago in the small market of cardiology and pulmonary function, Lode BV has become a specialist in the complete spectrum of medical ergometry. Lode is world renowned as a manufacturer of high quality ergometers and the Lode brand stands for accuracy, durability and ergonomic design. The Lode product range varies from bicycle ergometers and treadmills to recumbent, arm and supine ergometers and ergometry software.

Long-term experience in manufacturing medical equipment and continuous development to meet the changing requirements of the market, make Lode a flexible and reliable partner. Together we can transform your specific ideas and wishes into custom-made products.

Before leaving the factory all Lode ergometers are dynamically calibrated and, of course, all units are produced under the strictest quality control conditions. Lode is ISO 9001:2008, ISO 13485:2003 and FDA certified and fulfils the EU Medical Device Directive MDD 93/42/EEC. Over years of use, service costs are almost negligible. In other words:

**Lode is the standard in Ergometry**

### MainPort

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🔍 3D images, Telemedicine, Video conferencing



MainPort is an IT-service company which delivers innovative video conferencing solutions for medical applications. Solutions are based on solid technology providers like Polycom and Huawei and MainPort uses a comfortable business approach: an all-in one subscription fee per month for all costs like technology, connectivity, training and support.

All physical video end points are monitored and managed by our video center. Video end points and connections are configured to give the utmost best performance for medical applications, like HD video contact, high res images, encrypted connections for privacy reasons and simplicity of use. Beside these high end video systems a user can also set up video connections with his iPad or smart phone.

One of our last innovation is 3D imaging combined with video conferencing. A virtual 3D view can be manipulated over the internet and distributed all over the world in a live session. Medical application of our solutions are remote diagnosis, training, second opinion, research, operation support.

### Mango Consult

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🔍 Design, Health, Project management

**MANGO consult**  
Supporting Development Projects



### MANGO Consult

“Supporting Development Projects”

MANGO Consult designs and prepares development project proposals eligible for grants or (concessional) loans. Specialists in the application of former PESP, PSI, ORET, former ORIO, present DRIVE and other international programs, MANGO Consult managed to obtain more than € 80 Millions in grants for its clients over the last 8 years in support of projects with a total investment value of more than € 240 Millions.

Our clients are:

- Ministries of Health, Education, Agriculture, Water, Transport and the Environment in developing countries ready to propose a project to donor organizations.
- Companies and organizations that plan to execute development projects in the South with support from Development Cooperation.
- National and international organizations that need socio-economic research done.

MANGO Consult prepares, proposes and works out concepts, gathers stakeholder views, organizes ideas, consults international specialists, designs proposals, performs marketing and feasibility studies, obtains grants, arranges project financing through for instance commercial loans and credit insurance, communicates between project owners and funders and at times participates in the execution of the projects.

Our strength is to translate the objectives of our clients into the language of the desired partners and donor organizations.

### Medical Booking BV

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🔍 Health IT, Healthcare, Public health



Accessible easy-to-access healthcare worldwide is our mission at Medical Booking by connecting patients with healthcare providers, allowing them to book appointments online, or take away geographical isolation by providing an automated medical helpline combined with tele-medicine.

Patients can make an informed decision based on price as well as other patient reviews and book an appointment at anytime.

Clinics - small private clinics as well as large hospitals - save time on making the vast amount of daily appointment bookings as well as find new patients who would otherwise find it hard to access healthcare.

## Medical Research Data Management

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🔍 Health IT, Shared decision making, Value-based healthcare



Medical Research Data Management (MRDM) is a data processor, which supports hospitals and health institutions to manage their data. This support enables health professionals to gain clear insight into the quality of delivered healthcare, in order for them to realize their goals.

MRDM builds, hosts and maintains ICT infrastructures and staffing services to collect, process and report medical data for quality improvement purposes. These medical data are handled appropriately, as MRDM is NEN 7510 and ISO 27001 certified, and is an authority in privacy regulation compliance.

Our company distinguishes itself by creating information infrastructures for automated data exchange between networked organizations or with primary sources such as EMRs or endoscopy systems. By connecting existing sources, MRDM actively aims to decrease the administrative burden for health professionals.

It also has a general ICT infrastructure, which makes deployment of the infrastructure cost efficient for individual customers. Examples of MRDM's services are data entry screens offered in web forms, sophisticated validation tools, and reports, including listings of errors, basic tables, funnel plots for benchmarking, and comparison reports.

With activities in the field of advanced decision support, MRDM substantially contributes to the guiding role of the Netherlands in Europe's healthcare. MRDM facilitates value based healthcare as well, and is a platinum partner of ICHOM.

## MEDICAL-X B.V.

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🔍 Medical education and training, Simulation, Training



For medical trainees and students to acquire essential medical skills and knowledge, exposure to live patients in realistic environments is important. However, this exposure to live patients is only possible when optimal treatment and patient safety can be assured.

By simulating various interventions, their circumstances and their environments as realistically as possible, MEDICAL-X provides an ethical, safe and effective platform for training medical interventions, whilst protecting patients from unnecessary risks. MEDICAL-X is a company specialized in the design, development, manufacturing, marketing and distribution of simulation products for medical teaching and training.

MEDICAL-X is an innovative scientific company providing simulated training solutions in various medical specialties. Training exercises of MEDICAL-X's simulators are developed with cutting edge technology combined with the professional input of expert physicians. Simulation based training leads to enhanced experience and improved confidence, and it also prepares healthcare professionals for real interventions.

MEDICAL-X's simulators fulfill the demand of healthcare professionals to be able to train clinical skills cost-effectively as well as time-effectively, in medical schools, universities, hospitals and skills centers outside the operating room and without risks to human patients.

**Medigroup BV**

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 📱 E-health platform, Physiotherapy, Rehabilitation



Medigroup is an organization specialised in the creation of health case centres with a focus on providing comprehensive care in the rehabilitation sector in a warm and welcoming environment.

Medigroup was founded by a consortium of entrepreneurs from around the world . Our services are based on our concept of Triple T Trading, Training and Treatment. In short, this means that we support our partners by providing the latest products, and technologies, skills and knowledge. Our consortium is located in The Netherlands which is the center of our knowledge network. Our network knowledge and expertise extends throughout the world.

**Medisit bv**

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 📱 Chair, Ergonomics, Hospital management



By combining the latest findings in ergonomics with high quality components and sophisticated design, Medisit has reinvented sitting comfortably. Medisit has in-house R&D and all the products are being manufactured in Holland.

Our product range includes laboratory chairs, stools, saddle seats, treatment and examination chairs, blood sampling chairs, ent/ ophthalmic chairs, surgeon and assistant stools, sit stand stools, patient recliners, etc.

Medisit: the better alternative for existing seating solutions!

What Medisit stands for:

Result! It's about the outcome, not the sale: from your first contact until the job's done, our entire focus is on solving your problem. You want good, affordable seating solutions that contribute to the well-being of you, your staff or patients. Along the way, we hope to make a sale (that's what pays the bills!) but, ultimately, it's your satisfaction that drives us.

Quality! Only the highest quality, with less we take no pleasure. Service and customer satisfaction are equivalent to Medisit, we do not go on thin ice before we deliver.

Reliability! Comply to delivery times, do what we say, no 'blah blah' and no hidden costs. With Medisit you always know where you stand. For example transport costs are included in our prices. That is what we mean with reliability!

### MeduProf-S

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 🔍 Consultancy, Education & training, Procurement



MeduProf-S is a company specialized in bringing sustainable medical education for healthworkers to emerging countries. We provide tailor-made training programmes for every aspect of the healthcare sector. Our courses are divided into six categories, our Schools:

- Healthcare: courses on nursing, ultrasound, laboratory and various other topics, for medical staff.
- Food & Hygiene Safety: courses on infection control, hospital waste management and handhygiene.
- Management: includes topics like human capacity, financial and facility management.
- Didactics & Curriculum Development: assistance with improving health education systems, advice on didactics, creating courses.
- Quality & Change: training and consultancy to reach the desired level of quality or accreditation by JCI, ISO or NIAZ-PACE.
- Engineering & IT: bio-medical engineering and hospital maintainance.

We aim for sustainability through local capacity building, using train-the-trainer programmes and by activating existing knowledge. MeduProf-S also provides independent equipment procurement advice. With our extensive knowledge of the market we are able to put together the right solution for your particular situation.

### Metaflex Doors Europe B.V.

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 🔍 Door-automation, Operating theatres, Sliding-doors



Metaflex Doors Europe is specialised in developing and producing sliding door systems for the healthcare market. We believe in a safe and comfortable environment around the bed and the operation table, for hospital staff as well as for the patient.

We have developed 100% hermetical sealing doors; ideal for applications in conditioned spaces such as operating rooms. The sliding door seals the room completely air-tight, even with high over- or under pressure. Therefore uncontrolled movement of air is minimized.

Besides hermetical doors, we are specialised in fire-resistant, smoke-tight and radiation-proof doors, with or without automation.

We have the best solutions for areas where safety, reliability and ease of use are self-evident. Metaflex Intelligence is the newest innovation for operation theatre doors. This clever door system visualizes important parameters which influence patient and staff safety, like MRSA contamination and radiation. The clear and direct warning creates awareness and stimulates safe and uniform protocols.

With over 40 years of experience in the field and high customer satisfaction, we know what moves our clients and the healthcare market. Our goal is to provide you with the best solution for your particular situation. Please contact us to find out what we can do for you.

### Micro-Serve Laboratory

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Bioburden, Microbiological laboratory, Sterility



Micro-Serve laboratory is an independent, ISO 13485 certified provider of microbiological testing and consultancy, focusing on the medical device industry. Our services will consist of the full range of microbiological tests and related services that are designed to specific client requirements and meet the respective standards.

- Customer focus, we understand our clients' business and add value by collaborating to find solutions for complex problems.
- Delivering value, we provide high quality testing solutions and personalized service for every client and offering expertise, high level of knowledge of the applicable standards, quality and results with exceptional value to our clients.

Micro-Serve laboratory services include:

- Validation studies according to ISO 11137-2
- Routine bioburden testing according to ISO 11737-1
- Routine sterility testing according to ISO 11737-2
- Accelerated aging studies according to ASTM F1980-07
- Monitoring of cleanrooms and production locations
- Advice in the validation method for your medical device
- Writing validation protocols

Micro-Serve laboratory: Thinking in solutions!

### Minddistrict

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E-health, Mental healthcare, Online interventions



Minddistrict is European market leader in providing e-health solutions for behavioural change in (mental) health care. We deliver a secure communications platform, plus digital interventions, to doctors so that they can help patients develop healthy behaviour anywhere, at anytime. Healthcare providers are challenged to reach more patients, improve clinical outcome, increase patient engagement, provide personalised care, make care more transparent, manage risks and boost doctor productivity. All at the same time!

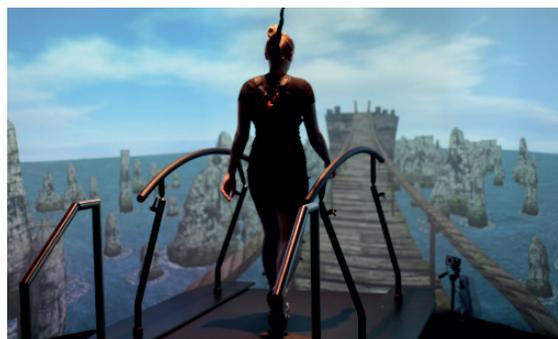
Our solution includes:

- secure communications platform delivered as a service
- catalogue of digital interventions
- CMS for users to develop their own interventions
- e-health implementation framework

The solution gives doctors seven intervention tools to provide personalised care: modules, questionnaires, diaries, plans, notifications, social support, and communications. Minddistrict also offers an implementation framework. Our users range from mental health clinics to disability care providers, from small private practices to hospitals, and from universities to insurance companies. The aim is to provide better care to their patients.

## Motekforce Link

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🔍 Gait analysis, Instrumented treadmill, Rehabilitation



Motekforce Link draws on 15 years of experience in rehabilitation technology and virtual reality, supporting patients in their lives when a setback in movement and mobility occurs. After such setback, the ability to move freely without restraints to maintain a healthy and independent lifestyle is limited. We work closely together with human movement scientists to study human movement performance. We offer tools such as (instrumented) treadmills, motion capturing, movable platforms, robotics, and sensor technologies and our patented D-flow software to synchronize all the data and to generate the visuals. In gait, many aspects are important.

The gait pattern needs to be optimized but also the ability to change gait relative to the ever changing environment needs to be evaluated and trained. To do so, Motekforce Link offers systems using high-end virtual and augmented reality. To improve clinical care and to support the person to regain healthy and independent living we convert scientific findings into clinical protocols and combine these with the various cutting-edge solutions. We provide these to different level clinics. Doing so, Motekforce Link has been defining clinical standards with its benchmark products like C-Mill, GRAIL and CAREN.

## Mundo

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📱 Health professions education, International cooperation



Founded in 1997, the Maastricht University Centre for International Cooperation in Academic Development (MUNDO) is a non-profit organisation dedicated to facilitate educational development and innovation in the developing world. By involving Maastricht University's academic expertise, MUNDO aims to strengthen the institutional capacity of its partners around the globe to enable them to deliver better higher education in medicine and health sciences.

MUNDO works with partners in the developing world by training their staff to deliver excellent state-of-the-art higher education. A cooperation may include methodological innovations (such as problem-based learning and skills training), curriculum development, improvement of teaching and learning resources, development of new courses, learning materials, etc .

Maastricht University has a global reputation as a centre of innovation in education for the health sciences. The university has a large Faculty of Health, Medicine and Life Sciences (FHML) offering Bachelor, Master and PhD programs as well as non degree courses. All education in Maastricht is problem-based and practically oriented. Related to the faculty are several excellent research institutions, in cardio vascular diseases, oncology, nutrition, public health and primary care, mental health and neuroscience and, last but not least, in health professionals education.

MUNDO always works on a need driven basis led by a shared vision of what needs to be accomplished.

**MyDiagnostick Medical B.V.**

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My Diagnostick Medical B.V.(MDM) is a daughter of Applied Biomedical Systems B.V. (ABS). MDM is committed to the marketing, sales, manufacturing and distribution of medical devices for early detection, diagnosis and prevention of disorders.

We are the company behind:

A) MyDiagnostick, a quick and easy way to determine whether you have Atrial Fibrillation.

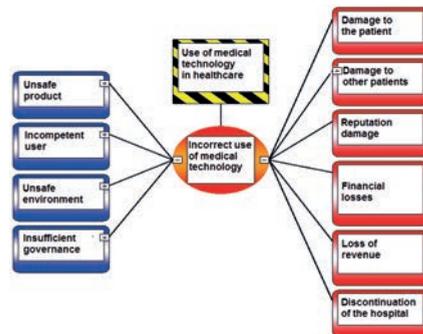
We developed this medical device because we believe that as our population ages Atrial Fibrillation will be an ever increasing health risk, lurking hidden for most people until it strikes at the heart of your life. However, when it's known whether you have A-fib, you can be treated appropriately and continue to live and enjoy life to its fullest. The MyDiagnostick provides this information about your heart to dedicated health professionals, who can then help you with their expert knowledge and skills.

B) MyDiapatch: Medical Device (detection of AF), under development. Winner of Innovation Award 2015. [www.innovaward.nl/winnaars-2015](http://www.innovaward.nl/winnaars-2015)

If you are interested in what our device(s) offers, or have propositions which could be of interest to us, do not hesitate to contact us.

**NAMCO Healthcare Technology**

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**NAMCO's services include:**

- Implementation of Safe Technology at Healthcare Providers
- Safety and Risk Management Programs
- Vigilance including follow-up on Field Safety Notices (Medical Devices, Pharma, Blood, Tissue, Food)
- Interim Executive Management in Key Positions
- Board Room Consultancy
- Fact finding surveys / Quick scans / Audits

NAMCO is a globally operating company in the Healthcare sector. Projects go along the lines of Innovation and Regulatory Affairs.

### NDF Special Light Products BV

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Diagnostic imaging, Display, Lighting



SPECIAL LIGHT PRODUCTS



#### WE MAKE LIGHT

NDF Special Light Products B.V. was founded in 1999 by management buy-out of two former Philips Lighting employees. Gerrit and Coen produced custom-specified CCFL Lamps for high-end LCD backlight applications in niche markets. In these past 17 years, we continued to innovate, which has resulted in a number of customized solutions for our customers. In other words, we not only MAKE LIGHT, but we KNOW ABOUT LIGHT.

We are specialized in making display solutions for critical decisions. NDF is market leader in backlights for diagnostic displays for mammography and tomography. A physician must rely on the information that he reads on the display, so in the 'sensor to user' decision making chain, the LCD display may never be the weakest link. NDF has the knowledge and the technology to live up to that expectation. A major breakthrough was accomplished when we expanded our LCD backlight range with ARPHOS®, an LED technology combined with remote phosphor.

A next step in the display industry is Quantum Dot technology. NDF is working on cadmium-free Quantum Dots, offering a wider color gamut and an efficient and cost effective customized backlight solution. Especially the deep red color that is achieved through Quantum Dots provides a better performance for operation displays like endoscopy.

When you require optimal medical imaging in diagnostics, surgery and endoscopy, NDF offers:

- Maximum color consistency
- Reliable color quality
- Best lifetime performance
- High brightness

### Nelipak Healthcare Packaging

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Medical packaging, Sealing machines, Validation



Leading companies around the world rely on Nelipak's 60-year history of innovation of cleanroom manufactured custom thermoformed medical packaging, designed to meet medical device and pharmaceutical manufacturers' most stringent packaging requirements.

Nelipak currently operates from six production facilities, two in North America – located in Cranston, RI., Phoenix, Az.; two in Europe – located in Venray, the Netherlands and Galway, Ireland; and two in Latin America – located in San Jose, Costa Rica and Juncos, Puerto Rico. With over 600 employees worldwide, Nelipak is 100% focused on healthcare packaging delivering superior quality and customer experience through world class manufacturing ISO 13485 certified at each of its locations.

Our experienced in-house design, development, prototyping, manufacturing and quality teams offer medical trays and blisters, surgical procedure trays, pharmaceutical handling trays, custom built sealing machines and other value added services. From concept to reality, Nelipak provide turnkey solutions to help you realise your packaging project. We are a true one-stop-supplier.

Our in-house tooling provides a quick turn-around for prototypes and your product will be manufactured with our state of the art robotics, vision systems and advanced process control to deliver superior quality parts. We have Class 7 and 8 Cleanrooms and qualified and experienced personnel.

**NIHW**

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**Professional Senior Care: Higher Quality and Lower Costs**

NIHW, Netherlands Institute for Healthcare and Wellbeing, develops solutions improving elderly care, resulting in a better quality of care, longer living clients, efficient care planning and lower costs.

Our solutions consist of an online set of questionnaires and Big Data algorithms developed by an international network of researchers in over 30 countries, committed to improve care for persons who are disabled or medically complex.

Across a variety of senior care segments, specific solutions are delivered using the collection and interpretation of high-quality data. NIHW is active for Nursing Homes, Municipalities and Insurance companies.

Our activities are currently in The Netherlands and China.

**Nijdra Group B.V.**

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🔍 Anaesthesia, Medical equipment, System supplier



The Nijdra Group is a full-service family owned company with 100 employees. We are specialized in precision metal working, assembling and co-engineering of high precision components and mechatronic (sub) assemblies.

The Nijdra Group consists of the following business units:

- FMI (CNC turning & CNC milling)
- HMI (CNC grinding in micron range)
- NSP (engineering, assembly and testing)
- MPT (orthopaedic & orthodontic implants and instruments)

Our Business Unit, Nijdra Special Products (NSP), is specialised in coengineering and assembling of high-tech modules. For example: NSP delivers a strategic module to Philips Healthcare: the Collimator (beam limiting device). We produce, assemble and test this module completely, including the electronics and lead parts (with track & traceability). For Philips Healthcare this module is plug & play for installing it in the C-arc.

Some other international references are: Philips Healthcare (Global Preferred Supplier), Stratec (biomedical), Carl Zeiss Medical (medical microscopes), Entermid (gas and ENT treatment) and Stryker Medical (implants).

The Nijdra Group is ISO 9001, ISO 14001 and ISO 13485 certified and we are strong in 24/7 automatic production. Through our longstanding experience in the high-tech industry (since 1947), we can support our customers with cost saving projects, solutions for new and existing machines and devices and with our experiences of international supply chain management (worldwide sourcing), we can offer our customers the best (price) solutions for their projects.

## Noordhoff Health

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 🔍 E-health



The best care for everyone. That is what we stand for. It calls for health professionals who are well equipped to maintain their knowledge and skills. Our learning solutions help them to find an optimal combination of work and learning.

We work together with vocational education institutions and cure and care organisations to create integrated learning processes. We partner with our customers to create complete solutions that include online technology, content, testing and integrations with solutions of other vendors.

We provide accredited and innovative solutions and work with leading market parties and manufacturers to create solutions that make health care professional as efficient and up-to-date as possible.

We focus on:

- Learning solutions that have immediate impact on better and safer care
- Enabling the healthcare professional to combine work and education to create the highest possible performance
- Linking vocational education institutions and care and cure organisations
- Creating integrated learning processes between all regional organisations in the care chain
- Being an active participant in the creation of health care best practices and standards

## Novioscan

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 📱 E-health, Incontinence, Medical device



Novioscan develops wearable ultrasound solutions for personalized health monitoring. With a focus on small, affordable and easy-to-use applications Novioscan makes the benefits of ultrasound monitoring available for everyone.

The Noviomini Bladder Monitor is the first product in the line of ultrasound wearables. The Noviomini supports patients with a neurogenic bladder and those who have difficulty recognizing a full bladder, such as children who are not potty trained yet, paraplegia patients, and elderly with incontinence problems.

Novioscan's mission is to bring new ultrasound applications to the market. To make the next generation of wearable ultrasound sensors Novioscan is developing the Ultrasound-on-a-Chip. The Ultrasound-on-a-chip platform technology can miniaturize sensors to great extent which opens up new opportunities for innovative digital health solutions.

Ultrasound wearables enable bodily measurements in a safe and pleasant home environment that were previously only possible in the hospital. Wearable ultrasound sensors can be used to monitor patients' bowels, their blood flow and even the heartrate of unborn babies. Where currently medical specialists can only intervene based on a single measurement in the hospital, self-monitoring at home will provide a more complete picture to determine a personalized treatment for the patient. Moreover, self-monitoring will give patients more insight in and control over their own health.

**NovyMed International BV**

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 🔍 Air fluidized bed, Childrens bed, Trauma stretcher



**NovyMed International moves patients.**

Directly resulting from the experiences in the Dutch market, NovyMed has developed several solutions for export, such as:

- the DOC Classic, an eye surgery chair,
- the U-shape 953, a specialized fluoroscopy stretcher and
- the Perlei, an eye catching and safe children's cot.

With the innovative dynamic surgery chair, the DOC Classic, NovyMed aims on current and future market developments in healthcare, where surgery is increasingly performed in the outpatient area. The DOC Classic is specifically designed for ophthalmology, ENT and plastic surgery, and combines enhanced workflow efficiency and cost savings, with unmatched stability and without compromising the comfort for patient and caregiver.

The Fluoroscopy stretcher, the U-shape 953, also helps to increase workflow efficiency and is originally developed for Emergency Care and Trauma centers. Nowadays it also finds its use more and more in day treatment centers, where X-Ray is used frequently as part of the treatment process. The U-Shape 953 has a perfect accessibility

due to its u-shaped design of the foot base, and its design with the sliding table top enables to take a full body image while eliminating unnecessary transfers of the patient. Our children's cot, the Perlei, is an advanced cot with height adjustment and suspended side rails, wrapped in an innovative and colorful design. The Perlei is child-friendly, safe and has an excellent manoeuvrability.

Last but not least, NovyMed also represents the specialized Air fluidised Care Systems PEARLS and SANDS of Synergie Nederland in a large part of the world. These specialized beds are used to support and treat patients suffering from heavy wounds like burns, pressure sores, ulcers and other exuding wounds. Air fluidised care systems accelerate the healing of damaged tissue or prevent the loss of healthy tissue by minimized pressure on the skin and active stimulation of the blood flow.

The innovative NovyMed products have all been developed in close cooperation with experts in the health care field and are manufactured in the Netherlands.

**Nutricia Medical Advanced Nutrition**

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**About Nutricia Advanced Medical Nutrition**

Nutricia Advanced Medical Nutrition is a specialised business of Danone, focused on pioneering nutritional discoveries that help people live healthier and longer lives. Nutricia aims to establish medical nutrition as an integral part of healthcare, expanding Danone's mission to bring health through food to as many people as possible. Nutricia's extensive range of evidence-based nutrition products and services offer proven benefits and better patient outcomes.

The company works with doctors and healthcare professionals in 40 countries to deliver better care and to lower the cost of care. Nutricia serves patients in hospitals, care home settings and in the community.

The company pioneers nutritional solutions for oncology, critical care, stroke, frailty and memory loss. In paediatric care, Nutricia offers innovative products and services for the management of cow's milk allergy, genetic metabolic disorders and faltering growth. For more information, visit [www.nutricia.com](http://www.nutricia.com)

**ORTEC**

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 🔍 Patient flow management, Therapy session resource scheduling



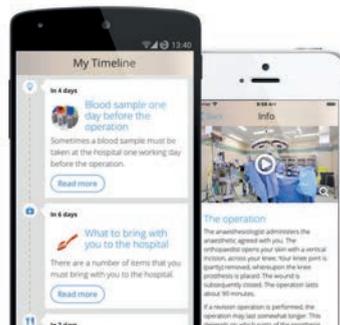
A growing availability of raw data and business information, increased computing power, and a deeper understanding of organizational decision making, allows organizations to benefit from new developments in business analytics and optimization. As with all new developments, some industries, some organizations can be seen as early adapters, others follow soon after. In the end, it is those who make the best use of the latest knowledge and techniques that are in the lead, with the others facing the risk to fall back and fade away. Business Analytics and Optimization is key in healthcare organizations to survive, innovate and outperform.

ORTEC is a leader in business optimization, and expert in analytics and advanced planning software development. ORTEC provides solutions for healthcare and homecare service delivery, workforce management and scheduling, patient flow optimization and appointment scheduling.

ORTEC is a multinational fueled by people with years of practical experience. Their energy drives our growth into new services, new markets, and new ideas. ORTEC’s mission is to support companies and public institutions in their strategic, tactical and operational decision making through the delivery of sophisticated planning and optimization software solutions, expert analytical expertise and mathematical modeling services. Our solutions are designed to enhance transparency and improve success for our customers.

**Patient Journey App**

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 🔍 E-health, Hospitals, Patient information



**Our award-winning platform brings paper care plans into the 21st century!**

Patient Journey App helps healthcare professionals, simply by helping their patients. How? By providing them with the right information at the right time. Through a dynamic timeline and interactive push notifications, we keep your patients informed about the next steps in their treatment.

Patient Journey App also focuses on the patients’ surrounding: their friends and family can easily download the app and instantly become part of the patient journey.

The app is custom branded, making it your app with your content. Even when downloading the app in the App Store or Google Play your organisation’s logo and name is visible. This makes it easy for your patients to find your app.

The hospital can make last minute and real-time changes by using the content management system, anytime, anywhere.

Already more than 35 hospitals use the app, among them are hospitals from the Netherlands, United Kingdom, Belgium, Germany, France, Spain.

And the app is already actively being used by more than 30,000 patients. They are rating it as a “very useful addition to the treatment”, valuing it a 9 out of 10.

Interested? Visit our website and request your custom branded demo at [patientjourneyapp.com](http://patientjourneyapp.com)!

### PharmAccess Foundation

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#### PharmAccess is dedicated to making health markets work in Africa

When Prof. Joep Lange founded PharmAccess in 2001, he was determined to turn his groundbreaking scientific research on triple-combination drug therapy into action. His drive brought life-saving AIDS treatment to those who needed it most. Building on this work on the front lines of HIV/AIDS treatment, PharmAccess focus has broadened to making healthcare finance and delivery more effective and more inclusive. As many African countries suffer from limited state capabilities, healthcare markets, are stuck in a vicious cycle of low and unpredictable demand, low and uncertain quality of supply and totally inadequate investments.

PharmAccess pioneers innovations and provides real world solutions in order to reverse the vicious cycle that stifles progress. The organization mobilizes public and private resources for the benefit of doctors and patients through a combination of health insurance, loans for healthcare providers, clinical standards for quality improvement, impact research and mHealth innovations.

PharmAccess believes that mobile technology has the potential to revolutionize the healthcare sector. It can reduce barriers to savings for health, cut costs, generate data and increase knowledge. One such innovation that is currently being introduced, is the M-TIBA mobile health wallet, a digital wallet on the mobile phone that contains funds and benefits that can only be used for healthcare.

### Philips

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 🔍 Digital imaging, Health IT, Patient monitoring



Philips is a leading health technology company focused on improving people's lives across the health continuum – from healthy living and prevention, to diagnosis, treatment and home care. Applying advanced technologies, and deep clinical and consumer insights, Philips delivers integrated solutions that improve people's health and enable better outcomes. Partnering with its customers, Philips seeks to transform how healthcare is delivered and experienced. The company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care.

### Portavita

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 🔍 Integrated care system, Platform for cooperation, Self-management



Portavita is an international leading eHealth supplier of Integrated Care Systems (ICS), based in Amsterdam, The Netherlands. Portavita's innovative "Software as a Service" platform supports 75 customers (in the Netherlands, Russia, Suriname, Curacao and Germany) treating over 520.000 patients in a multidisciplinary setting. Within these medical organisations, 9.000 medical professionals and 70.000 participating self-management patients use our online solution on a daily basis.

Portavita supports adequate cooperation between involved care providers and the patients irrespective of time and place, which is a prerequisite for the improvement of healthcare of a patient. We offer a platform for cooperation with care paths, self-management, remote diagnostics and data analysis.

Input of leading medical professionals and their patients is the basis for the current modules of the system: Anticoagulation, Asthma/ COPD, Cardiovascular Risk Management, Diabetes and Elderly Care. Patient participation is an important part of these modules. Individualization of care in an aging society demands coordinated support for the multidisciplinary teams treating individuals with one or more comorbidities.

Big Medical Data Intelligence Solutions are an integrated part of the Portavita portfolio and ensure high quality management reporting, analysis and research functionality.

Portavita is a strong believer in international standards and active member of ISO/NEN, IHE, HL7 and supporter of CIMI and Snomed CT.

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 📱 Batteries, Lamps, Lighting



Proflamps.com is a professional webshop for specialist medical replacements lamps and batteries. Products are shown by application, such as:

- Medical - Dental
- Operating theatre
- Microscope
- Infra Red, UV and many other special applications.

An advanced search engine allows you to search products by Model - Equipment - OEM, and other references. We stock thousands of products from major manufacturers and ISO certified companies.

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Qserve Group is Europe's largest regulatory Medical Device Consultancy, with main offices in Amsterdam, Boston, San Francisco and Nanjing. We are a leading player in the area of medical device product registration, regulatory compliance, quality assurance, clinical evaluation, auditing and legal representation.

**Qserve is the one partner you need for all your worldwide regulatory.**

Qserve supports Medical Device Manufacturers with all regulatory challenges during the whole product lifecycle, from product development until and including market access, post market surveillance, maintenance and necessary updates.

We are known for our practical approach, the unique combination of Regulatory, Quality and Clinical knowledge, our global reach and the high and broad level of in-house expertise. Already more than 15 year our global team of experts, having more than 350 years of practical experience in the medical field, supports manufacturers

bringing high risk, innovative and complicated medical devices to the market in various countries.

Our departments:

- Regulatory Compliance
- Clinical Evaluation
- Global Registration
- Quality Assurance
- Auditing
- Training

**ResultsinHealth**

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 🔍 Health systems, Innovation, Public health



ResultsinHealth's mission is to provide tailor-made advisory services in public health and to develop novel concepts to achieve lasting health in communities. ResultsinHealth's three interlinking working principles are: evidence, innovation and practice. We collect or generate evidence, translate it into innovative public health interventions, and apply these in practical settings.

Our focus areas are Maternal, Newborn and Child Health; Sexual and Reproductive Health and Rights; and strengthening supply chains of medicines and diagnostics. Given the important interaction between economic growth and health, we are also active in poverty reduction and income generation. We especially value our specialised services in qualitative and quantitative Monitoring and Evaluation (M&E), applying a variety of mixed methods and participatory techniques. We work in close to eighty countries in the world, and with several of our staff being from Indonesia, we have a large number of ongoing activities in this country.

Our senior technical staff members have many years of field experience and hold advanced degrees. Moreover, we work with a circle of trusted associates with a variety of additional expertise. We cherish our qualified junior staff members who often bring in unexpected new and creative ideas. Collaboration is at the heart of everything we do. We partner with organisations that have unique local expertise, connections and experience.

### Roche Diagnostics BV

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📱 @RocheDiaNL

🔍 Biomarkers, Diagnostics, Microbiological laboratory



Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company (91.500+ employees worldwide), with truly differentiated medicines in oncology, immunology, infectious diseases, ophthalmology and neuroscience.

Roche is also the world leader in in-vitro diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostics that enable tangible improvements in the health, quality of life and survival of patients.

### Royal HaskoningDHV

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🔍 Engineering, Project management



Royal HaskoningDHV is a leading independent, international project management engineering consultancy service provider. Specialising in planning and transport, infrastructure, water, maritime, aviation, rivers, deltas and coasts, industry energy, mining and buildings, each year our 7,000 staff contribute to the delivery of numerous projects around the world from our 100 offices in 35 countries on behalf of our public and private sector clients.

We are leaders in sustainability and innovation and take a three pronged approach to sustainable development: in our projects, in our business operations and in our approach to giving back to the community. We strongly believe that only by working together with our clients, stakeholders and communities we can enhance society.

### Healthcare

We have an excellent track record in Healthcare design in which one or more of our disciplines Architecture, Building services, Structural Design, Program- and Project management, Hospital Planning, Construction management and Supervision are involved. We design state-of-the-art design solutions reduce the operating costs of hospitals significantly on the one hand and strengthen the brand name of the Hospitals and attract new patients on the other hand.

## Sakura Finetek Europe

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📍 Automation, Histopathology, Laboratory



### Better and faster service to more patients using the same resources

For more than 100 years, Sakura Finetek products have been used in histopathology laboratories around the world. To further support laboratories, Sakura offers the SMART Automation product line aimed to maximize the productivity of a laboratory. SMART Automation is the logical next step to enhance laboratory performance. Optimize your laboratory's productivity, while reporting better turnaround times using the same resources.

Millions of patients around the world have benefited from better and faster diagnoses offered by the histopathology laboratories that have implemented SMART Automation.

SMART Automation results in consistent high-quality operations. Automation and standardisation of routine processes eliminate errors and variations in end results, leading to consistent high-quality and reduction in rework. Over the past 10 years histopathology laboratories have achieved impressive performance levels with SMART Automation and have reported:

- Increased productivity by more than 30%, with the same number of technicians
- Reduced time to diagnose by 67%
- 80% of the cases are ready within 24 hours
- Better control of the daily process

## Salucea BV

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📍 Diagnostics, Laboratory, Medical device



Salucea BV is a young, high technology company that develops semi automatic chemistry analyzers.

We listen carefully to our clients and on basis of the information we receive, we develop analyzers that meet their requirements and often have unexpected, but highly appreciated additional characteristics.

We offer a table top analyzer with 7 different LED lamps. This analyzer can do thousands of different tests with a very high accuracy.

There are other specialized analyzers such as the Glyca -2, a diabetes analyzer that tests HbA1c and Aeg and the Zevitt Cardiac analyzer that tests Troponine I and CK-MB.

We will introduce soon a complete mobile laboratory in a carry case. This concept has a fitted analyzers, a centrifuge and thermo printer. The rechargeable battery makes it a true mobile laboratory packed in a handy carry case that can be used from a car or ambulance and in remote area where electricity is unreliable or even not available.

Next to the analyzers, we have a series of reagents packed in standard kits or in ready-to-use cuvettes that fit exactly in the analyzers. They include Clinical Chemistry, Metabolic Liver Disease, Quality control, Haemostasis, Immunochemistry, Turbidimetric Immunoassay and infectious Disease, Blood Grouping but also Drugs of abuse.

### Score BV

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🔍 Chair, Equipment, Ergonomics



Each individual is entitled to live and work healthy. Score focuses on improving workplace design so you are able to enjoy work fit and happy. We develop and produce ergonomic chairs and accessories for professionals. Seats to Suit. For the healthcare sector, Score creates and makes chairs for healthcare professional and patients.

#### Seating solutions for healthcare professionals

Good health is pivotal for medical staff and they should be conscious about their own physical health while practicing. For doctors, dentists, surgeons, nurses, and other healthcare professionals, we create ergonomic chairs and stools suitable for hygienic working areas. The Score saddle chair is renowned for its comfort and quality. Equipped with the unique easy-to-adjust **Balance Mechanism**, the Score saddle chair supports a healthy body posture, even while bending over during surgery. For personal comfort, a choice is given between the smaller **Amazon saddle chair** and the wider **Jumper saddle chair**.

#### Seating solutions for patients

Functionality and wellbeing are seamlessly combined within the Score assortment of chairs designed for patients. For example the **MediMove**, a unique combination of a treatment bed and transport chair that finds its way too many hospitals internationally. Easy adjustable **phlebotomy chairs** help patients to feel at ease and offer great ergonomic benefits for the phlebotomist. The Score range of patient chair is extensive. Feel free to contact us for your questions about seating.

### SigmaXG by Technolution

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🐦 @SigmaXG

🔍 Mobile operating room, Video management



SigmaXG is a simple, very fast and flexible switching system for Video over IP. Simple means 'one cable for everything': one network for video, audio, USB (for mouse and keyboard) and various control interfaces. The NDcoder act as Decoder and Encoder in one simple product.

The system is scalable and easy to extend, just plug in an extra NDcoder. SigmaXG is very fast: high-quality video can be switched instantaneously and video, audio and control are streamed with very low latencies (< 15 ms). Video is distributed over 10gigabit Ethernet without any loss of information, because no compression is applied. The open API can be used for easy integration in your applications and systems. SigmaXG is compatible with a wide range of off-the-shelf network components. SigmaXG enables you to integrate video streams from multiple devices on a single display. Since SigmaXG supports USB-over-networks, you can use a single mouse/keyboard to operate any of the connected systems.

For more information please contact us or have a look at our website [www.SigmaXG.com](http://www.SigmaXG.com).

## Simavi

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Basic health, SRHR, WASH programmes



People can only go to school, work and contribute positively to their community, when they're healthy. That's why Simavi works towards making basic health accessible and available to all. Structurally.

Simavi is an established health organization active since 1925. We focus on health areas that are vital for people to be able to lead a healthy life: water, sanitation, hygiene (WASH) and sexual and reproductive health and rights (SRHR).

In partnership with local organizations in Africa and Asia we create demand and promote health in communities to increase up take of healthy behaviour and quality services.

Our expertise and services include:

- Comprehensive sexuality education & youth friendly services
- Maternal health
- Prevention of child marriage
- Empowerment of women
- Menstrual Hygiene Management
- Social entrepreneurship
- Water, Sanitation & Hygiene

We work directly with communities, governments, private sector and knowledge institutions and bring in a diverse team of health experts. This allows us to come to realistic and sustainable solutions.

It is our ambition to structurally improve the basic health of 10 million people in marginalised communities in Africa and Asia by 2020.

## Stanz

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@StanzBV



**Stanz BV is a manufacturer of vertical waste management systems for the optimisation of the internal logistical processes.**

Founded in 1985, Stanz expanded into an international operating company with expertise in the internal waste and linen handling. By covering all of the disciplines, from the early design phase until the installation of the vertical waste management system, Stanz is able to support their clients in the hospitality- and health care industry.

With customer orientation, delivering the highest quality, reliability, and endurance Stanz alternates their chute system to the needs of their customers. By selecting the innovative Stanz chute system, organisations secure efficiency in the differentiation and handling of all of their waste and linen streams!

Advantages of the Stanz chute system:

- Reduction in logistical & operational activities
- Efficient waste & linen handling
- Elimination of bacterial & infection danger

## SurgiCube International

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 🔍 Airflow, Innovation, Laminar



SurgiCube® International and Toul® Meditech combined forces. Both companies are worldwide innovators in the discipline of airborne infection prevention within the sterile field. Our technologies are designed to provide a local airflow of filtered air, reducing the colony forming units per M3.

The Toul® products are designed for use inside and outside the Operating Room. Inside the operating room the Operio® Ceiling provides ultra clean air over the wound site and the SteriStay® provides ultra clean air to protect instruments against colony forming units. Outside the operating room the Operio® Mobile enables you to perform intra vitreal injections and other small surface surgeries in ultra clean air conditions.

The SurgiCube® products are designed for use in small surface surgeries outside the Operating room, creating an ultra clean environment inside the treatment area or in office.

The SurgiCube® is intended for use in high volume, low complex procedures, such as Dermatology, ENT, Plastic, Orthopaedic and Ophthalmology. The SurgiCube® can also be placed in Operating rooms not already equipped with laminar airflow.

SurgiCube® and Toul® products provide a local ultra clean air flow where you need it: around the operating surface. The ultra clean air passes no contamination sources, it's directed over the surgical site and instruments, delivering UltraClean Air, where you need it.

## Synergie Nederland

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 🔍 Air fluidized therapy, Burns, Pressure ulcer



### Synergie Nederland is a company supplying Air Fluidised Care Systems.

Air Fluidised Care Systems are specialised beds to treat patients suffering from heavy wounds like burns, pressure sores, ulcers and other exuding wounds. Synergie has developed two new models to be distributed internationally: PEARLS – INNOVATIVE CARE and SANDS – PROVEN CARE.

PEARLS is the complete redesign of former air fluidised care systems that have been marketed in the past. Its innovative features, user benefits and smart maintenance procedures are based on Synergie's 20 years of experience. Also customer's feedback has provided a strong base for the innovative redesign. PEARLS will offer the best practice in the theme of air fluidised care systems.

SANDS is the upgraded version of the former models distributed by Synergie Nederland; it brings all proven, basic specifications and reliable functioning and additionally offers a renewed, modern control system. Besides it will be offered at a favourable price level. These 2 products will offer the best and the most efficient in the world for air fluidised care systems and combine excellent design, exceptional quality and optimised efficiency.

Both Synergie's products are manufactured in the Netherlands and will be distributed to hospitals and nursing homes all over the world by committed trade partners. Our partner for commercial affairs in most countries of the world is Novymed International; please check out their profile in this guide.

**Technomed**

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 📱  
 🔍 Clinical neurophysiology, Medical accesories, Neuro diagnostic



Technomed's medical accessories connect medical devices to patients and transfer their bio-electrical signals. Technomed is an expert in the medical accessory industry. We successfully innovate, develop, manufacture and commercialize accessories for:

- Clinical NeuroPhysiology
- IntraOperative Neuromonitoring
- And all other segments where there is a need for transferring bio-electrical signals

Whether you are a distributor of medical devices, have a great idea for a new medical accessory, or need a private labelled product, we are interested in helping you develop and expand your business

**Telecom Bedrijfscommunicatie B.V.**

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 📱  
 🔍 Distribution, Logistics, Pneumatic tube system



Telecom (Medical) Tube Systems is founded in 1950 in Rotterdam, the Netherlands, and fully specialized in pneumatic tube systems. With its own Dutch development, production and service department Telecom covers all disciplines from developing, designing, prototyping and manufacturing, to installing and servicing your complete pneumatic tube system.

Immediate, customized care is essential to improving the patient experience as it helps in ensuring better patient outcome. Telecom pneumatic tube systems helps hospitals in meeting their patients' needs by transporting drugs, specimens and documents to and from labs, blood banks, OT, nurses' stations and in- and outpatient pharmacies.

Pneumatic Tube systems bring better patient care:

- Better diagnoses
- Faster turn around time
- Spread workload at the lab
- Medical staff can deliver more personalized services
- Efficient, safe, reliable

## Teleconsult Europe BV

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📱 @TeleconsultEU

🔍 Telepathology, Teleradiology



Founded in 2007 by Dutch radiologists, TeleConsult Europe (TCE) offers telemedicine services to hospitals, clinics, diagnostic centers, laboratories, medical services companies (CRO's) and the Dutch Government. TCE's mission is to provide its customers with tailored telemedicine solutions. Since its inception, TCE carefully listened to wishes and needs of its clients. This resulted in an array of interchangeable services providing radiology and pathology departments with high quality, cost efficient, flexible on- and off-site solutions. Today TCE's solutions consist of a combination of an on-site physician workforce, teleradiology, telepathology, and IT services. Our Western Board certified radiologists and pathologists perform reading services for a broad array of institutions varying from a 24/7 emergency reading service for hospitals and clinics, to screening services for the famous Dutch Breast Cancer Screening Program.

The primary objective of our highly trained physicians and staff is to enable our clients to provide optimal patient care and diagnostic services by placing quality and value first. Our synergetic modules provide tailored services to hospitals, clinics and imaging centers at any location on the globe. Whether you need an on-site physician, reports through telemedicine or a combination of both, we help you to realize an optimal and cost efficient workflow.

## Teresa Happy Care International

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📱

🔍 Healthy ageing, Housing concepts, Staffing



Teresa Happy Care International provides total solutions for the growing market of senior care in Asia, with a strong focus on China. Our professionals have a unique combination of senior care-, building for care- and (project)management- expertise. They bring you the knowledge and expertise to attain excellent customer satisfaction and healthy sustainable profits.

We implement localized European senior care concepts for homecare, day-care, rehabilitation hospitals, care hotels and nursing homes. These European concepts have been remodeled to fit in the East-Asian culture, society and economy.

Our models are fully standardized. We supply extensive sets of standards for: Nursing-, Treatment- and Medication protocols, Process Models, Training Programs, Quality Audits as ISO 9001, Client Records.

Our main services are:

- Thorough market research
- Profitable business cases
- Designing 'fit-for-use' buildings
- Excellent marketing position for the entrepreneur
- Recruitment and training to assure European quality level
- Deployment of managers and staff
- Operations
- PPP constructions

In recent years we realized several projects in China. These projects profited from the expertise and knowledge that has been built up in numerous European senior care projects. If you want to enter successfully in the silver industry or improve your performance Teresa Happy Care will assist you.

**The Medical Export Group**

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 📍 Emergency kits, Medical wholesaler



The Medical Export Group (MEG) is an ISO-certified and USAID-approved medical wholesaler with 35 years of experience in supplying medical goods to healthcare projects in developing countries. Our mission is to contribute to a better healthcare access in these countries.

Apart from being a key supplier to all UN-organizations, we support a vast number of international NGO's and public institutions. In addition, we operate in a fast-growing number of African countries with a local set up to fulfil the medical needs of the Public Institutions.

We not only provide our clients with a comprehensive medical product range including pharmaceuticals, medical & laboratory equipment and supplies and emergency kits, we also offer them a total supply chain solution. Our activities stretch from vendor and product prequalification, competitive bidding, QA/QC through consolidation and kitting to transportation, training & installation. Our clients can count on a consistent and high quality level of products and services, custom-made solutions and maximum flexibility to adequately respond to emergencies. By continuously working on improvements we are able to exceed our clients' expectations.

**TNO**

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 📍 E-health, Health, Health research



TNO has over 2600 professionals who put their knowledge and experience to work in creating smart solutions to complex issues. These innovations help to sustainably strengthen industrial competitiveness and social wellbeing. We are partnered by some 3000 companies and organisations, including SMEs, in the Netherlands and around the world. For example on the topic of Healthy Living we initiate technological and societal innovation for healthy living and a dynamic society. For more information about TNO and the five societal themes that are the focus of our work, go to [www.tno.nl](http://www.tno.nl)

## TOPIC Embedded Systems

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🔍 Electronics, MedTech, Software



TOPIC Embedded Systems is the trusted and certified development company of medical systems. We specialize in systems with a high degree of embedded software and hardware.

Our systems are developed tailor-made for customers in a wide range of medical domains. Our experience ranges from cardiovascular systems to systems for automatic bacteria classification and from nursing systems to the control of advanced patient beds. We put our knowledge to work from research to product.

Our way of working is customer-oriented and characterized by an open, pro-active and creative approach. Our employees are all educated at a university or HBO level and their knowledge is continuously invested in. The quality of our work and processes is certified by the international ISO 13485 standard and compliant with the FDA QSR.

We are proud of the many long-term relations we have built. We help our customers develop their medical market share. Together with them we improve the care for patients world wide.

TOPIC strong in Cure & Care, Imaging & Control, Mobility & Infrastructure, Transport & Logistics and Research.

## Tuttnauer Europe B.V.

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📱 Steam sterilisers



Tuttnauer - Your Sterilization & Infection Control Partner

For over 90 years, Tuttnauer's sterilization and infection control products have been trusted by hospitals, universities, research institutes, clinics and laboratories throughout the world. Tuttnauer has earned global recognition as a leader in sterilization and infection control. Tuttnauer invests its full energies and resources in one area of expertise – sterilization and infection control.

We have always worked on large-scale projects with research institutes and universities. Our autoclaves incorporate proven design, resulting in a durable, warranted solution that meets international standards including CE Medical Devices, ISO, PED, FDA and ASME.

## U-Center

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Burn out, Depression, Mental healthcare



U-center is a mental health care facility that provides specialized treatment for depression, burn-out, anxiety, and addiction. We offer intensive, short term, inpatient, outpatient and preventive care to International (and local) clients for which we provide a full English speaking program. U-center is a broad-spectrum institution and treats multi diagnoses simultaneously by a multi-disciplinary team, working from a bio-psycho-social model. In our healing environment, you can expect expertise, personal attention, hospitality, and dedication. We employ a results-oriented approach and we work closely together with family, employers, referring practitioners and other involved parties.

U-center collaborates with Maastricht University, is supported by a Clinical and Scientific Advisory Board and is Government accredited. Our results are measured regularly through ROM (routine outcome monitoring) and are thus evidence-based. Our goal is to foster an effective, fast, and lasting recovery. Figures show that we have been achieving this goal for more than six years. U-center has no waiting lists and we have entered into contracts with the international insurance companies as well as state insurances of various countries, which means that treatment at the center is covered.

## Urifoon BV

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Alarm Management, Childrens bed, Incontinence



Bedwetting - Bedplassen



Dialysis - Dialyse

**UnderWunder**<sup>®</sup>  
Special Underwear. Feel good. Feel safe.

Daytime wetting - Broekplassen

Urifoon is a Dutch family company specialized in signal and incontinence solutions since 1954. We are a professional, closely-knitted team. Highly motivated by a sincere desire to improve life for those who suffer an annoying urine problem. And dedicated to deliver accurate and reliable signaling solutions to monitor any leakage of moisture (from urine to blood).

We are approaching our markets with 3 different brands:

Uriflex are high reliable devices to signal the loss of urine. Together with our personal guidance we really stop bedwetting (success rate of 90% within 2 months). Please check [www.uriflex.com](http://www.uriflex.com).

Diafoon offers very accurate alarm solutions which signal loss of blood during the dialysis process. You can choose between local alarm or connection to the nurse system. Please see [www.diafoon.com](http://www.diafoon.com).

UnderWunder provides high quality and fashionable incontinence underwear for children and adults suffering stress incontinence, urge incontinence or intestinal problems.

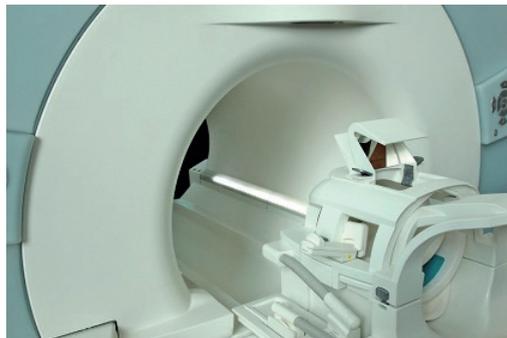
Please see [www.underwunder.eu](http://www.underwunder.eu) for our complete portfolio.

Our development department is based in The Netherlands and the production is mainly in Europe. Our distribution footprint is increasing seriously.

Are you also interested in Uriflex, UnderWunder and/or Diafoon products and services? Please contact us!

## Uzimet

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📱 @Uzimet  
🔍 Lead, Protection, Radiation



Uzimet BV is an environmentally aware, innovative company that recycles lead scrap, using a refining process, to new lead products. The new lead is used for a broad range of radiation shielding products especially in the Life Science & Health (LSH), chemical and High Tech sector. We are certified with ISO 9001, 14001 and OHSAS 18001. We supply a broad range of radiation shielding products, from lead granulate to entire walls.

The application of radiation techniques in the medical world has become indispensable in many areas of modern life. Radiation technique provides a valuable instrument such as radiation-protected operations but reliable shielding must be provided to protect humans and the environment.

Lead is the most effective radiation protection material available. Thanks to its extreme density, lead facilitates even with low thickness a high level of shielding. Uzimet BV relies on expertise developed in the Netherlands and with over 100 years' experience, we can offer knowledge and technology for the best possible protection to human and environment.

We are part of the global operating Calder Group, with production companies in the United Kingdom, Germany, France, the Netherlands and Ireland. Calder Group is the leading European manufacturer of radiation shielding for the healthcare sector.

We offer a wide range of services up to radiation protection and installation of radiation shielded rooms. This includes x-ray and theatre shielding, oncology radiation

## Valuepack

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📱 Assembly, Medical packaging



Valuepack is a Contract Packaging Organization that focuses on performing assembling, packaging, and serialization activities for its clients' medical and pharmaceutical products within its own facilities in The Netherlands and Poland. At Valuepack products are handled by specially trained personnel within state-of-the-art Cleanrooms and Clean areas. Assembling and Packaging We offer Medical Device Assembling and Medical Packaging services within our ISO 13485 certified facilities, organized in a four step process:

1. Intro: we listen to your needs and make an offer for the services that are essential to you.
2. Supportive creative services: we investigate on the material and the designing of your packaging.
3. Core business: we assemble, package, and label your products.
4. Storage and Delivery: we warehouse and deliver your products.

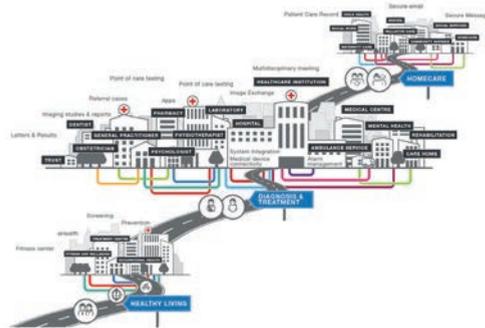
### Pharmaceutical Serialization

Valuepack is the first provider in its region to offer Serialization as a service; which is a mandatory process for the track and tracing of pharmaceutical products. Serialization is summarized as the assignment and application of a unique verifiable product identifier to an individual pack. With Serialization becoming essential due to emerging worldwide regulations, SMEs (e.g. Product manufacturer, CMO) or larger organizations can benefit from Valuepack's Serialization services and avoid the connected in-house costs in technology, facilities, trainings, and personnel. Share your goals with us. Contact us.

## VANAD Enovation

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E-Health & ICT, Interoperability, Medical device connectivity



VANAD Enovation is an international ICT company that effectively connects people, systems and organizations within healthcare. Our solutions enable us to always deliver systems communication and integration solutions with results. Our products and services grant more than 13,000 healthcare organizations access to the right medical information every day. With over 30 years of experience and 1,000 employees globally (VANAD Group), we build customer relationships, achieve success and implement the right solution for our customers.

Whether linking subsystems in a healthcare organization, offering insight into up-to-date medication information, capturing the information from the medical devices, sharing images within (regional) partnerships, or using innovative eHealth applications. We integrate everything seamlessly into the healthcare process and with the information systems, CONNECTING HEALTHCARE!

### Products and Services Offered:

- Health Information Exchange (IHE XDS)
- Alarm Management solution
- Medical Device Connectivity solution
- Enterprise Application Integration (ESB) solution
- Robotic Process Automation

### Unique Selling Points:

- More than 30 years of experience in integration and communication
- Our solutions are the standard within Dutch healthcare (market share above 90%)
- Our solutions are specially made for the healthcare
- Our employees are specialized healthcare technical consultants

Subsidiaries Healthcare: Belgium (Brussels) and the UK (London).

## VanBerlo

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Business development, Design, E-health



As one of Europe's leading design agencies, VanBerlo's aim is to build reliable bridges between human needs and desires, between technological opportunities and sustainable business. We do this not only by working with established clients, but also ambitious start-ups. This in turn, allows us to construct a framework in which business activity increases, which ultimately builds a safer and a more secure world. Our design, engineering, insight and marketing experts work towards creating a safer solution for both the present and future. Together with our clients, work towards creating an innovative and safer world in any given community. That's how we create the difference.

With over 30 years of experience and extensive knowledge of the healthcare industry, we understand the success factors of healthcare innovation. This knowledge is all about the past, and most of the decisions are about the future. The future is highly unpredictable and constantly changing. Because of this on-going fluctuation, the VanBerlo process of Scenario Planning gives foresight and defines four different plausible futures. Thinking about this now helps us to plan ahead and define strategies, to move forward and embrace the future.

We provide:

- Future Scenario Planning
- Workflow innovation
- User-centered research
- Interaction design
- Product design & engineering

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 📍 Architecture, Design, Equipment



The company VARI-STEPP is a Dutch start-up, established in 2011. Its owner created an invention with a team consisting of (prototype) designers and testlabs. Turning the invention into the product took until March 2014 when it was launched in the Dutch and Belgium markets.

The VARI-STEPP is a simple, yet effective and innovative product of Dutch design. It is a flexible door sill, facilitating an unimpeded passage of wheeled traffic, such as wheelchairs and hospital beds.

- A water-retaining door sill, but not an obstacle
- An excellent water bar for wet rooms
- Ergonomic for staff
- Wheelchair-friendly
- Helps to avoid falls among elderly people.

The VARI-STEPP is the solution for sectors with considerable levels of wheeled traffic, such as:

- Hospitals
- Nursing and care homes
- Hotels • Kitchens
- Airports/stations.

References: The VARI-STEPP performed excellently in laboratory tests. It exceeded by far the cyclic load criteria applicable. Trials with the VARI-STEPP have been carried out at numerous sites throughout the Netherlands, to the clients' complete satisfaction.

USP's:

- Solution for an existing problem
- Patented technology
- Dutch design
- Available in a normal and in a fire-retardant version.

Distribution relationship: We are looking for distribution partners in Europe with the following profile:

- Knowledgeable in the field of applications;
- Able to deliver custom in the assembly of the 2 semi finished products;
- Having a well organized sales team.

**Variopool B.V.**

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 📍 @variopool



Variopool is a leading company which is specialized in the design, installation and maintenance of movable swimming pool floors and bulkheads. We owe our dynamic growth to a continuous focus on innovation and high product standards provide you with custom solutions that suit your needs.

A movable floor or bulkhead increases the flexibility and functionality of any competition, hydrotherapy, public pool as it allows one single pool tank to accommodate several activities simultaneously or at varying depths. Our reference list includes over 800 installed movable pool floors and bulkheads found globally in some of the world's most famous aquatic centres and pool accommodations.

The installations of Variopool comply in every detail with the requirements of the hygiene Act (hygiene and safety bathhouses and swimming areas). In the surface of the bottom of the movable floor there are namely grates which ensure that the water circulation will be not interrupted. The drive system is located outside the basin, so that water pollution is excluded by hydraulic oil.

Also the products of Variopool comply with the European standard EN 13,451-11.

## Wiegerinck architecture and urban planning

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Architecture, Healthcare, Hospitals

# Wiegerinck



Wiegerinck works on projects in the field of health care, residential care, education and high-quality research. These are projects with a sensitive context in terms of stakeholders, schedule and technology. We are driven by a curiosity about new possibilities. We seek out restrained architecture and collaborations based on an integration of disciplines. Our way of working is based on knowledge and asking questions and as such we create strong buildings.

### Approach

We create buildings that only tell you something when you ask them. We create structure to foster a freedom for living. We seek to create a modest architecture where spatial relationships and a feel for material, light and colour create a sense of tranquillity.

### Method

Knowledge is what drives our agency. The challenges we face in our projects demand experience and expertise. We try to fully understand the desires of the user and the client. But we also ask about the future. A building serves humankind.

### Strength

A building has an ongoing impact on its surroundings. As such, care should be taken. That's why we look at the options for future use, both expected and unexpected. A building that can be adapted has the strength required for a long life.

### Collaboration

Every project relies on the success of the collaboration. Between client, the users, the consultants, the builders and the investors. This creates a new dynamic each and every time. We feel responsible for integrating everyone's input.

## Wittenburg BV

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Qualified medical compounder, Specialised compounds, TPE



Wittenburg BV is a qualified medical compounder designing and manufacturing soft thermoplastic elastomers and speciality engineering plastics compounds to ISO 13485 under the brand name Cawiton. Wittenburg has a strong presence as a supplier of polymer compounds to highly regulated and risk adverse markets such as medical devices, pharmaceutical packaging, food packaging and drinking water.

The privately owned Wittenburg group has more than 100 years of history and production locations in The Netherlands and China. All Cawiton solutions are designed and developed by our experienced R&D team in close cooperation with our customers and customised to their specific needs.

Cawiton grades from Wittenburg are used by our customers to manufacture: infusion bags, medical tubes, medical stoppers & closures, catheters, pharmaceutical packaging, airway management applications, soft medical grips, medical wire & cable, medical housing and medical analysis equipment. If you are looking for a PVC free alternative or want to replace traditional thermoset applications then Wittenburg is the preferred choice. Cawiton solutions are cleaner and environmental friendly. Wittenburg also has products that are: self-lubricating, heat conductive, electrical conductive, metal detectable, hydrophilic modified, anti-microbial and radiopaque.

You can find more information about our medical grades on our website: [www.wittenburgbv.nl](http://www.wittenburgbv.nl) or email to: [info@wittenburgbv.nl](mailto:info@wittenburgbv.nl).



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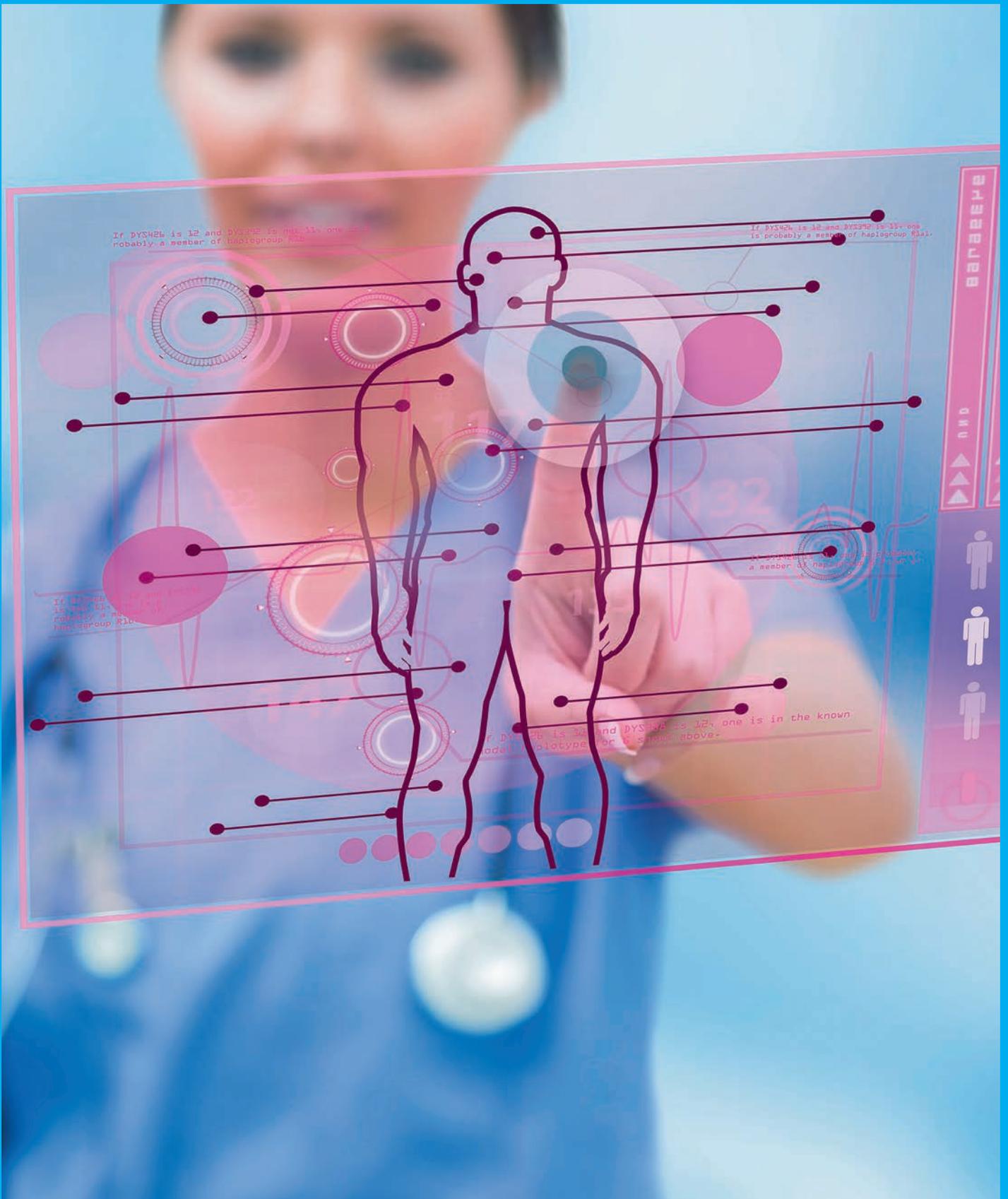
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# BRANCHES & CLUSTERS

Active within the Dutch Life Sciences & Health sector

### Brightlands Maastricht Health Campus

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### Brightlands Maastricht Health Campus

The Go-To Location for World-leading Biomedical R&D  
 Brightlands Maastricht Health Campus brings together brilliant researchers and daring entrepreneurs to form one of the world's leading locations for medical and biomedical research.  
 Next to the buildings occupied by tenant companies, the campus and surrounding areas are home to a specialized referral, clinical and general hospital, a network of specialized clinics, a renowned university faculty specializing in health, medicine, and life sciences, and a leading faculty for psychology and neurosciences.

As well as providing facilities and an ecosystem geared to the specialist needs of medical researchers and medical start-ups, the campus offers easy access to world-leading imaging and analysis technologies. It also aims to facilitate research into cardiovascular disease and new applications of electrical pulsing technology.

### FME Life Sciences & Health cluster

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 🔍 Innovation, MedTech, Technology



### FME

FME is the number one employers' organisation in the technology industry in the Netherlands. The 2,200 affiliated companies employ a total of 220,000 people and are active in the fields of manufacturing, trade, automation and maintenance in the metal, electronics, electrotechnology and plastics sectors. The combined turnover of all FME members is EUR 70 billion (50% export), their collective added value amounts to over EUR 20 billion.

The cost of healthcare in the Netherlands is skyrocketing and the quality of care is under threat from staff shortages. However, the technological industry can provide solutions.

### Life Sciences & Health cluster

The FME Life Sciences & Health cluster helps companies to seize upon these business opportunities in the healthcare market. We facilitate this via methods such as networking and matchmaking between businesses, government bodies, knowledge centres and investors.

The issues that the cluster addresses are socially relevant, offer opportunities and apply throughout the chain. The entire business ecosystem can profit from the opportunities created by the cluster.

**More info:** [www.fme.nl/lsh](http://www.fme.nl/lsh)

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Manufacturing, Medical equipment, Technology



Holland HealthTech (HHT) is the trade association for manufacturers and suppliers in the medical technology industry. Members are active in the world of medical equipment for all aspects of health care: prevention, diagnostics, therapy, rehabilitation and remote technology. They also develop and realize integrated health care projects as an export product.

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Advocacy, Biotechnology, Networking



HollandBIO is the Dutch biotech industry association connecting, supporting, and representing approximately 120 medical, agro-food, and industrial biotech companies. Our members are active in all phases of research and development and include all company sizes: start-ups, SMEs, listed companies and multinationals. Together, we strive for a society taking full advantage of the power of biotechnology in health, food and sustainability.

HollandBIO focuses on a number of key success factors enabling Dutch biotech companies to thrive in a competitive, global market. Access to finance, intellectual property, partnerships and regulatory innovation, to name a few. HollandBIO's activities include advocacy, networking, (inter)national representation as well as a number of services dedicated to supporting start-ups and SMEs.

The HollandBIO membership has numerous advantages. Not only does it allow you to have a say in policy making and to have access to a professional network. It also offers free access or at least considerable discounts for industry leading events and masterclasses too.

So, why wait? Join HollandBIO today!

### MedtechPartners

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 🔍 Business acceleration, Matchmaking, Open innovation platform



#### What is MedtechPartners?

A unique national platform that brings medical innovation to life by accelerating ideas into business. We have an excellent network of about 50 partners that can help innovators with both technological development questions and business case related issues. So, all an innovator needs is present in our network.

#### Who are these (medtech) partners?

Companies and public organisations (incl. hospitals) that can add value to the innovation process of life sciences start-ups and firms with growth ambitions. More specific: our partners can help with the design, engineering, development and production of innovations, but also with questions considering intellectual property, clinical trials, CE/FDA regulation, funding and reimbursement. How do we make it work? In short: targeted matchmaking. We organize a MedtechMeeting 4 times a year. For these meetings, we select the best innovators to present their innovation and question(s) to our partners. The goal for the innovators is to find their business, financial and/or strategic match. For our partners, these meetings are the ideal place to spot new business opportunities.

#### How do we make it work?

In short: targeted matchmaking. We organize a MedtechMeeting 4 times a year. For these meetings, we select the best innovators to present their innovation and question(s) to our partners. The goal for the innovators is to find their business, financial and/or strategic match. For our partners, these meetings are the ideal place to spot new business opportunities.

#### Our track record

Since 2008 we have helped more than 160 promising innovations in the life sciences sector in taking the next step with an output of 7 matches on average per innovation. If there is a great invention, but the innovator struggles with questions relating to the technological development and/or the business case, we dare to say that our platform is the solution.

### Nefarma

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 🔍 Biotechnology, Innovation, Pharma



Nefarma is the association for the innovative pharmaceutical companies. The association is not active in the field of generic or non-prescription drugs but is strongly involved with companies focused on biopharmaceuticals.

Nefarma represents its members' interests in pharmaceutical R&D and patient access to safe and effective medicines. It follows government policy development closely, responds actively to relevant legislative proposals, measures and decisions, and contributes to the societal debate about the added value of innovative pharmaceutical products and the contribution of the (bio) pharmaceutical industry to the national economy.

Nefarma consults with health insurers, prescribers, health authorities, politicians and government authorities and advocates policies that encourages investments, use of new technologies and innovation. Nefarma translates laws and regulations into practical measures, assists in legal issues and provides information and advice to its members and other stakeholders using practical means such as meetings, brochures and electronic newsletters.

Nefarma's work is aimed at creating the best possible conditions for developers and manufacturers of innovative medicines to thrive in the Netherlands and assure broad patient access to these innovations.

## Nefemed

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🔍 Public affairs, Reimbursement, Regulation



The main aim of trade organisation Nefemed is the representation of the common interests of medical devices companies which are member and active on the Dutch market. Stakeholders in this respect are for instance political parties, Department of Health, Organisations of HCP's, healthcare insurance companies.

## Slimmer Leven 2020 / Brainport Development NV

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📧 @CSL\_2020

🔍 Open innovation platform



The Cooperative Slimmer Leven 2020 encompasses over 60 different public and private organizations including government organizations, educational institutions, and a host of businesses.

With regard to the coalition coverage within the healthcare value chain the Cooperative includes hospitals, home care organizations, diagnostic centers, health insurance providers, mental healthcare organizations, and other healthcare providers and organizations.

Slimmer Leven 2020 is housed under the shared ambition of seeking innovative breakthroughs within the healthcare domain for the strengthening of quality of life and care and the empowerment of elderly citizens.

### Task Force Health Care

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 🔍 Public-private partnership



Task Force Health Care (TFHC) is a public-private platform founded in 1996. The TFHC network consist of partners from industry, knowledge institutes, NGO's, healthcare providers and the government, all active in the Dutch Life Sciences & Health sector. The partners provide innovative and sustainable solutions to global (and local) healthcare challenges and are active all over the world. In the last decade the TFHC visited and maintained relationships with more than 30 countries.

#### We aim to:

- Stimulate cooperation and knowledge-sharing in order to combine forces within the Dutch healthcare sector, and;
- Present and position The Netherlands abroad in order to be involved in the global and local healthcare challenges.

#### Why?

“To improve healthcare internationally with the use of Dutch expertise.”

#### How?

- Through weekly activities within and outside The Netherlands like health missions, Holland Pavilions, meetings and conferences;
- Through developing and sharing knowledge with the use of our website, social media and various publications;
- Through network facilitation and extensive relationship management.

### University Medical Center Groningen

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 📱 Healthy ageing, Non-communicable diseases/metabolic diseases



The University Medical Center Groningen (UMCG) is a large (~12.000 employees) medical center. The UMCG and University of Groningen are together rooted as the number-one knowledge hub for the Northern Netherlands and ranked 82 in the ARWU.

“Healthy Ageing” with ageing as a life-course process is the overarching theme since 2006 and has raised over €150 million to do so. The UMCG is well-known for its cohort studies. The largest biobank and cohort study is LifeLines ([www.lifelines.net](http://www.lifelines.net)), an ongoing, three generations, population-based study including 167.729 participants. In 2013, UMCG has established the European Research Institute for the Biology of Ageing (ERIBA, [www.eriba.umcg.nl](http://www.eriba.umcg.nl)). The 11 world-class research groups focus on mechanisms that result in loss of cells with age and the decline in the function of old cells and tissues. The UMCG is part of the Healthy Ageing Campus Netherlands ([www.hacn.nl](http://www.hacn.nl)). The Campus operates with a flexible team of 10 business developers to create and maintain an inspiring ecosystem where high quality researchers and entrepreneurs work together with policymakers on innovative Medical Technology & Devices, Food & Health and Molecules &

Materials, as well as the Development, Testing and (Bio)Analysis of new Pharmaceuticals. The UMCG is also founding partner of the Healthy Ageing Network Northern Netherlands (HANNN). This regional research driven cluster includes over 100 SMEs in aforementioned fields.

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# Register for the Health~Holland Guide 2017-2018

Register now for the Health-Holland Guide edition 2017-2018! Fill out the online application form and promote your company worldwide in the upcoming edition. You can register via the following link: [hhg.tfhc.nl](http://hhg.tfhc.nl)

For more information please contact the Task Force Health Care:  
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Forbo Flooring Systems for over 100 years specializes in manufacturing floor covering solutions for health care environments. Our portfolio of resilient and textile floors offer you all the benefits that contribute to the quality of the indoor environment such as phthalate free vinyl and natural bacteriostatic Linoleum or high tech textile solutions.

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