



# Health~Holland

Your Guide to the Dutch Life Sciences & Health sector

2020-2021



LABELLING  
PACKAGING  
DISTRIBUTING  
CREATIVITY CONCEPTS  
**PRODUCT DEVELOPMENT**  
TESTING  
DESIGN MANUFACTURING  
PROTOTYPING

WEARABLES  
DIAGNOSTICS  
**MEDICAL DEVICES**  
LABORATORY SURGERY  
MONITORING  
IMAGING  
FITNESS

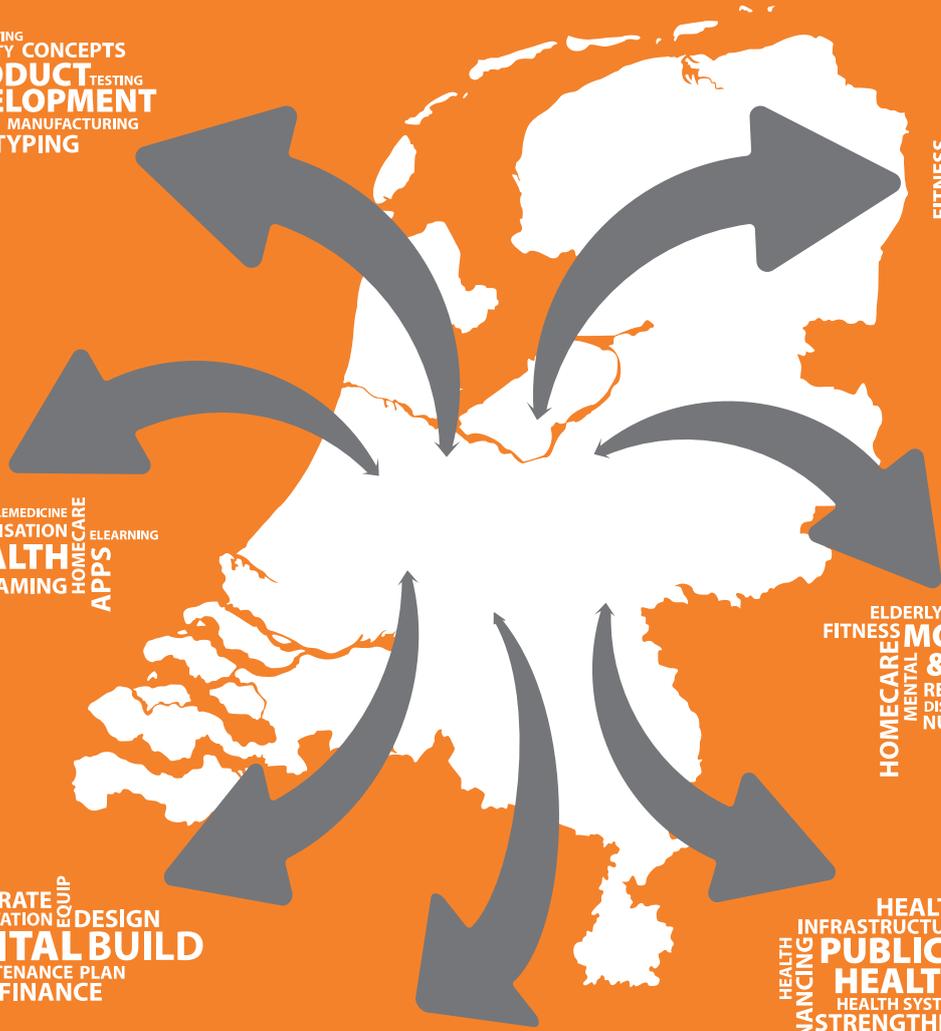
TELEMEDICINE  
DIGITALISATION  
**eHEALTH**  
SERIOUS GAMING  
HOME CARE  
E LEARNING  
APPS

ELDERLY CARE  
FITNESS  
**MOBILITY & VITALITY**  
WELLBEING  
REHABILITATION  
DISABILITY  
NUTRITION  
HOME CARE  
MENTAL

OPERATE  
RENOVATION EQUIP  
DESIGN  
**HOSPITAL BUILD**  
MAINTENANCE PLAN  
FINANCE

HEALTH  
INFRASTRUCTURE  
**PUBLIC HEALTH**  
HEALTH SYSTEM  
STRENGTHENING  
EDUCATION  
FINANCING  
EMERGENCY RESPONSE

LABORATORY  
MEDICATION  
**PHARMA**  
RESEARCH  
BIOTECHNOLOGY  
CLINICAL TRIAL





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# Content



5

◀ **FOREWORD**

Foreword by Bruno Bruins, (Former) Minister for Medical Care, to the new edition of the Health-Holland Guide.



6

◀ **FOREWORD**

Foreword by Carmen van Vilsteren, Chair of the Dutch Top Sector Life Sciences & Health.

10

▶ **A DUTCH PERSPECTIVE ON LIFE SCIENCES & HEALTH**

Our healthcare system is known throughout the world. It is 150 years old, of high quality and accessible for everyone.



11

▲ **THE DUTCH HEALTH-CARE SYSTEM**

Principles underlying the Dutch healthcare system.

&

16

▲ **WHY INVEST IN THE NETHERLANDS?**

17

◀ **COMPANY ACTIVITIES**

23

◀ **COMPANY PROFILES**

95

◀ **BRANCHES & CLUSTERS**

Active within the Dutch Life Sciences & Health Sector

102

◀ **KEYWORD REGISTER**

106

◀ **COLOPHON**



**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.

TFHC Partners are looking forward to broaden and strengthen their network!  
For more information visit [www.tfhc.nl](http://www.tfhc.nl)



# Foreword

BY BRUNO BRUINS, MINISTER FOR  
MEDICAL CARE, TO THE NEW EDITION  
OF THE HEALTH HOLLAND GUIDE.

**Dutch healthcare is of high quality, accessible and affordable for all. And our bold entrepreneurs and top-notch scientists, outstanding patient representatives and progressive policy makers are joining forces in the fields of biotechnology, medical technology and healthcare to guarantee the quality of healthcare in the future while maintaining the costs at a reasonable level.**

As innovation in Life Sciences & Health (LSH) go hand in hand with sustainability, we are proud to have further strengthened our position as European innovation leader and to be among top of the world's most competitive countries. By focusing on social and economic sustainability now, we will leave a long-lasting mark on future healthcare. Our country is currently ranked fourth on the WEF Global Competitiveness Index, which makes it the most competitive economy in the European Union. Moreover, the Dutch healthcare system is ranked the best in Europe for the seventh consecutive year and the Netherlands has demonstrated its ongoing strong commitment to further improve its healthcare system with better scores each year. Innovative Dutch products and services help answer the challenges of our time: demographic ageing, the increased prevalence of chronic diseases, unhealthy lifestyles and increasing health expenditure. This year efforts have been made to further align healthcare with the wishes and expectations of the patients. One such example is the approved legislation that will give patients a greater say in the policy of healthcare facilities. Additionally, healthcare providers, patients, entrepreneurs, researchers and policy makers opened a dialogue about patient-included innovation. This led to inspiration, discussions, deeper understanding and the thought that care is primarily about people. Care affects everyone, and often at the most vulnerable moments in life. At that point it is important that care becomes personal and is being received as close to home as possible. For the more than one million healthcare workers who work with heart and soul, I want them to be able to do their work with pleasure and to feel appreciated.

In recent years our Dutch healthcare solutions have helped many countries to improve their healthcare systems and delegations from all over the world have shown great interest in our policies and in the innovative solutions that our companies and knowledge institutes have developed. In order to share our knowledge the Health Holland Guide presents a wide range of innovative Dutch organisations, which are all globally active, in the Life Sciences & Healthcare sector. I hope this guide will enable you to find the right partners and together improve healthcare all over the globe.

# Foreword

BY CARMEN VAN  
VILSTEREN, CHAIR OF THE  
DUTCH TOP SECTOR LIFE  
SCIENCES & HEALTH

Dear reader,

What drives me as Chair of the Dutch Top Sector Life Sciences & Health (NL Health-Holland) is opportunities for the end user, the patient. Offering sustainable, innovative solutions in healthcare, and thus influencing people's lives motivates not just me but many other people who are active in this domain. Dutch research and industry play a leading role in healthcare innovations, and I am keen to further strengthen and expand our international position to improve the quality of life worldwide.

## The Dutch Top Sector Life Sciences & Health

When it comes to Life Sciences & Health, there are plenty of shared challenges with other parts of the world: such as the affordability, accessibility and quality of the care and treatments we provide. The Dutch population is also ageing, people have adopted unhealthy lifestyles, and the prevalence of chronic diseases and health expenditures are increasing. These are developments that have become a reality for many countries around the world. Tackling these requires innovative healthcare concepts and products.

In the Netherlands, we believe that our challenges can only be met when all partners within the Life Sciences & Health sector (industry, knowledge institutes, NGOs, healthcare providers, the government, and the end user) work together. This willingness to **share knowledge** within a tight-knit cooperation is what makes the Netherlands a frontrunner in public-private research and open innovation partnerships. This is also how we approach complex health issues: interdisciplinary, from science to patient. Our Dutch Top Sector Life Sciences & Health has yielded considerable benefits for our patients and the Dutch healthcare system. It enables public and private partners to provide world-leading innovative solutions in the fields of pharmaceuticals, medical technology, diagnostics, vaccinations, digital care solutions and healthcare infrastructure. This collective approach has resulted in the Dutch being some of the happiest and healthiest people on earth. Why? Because our country is built on cooperation. We aim to provide accessible, affordable and high-quality healthcare for everyone by tackling the challenges we face with **smart solutions**.

As we travel the globe searching for fruitful business partnerships, we showcase many of the innovative healthcare solutions the Dutch have to offer. This Health-Holland Guide aims to provide you with the same experience by presenting a wide range of organisations within the Dutch Life Sciences & Health sector. We hope to welcome you to the Netherlands, or to meet you abroad, so that we can connect and let you be inspired by these outstanding and innovative organisations.

**We are convinced that we can work together on our shared challenges and corresponding smart solutions for the benefit of people worldwide. So that they may enjoy a longer, healthier and independent life.**

# ABOUT OUR COUNTRY

**Official name:**

Kingdom of the Netherlands

**Form of government:**

A constitutional monarchy and a parliamentary democracy

**Head of state:**

His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau

**Capital:**

Amsterdam

**Seat of government:**

The Hague

**Surface area:**

41,500 km<sup>2</sup>

**Location:**

In Western Europe, bordering the North Sea to the west, Belgium to the south and Germany to the east

**Number of inhabitants:**

17,250,348 (September 2018)

**Number of inhabitants per km<sup>2</sup>:**

510 (September 2018)

**Monetary unit:**

Euro

**Languages:**

Dutch, Frisian

Source: Holland Compared, 2018



# THE NETHERLANDS



**Our country is often associated with wooden shoes, tulips and windmills but offers a lot more than these historic icons. The Dutch are active worldwide in providing creative and sustainable solutions for global challenges related to water, food, energy and health. While Holland is most commonly used to talk about the Netherlands, 'Holland' is actually just a part of the Netherlands. When we Dutch talk about Holland, we mean the provinces of North and South Holland. But the Netherlands includes another ten provinces. More than 17 million people live in these provinces!**

This high population density of 488 people per km<sup>2</sup> makes the Netherlands the most densely populated country of the European Union and one of the mostly densely populated countries in the world. The total size of the Netherlands is 41,500 km<sup>2</sup>. While Amsterdam is the capital, the government resides in The Hague. More than 40% of the total population live in the Randstad, the agglomeration of the cities of Amsterdam, Rotterdam, The Hague and Utrecht.

It is not an easy task to combine high population density with an above average level of tolerance and respect

throughout society. However, the Dutch have managed, over centuries of growth and development, to find a balance herein. As a result, the Dutch constantly strive to create this balance in all aspects of daily life: from transport and housing; to work and leisure activities. The Dutch take pride in their rich cultural heritage but also have one of the most progressive and liberal societies in the world. The typical Dutch mindset can best be summed up as: open, creative/innovative, entrepreneurial, resourceful, and international.

Politically, The Netherlands is known as a stable country with a sound financial policy. The Netherlands is one of the most open economies in the world and is one of the world's top 5 biggest exporters. Dutch expertise comes in various shapes and sizes, but is very result-driven, always geared towards finding real solutions for current and future shared challenges.

Sources:

Holland Trade and Invest & Holland.com

<https://www.hollandtradeandinvest.com/>

<https://www.holland.com/global/tourism/information/general/all-about-the-netherlands.htm>

# A DUTCH PERSPECTIVE ON LIFE SCIENCES & HEALTH

Worldwide, Dutch healthcare is high on the rankings. The average life expectancy in the Netherlands is high, about 81 years. Research suggests that our country has the tallest people and happiest children in the world. Our healthcare system is known throughout the world. It is 150 years old, is high quality and is accessible for everyone. We work hard at making better care available for less money, and are successful in this: stable costs of care with better results each year. Our knowledge of health chains and market needs along with our experience in open public-private partnership is substantial. The Dutch are used to being among different cultures; we are empathetic to local needs and are familiar with hierarchical structures. All this makes the Dutch Life Sciences and Health sector the ideal partner to consult if you are searching for the solution to complex health issues in countries faced by the same challenges. To inspire them and improve healthcare together.

## SHARED CHALLENGES

Simultaneously, the world's population is increasing steadily and, with it, the demand for healthcare. In prosperous countries people are living longer and the proportion of older people is rising. So the number of people that has to earn for those that no longer work is also growing. Furthermore, more people are now suffering from chronic and age-related diseases like dementia, Parkinson, cancer and cardiovascular diseases. The treatment of these diseases is improving all the time as is the quality of the patients' lives. At the same time, it is all costing a lot more while unhealthy lifestyles are causing all kinds of health problems in these countries. This is why we focus on prevention. In countries where the economy is developing, there are quite different needs. Here the issue is the availability of care providers and access to medicines and simple medical equipment. The care is often poorly organised and the hygiene is often sub-standard, whereby the danger of epidemics is ever present. The Netherlands is also faced by increasing demand for care and the challenge to keep it affordable and to improve accessibility. The Dutch economy and healthcare are interrelated. Good care means that people with chronic disorders can still be part of the workforce – it helps get people that have been ill back to work faster.

## SMART SOLUTIONS

The Netherlands is one of the world's top ten economies, something that we can attribute to centuries of invention, discovery and international trade. Our freedom to experiment has brought the world significant progress in the field of health. We all know the microscope. But what about microbiology, the invention of the electrocardiogram, the artificial kidney, the heart-lung machine and the artificial heart? Or the cultured stem cells and the bioneedle? All have their origins in the Netherlands. Our population and the patient population have been well documented. Information is stored in well-structured biobanks. We have a well organised preventive system, including a state vaccination programme. Newborns are given a heel prick to check for serious diseases and when they grow up, children must make consultation visits. The number of hospitalisations and days in bed is low compared to other countries. This is all the result of Dutch organisational strength, thinking in processes and idealism. We see care not as a series of separate components but as a coherent whole in which the patient is central. Moreover, patient organisations are well organised and closely involved in the decisions made in the care sector. Professionals are in charge of healthcare and the operational influence of politicians is limited. Dutch care policy is thorough and solid, has a well-considered infrastructure and requires smart solutions.

<https://www.hollandtradeandinvest.com/key-sectors/life-science-and-health>

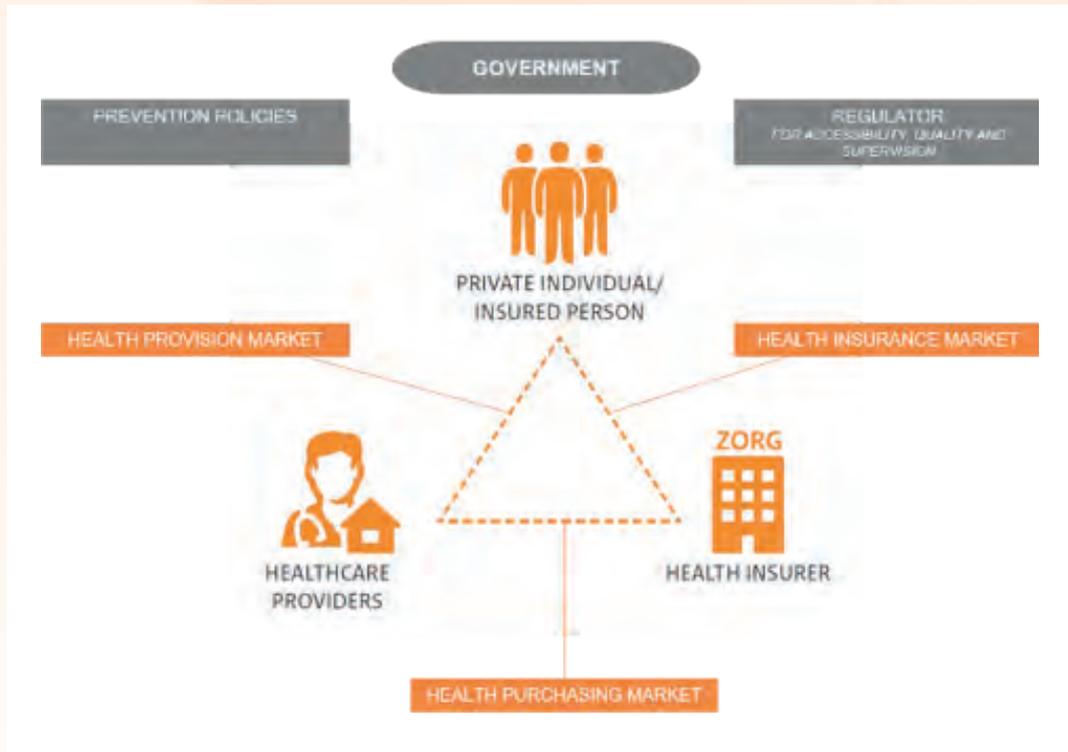


# THE DUTCH HEALTHCARE SYSTEM

“Every patient deserves the healthcare best suited to his or her personal situation. The most suitable care is the result of the most suitable treatment. The most suitable care requires patient and healthcare provider to have insight into the outcomes that are relevant for the patient. The government collaborates with all parties in the healthcare sector in order to make outcome information available.” Dutch Ministry of Health, Welfare & Sport.

<https://www.government.nl/topics/quality-of-healthcare/information-on-the-quality-of-car>





**PRINCIPLES UNDERLYING THE DUTCH HEALTHCARE SYSTEM**

The philosophy underpinning the Dutch healthcare system is based on several more or less universal principles: access to care for all, solidarity through medical insurance (which is compulsory for all and

available to all) and high-quality healthcare services. This innate approach to cooperation and creativity, and the willingness to work together to achieve greater goals, are what has led to the Netherlands achieving a top position in health systems rankings. For the Dutch Life Science & Health sector, knowledge-sharing and close cooperation and collaboration between companies and research institutions, with full support of the government, is what drives this success. The Dutch model, moving from research to knowledge, innovation, and products, generates sustainable, affordable and proven solutions and sets the standard worldwide. The strong inter-disciplinary approach produces a high level of knowledge and expertise across the entire healthcare chain, from science, to patient, and often results in comprehensive ‘total smart solutions’. Innovative Dutch products and services in the areas of as remote care, medical apparatus, and diagnostic coupling between Pharma and MedTech, provide the answers to many of today’s global healthcare challenges.

**MANAGED COMPETITION IN THE DUTCH HEALTHCARE SYSTEM**

The current Dutch healthcare system can best be explained by looking at a number of recent changes. In 2006 the new Health Insurance Act entered into force, under which all residents of the Netherlands are entitled to a comprehensive basic health insurance package. This act is implemented by private, competitive health insurers and healthcare providers. It should be noted that virtually all health insurance companies in the Netherlands are not-for-profit cooperatives that



allocate any profits they make to the reserves they are required to maintain or return them in the form of lower premiums. There are a total of 24 insurers in the Netherlands which bear a risk for their operations. The Health Insurance Act has transformed the Dutch healthcare system from a supply-driven to a demand-driven system. Private health insurance companies are improving the healthcare system in a number of ways: shorter waiting lists and less red tape in conjunction with a greater focus on effectiveness and quality, in the interest of patients and policyholders. A process of selective contracting enables health insurance companies to control the effectiveness and quality of the care provided by healthcare providers. Members of the public, in turn, also have some degree of control over this process, since they are given the opportunity to switch healthcare providers every year and can influence the policies of health insurers and health institutions. While the healthcare system is essentially a private system, the government plays a controlling role in order to protect the public interest.

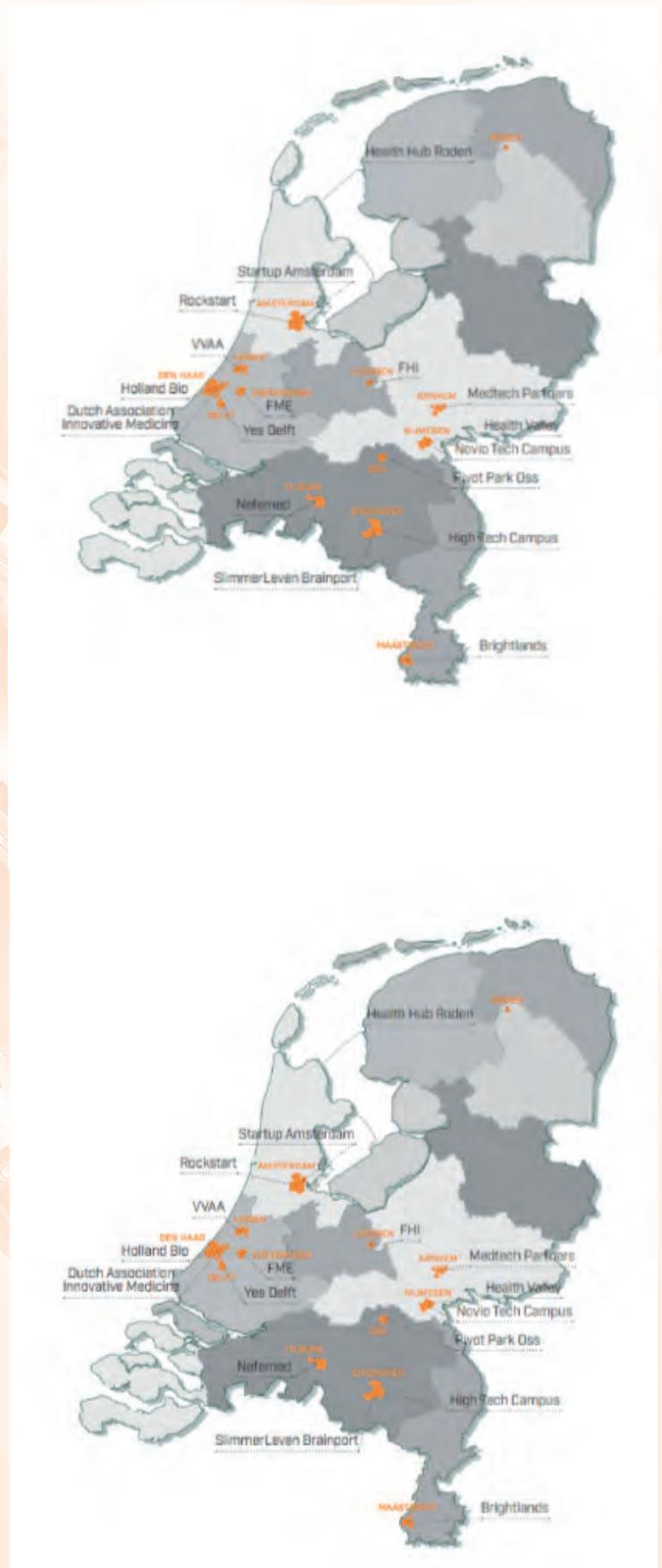
Source: Dutch Ministry of Health (2016) Healthcare in the Netherlands

### REGIONAL DEVELOPMENT COMPANIES (ROMS)

The Netherlands contains numerous regional development companies (ROMs) active in various provinces. ROMs have the ambition to make the region an attractive place of business. They aim to strengthen the regional and local economy. For example, various regions want to be in the top 20 of Europe's most innovative regions by 2020. Hence, growth of employment and strengthening of innovative capacity are beneficial to the region, different provinces have decided to withdraw extra money to strengthen the regional and local economy. The ROMs invest in particular in innovative and fast-growing, regional companies and they restructure business areas. They provide venture capital to entrepreneurs and may even become shareholders in these companies. In addition, they guide entrepreneurs in their business operations and encourage entrepreneurs to settle in the region.

### BRANCHES & CLUSTERS

Dutch Branches & Clusters mobilise and connect partners in the Life Sciences & Health sector to meet the big challenges society faces, both today and in the future. In doing so, they increase their members' individual and collective earning power. By gathering facts and figures they fight for the position of the LSH sector. Apart from forming a neutral gathering place, they also function as the central point of contact towards the government and/or foreign organisations. Branches & Clusters stimulate international business to be placed high on the political agenda. The key point >





is that their member companies have easier access to the international market, at fair market conditions and with adequate support from both the public and the private side.

**KNOWLEDGE INSTITUTES**

All Dutch UMC’s have a wider area of responsibilities than regular hospitals. First of all, a UMC is a final point of referral care is for patients suffering from rare or complicated diseases which are hard to diagnose and/ or difficult to treat. Next to that, it is an educational institution and a center of research. A UMC offers master and bachelor courses for medical students. Moreover, it also trains doctors who want to specialize in a particular field of medicine. Last but not least, a UMC offers basic and advanced courses for nurses. As for technology, the Netherlands offer education and top jobs for knowledge workers on all levels. Three of the Dutch technical universities are in the top 10 of the world’s best 300 universities in working with the industry. In terms of scientific achievements in beta and engineering science, the Netherlands is leading in the world. Netherlands belongs to the top three of the world’s highest scientific impact. For research and development in the area

of technology and innovation. For collaboration and technology partnerships

**A WELL-FUNCTIONING ECOSYSTEM**

Dutch companies are renowned for their flat organization structure. It makes cooperation between academia and industry easier because the two can communicate with each other on the same level. The Netherlands also offers excellent business conditions for domestic and foreign companies, making it a very attractive place to live and work for entrepreneurs, researchers and students. Foreign companies are drawn to the Netherlands by its excellent business infrastructure, its open relationship with government, knowledge institutes and other companies, the high level of its technical universities, Dutch work ethics and the ensuing high productivity. Many Dutch companies owe their success to their mutual openness and transparency. The Dutch government is also committed to reducing the administrative burden and simplifying regulations, in addition to which its special position as active launching customer plays an important role. This open approach to research and innovation, combined with an excellent business infrastructure and a highly educated, dynamic workforce makes the Netherlands an ideal location for high tech business expansion and acceleration

**PUBLIC-PRIVATE PARTNERSHIPS**

In the Netherlands, collaboration is in our genes. It is connected to our centuries old battle against the water – a way of life that has produced innovative and smart solutions, like our famous dikes, as well as a cooperative mind-set. Dutch public-private partnerships (PPPs) receive worldwide acclaim in the Life Sciences & Health (LSH) sector, especially in the areas of oncology, medical technology, bio-banks and vaccines. In these PPPs researchers, entrepreneurs, government and patients work closely together to maintain and improve our high standards of care, as the Dutch approach is: “It’s not what we do for you, it’s what we do with you, that counts.”

**FACTS AND FIGURES**

- There are currently more than 200 PPPs in the Netherlands, of varying shapes and sizes, working together to find answers to many of society’s healthcare challenges.
- The Netherlands has numerous clusters of small-, medium-, and large-sized businesses, start-ups, university and university medical centres which enables high levels of seamless cross-fertilisation and collaboration. These clusters are in close proximity to each other (the farthest apart being roughly 2,5 hour drive).

Sources: Health-Holland

we are the  
**2<sup>nd</sup>**  
most innovative  
country in the world



- 420** biopharmaceutical companies
- 8** university medical centers
- 12** universities engaged in Life Sciences



# WHY INVEST IN THE NETHERLANDS?

## Win-Win

*With its strategic location, highly educated multilingual workforce, advanced healthcare system and excellent international business climate, the Netherlands is one of the world's leading locations for international Life Sciences and Health companies. The country consistently ranks highly in the Forbes list of Best Countries for Business and the Quality of Life Index, providing a stable, open, safe and welcoming location for visitors from overseas.*

Home to more than 3,100 Life Sciences companies, 8 university medical centers and 12 universities engaged in biomedical research in a 120 mile radius, the Netherlands is the most concentrated Life Sciences & Health hub in the world.

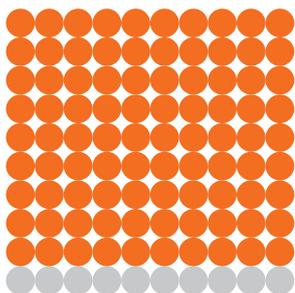
The Life Sciences & Health top sector consists of several connected communities, who are at the forefront in both biopharmaceutical and medical technology innovation. All communities collaborate in solving challenges in a Quadruple Helix approach with companies, government, academics and patients.

Since 2019, the European Medicines Agency (EMA) is situated here, strengthening the position of the Netherlands being the ideal ecosystem in Europe for developing ground-breaking technologies in the field of health.

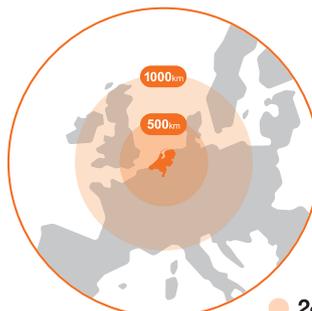
Being a world trader since the 17th century, the Dutch know how to connect, also to the European market, with 95% of Europe's most lucrative consumer markets just around the corner. Its favorable location and world-class infrastructure have made the Netherlands an important global distribution center and an attractive location for international companies.

Collaborating and doing business in the Dutch Life Sciences and Health sector means investing in a win-win situation for everyone involved anywhere in the world. Health is just as important for everyone. And where health is well organized, the quality of life is even better!

Source: Invest in Holland



**90%**  
of us speak  
fluent English



**95%**

of Europe's most lucrative  
**consumer markets**  
are just  
**around the corner**

● 244 million  
● 170 million



## COMPANY ACTIVITIES

Dutch Life Sciences & Health Sector

	Company on page:	Public Health	Health System Strengthening	Mother & Child Care	Communicable & Infectious Diseases	Non-Communicable Diseases	Emergency Care & Disaster Management	Education & Capacity Building	Hospital Build	Planning & Feasibility	Design & Architecture	Build & Construction	Furnishing & Equipping	Operate & Management	Medical Devices & Commodities	Diagnostic Imaging	Disposables & Consumables	E-Health & ICT	Surgery & Anaesthesia	Mobility & Vitality	Physiotherapy & Orthopaedic	Mobility & Rehabilitation	Therapy & Physical Medicine	Homecare & Elderly Care	Product Development & High Tech	Design & Engineering	Prototyping & Testing	Production & Manufacturing	Packaging & Distribution	Pharma & Biotechnology	Biomedical Technology	Laboratory & Research	Clinical Trails	Pharmaceuticals & OTC's			
112Motion	24	x															x						x														
<b>A</b>																																					
Amref Flying Doctors	24	x	x				x										x															x					
Amsterdam Trade	25																																				
Apparatenfabriek ARA	25															x										x	x	x	x								
Association Innovation Medicines	96															x															x	x	x	x			
AT Osborne	26								x	x	x	x				x																x					
Avivia	26																														x	x	x				
<b>B</b>																																					
Back Quality Ergonomics	27												x																								
Ballast Nedam	27								x	x	x		x													x											
Bambi Medical	28		x													x																					
Bayards Heliport Solutions	28																																				
Benjamin Care	29		x																																		
Berkvens Doors & Frames	29											x																									
Bioness	30																																				
BMA	30	x	x				x									x	x																				
Brecon International	31								x	x	x	x																									
Brightlands Maastricht Health Campus	96																																				
Buurtzorg Nederland	31																							x													
<b>C</b>																																					
CareAnimations	32		x	x	x		x										x						x														
CareBuilder	32																																				
Clinical Science Systems	33																																				
Cocune	33																																				
Comed	34																x									x											
ConnectedCare	34																x				x	x	x		x	x											
Coolfinity	35	x	x	x	x	x							x					x					x	x													
Cordaid	35																																				
CRDLT	36																					x	x														
CuraMedical	36																x	x																			
<b>D</b>																																					
De Praktijk Index	37	x																																			
Delft Imaging Systems	37																																				
Delft University of Technology	38																																				
DEMCON	38															x		x							x	x	x					x					
DEMCON   macawi medical systems	39															x		x							x	x	x					x					
Dental International	39	x											x	x																							
Diagnoptics Technologies	40																																				
DICA	40																																				
Doczero	41						x											x																			
Dörr Kampen	41												x																								
Dutch Health Architects	42																																				
Dutch Hospital Association (NVZ)	97																																				
Dutch Hospital Design	42								x	x	x	x						x				x	x	x													

	Company on page:	Public Health	Health System Strengthening	Mother & Child Care	Communicable & Infectious Diseases	Non-Communicable Diseases	Emergency Care & Disaster Management	Education & Capacity Building	Hospital Build	Planning & Feasibility	Design & Architecture	Build & Construction	Furnishing & Equipping	Operate & Management	Medical Devices & Commodities	Diagnostic Imaging	Disposables & Consumables	E-Health & ICT	Surgery & Anaesthesia	Mobility & Vitality	Physiotherapy & Orthopaedic	Mobility & Rehabilitation	Therapy & Physical Medicine	Homecare & Elderly Care	Product Development & High Tech	Design & Engineering	Prototyping & Testing	Production & Manufacturing	Packaging & Distribution	Pharma & Biotechnology	Biomedical Technology	Laboratory & Research	Clinical Trails	Pharmaceuticals & OTC's					
<b>E</b>																																							
East Netherlands Development Agency (Oost NL)	97																																						
Ecorys	43	x		x	x		x		x																														
EGM Architects	43								x	x	x	x	x																										
Elsevier	44	x					x	x	x					x		x									x														
Emergo	44																																						
Endoss	45																x								x	x	x	x											
Enraf-Nonius	45	x							x		x	x									x							x											
Erasmus MC	46																																						
ESHPM Erasmus	46	x					x																																
Eurotape	47																x																						
ExperienceTable	47																x						x																
<b>F</b>																																							
Finapres	48															x	x																						
Fitvitaalservice	48																																						
Flexmix International Recruitent	49	x	x	x	x	x	x																																
FME Life Sciences & Health cluster	98																																						
FMO	49	x																																					
Forbo Flooring	50																																						
Frenetti	50	x					x										x																						
FWG	51	x					x																																
<b>G</b>																																							
GBO Innovation Makers	51																								x	x	x												
Global Factories	52																x								x	x													
GoClinic	52	x															x																				x		
<b>H</b>																																							
Handicare Bathroom Safety	53										x	x				x						x		x															
Health Access International	53	x					x		x					x																									
Health Valley Netherlands	98	x	x	x	x	x	x		x	x						x	x	x	x	x	x	x	x	x	x	x	x	x			x	x	x	x	x	x	x		
Health Works	54																																						
Hippus	54																x				x							x											
HollandBIO	99																																						
Hospitainer	55																																						
<b>I</b>																																							
IDBH Senso	55	x					x		x					x			x																						
IDCP	56																x	x																					
IKS International	56						x					x	x												x							x	x						
IMDI.NL Foundation	57																																						
IMS Medical Services	57											x				x						x			x														
INCISION	58																																						
Indes	58																											x	x										
INTOS	59									x	x	x																											
InvestUtrecht	59	x																							x														
<b>J</b>																																							
Jan Snel B.V.	60						x				x																												

Dutch Life Sciences & Health Sector

	Company on page:	Public Health	Health System Strengthening	Mother & Child Care	Communicable & Infectious Diseases	Non-Communicable Diseases	Emergency Care & Disaster Management	Education & Capacity Building	Hospital Build	Planning & Feasibility	Design & Architecture	Build & Construction	Furnishing & Equipping	Operate & Management	Medical Devices & Commodities	Diagnostic Imaging	Disposables & Consumables	E-Health & ICT	Surgery & Anaesthesia	Mobility & Vitality	Physiotherapy & Orthopaedic	Mobility & Rehabilitation	Therapy & Physical Medicine	Homecare & Elderly Care	Product Development & High Tech	Design & Engineering	Prototyping & Testing	Production & Manufacturing	Packaging & Distribution	Pharma & Biotechnology	Biomedical Technology	Laboratory & Research	Clinical Trails	Pharmaceuticals & OTC's		
<b>K</b>																																				
KCS Cleanroom Systems	60																																			
KIT Health	61																																			
KMWE Precision	61															x			x													x				
<b>L</b>																																				
LabForRent	62																																			
Lead2Fix	62											x														x										
Ledger Leopard	63																	x																		
LeQuest	63	x					x						x				x	x							x											
LINET Group	64											x	x																							
Lode	64														x						x	x														
<b>M</b>																																				
Maastricht UMC+	65																																			
Medical Export Group (MEG)	65		x	x		x	x						x			x	x		x		x	x	x						x		x	x	x	x		
Medical Research Data Management	66	x												x				x																		
MedicalX	66																																			
Medify	67																	x																		
MediLingua	67						x																													
Medisit	68												x																							
MedtechPartners	99																																			
MeduProf-S	68	x	x				x		x	x		x												x												
Mensken	69																x				x		x													
Metaflex Doors Europe	69											x														x										
Micro-Serve Laboratory	70															x											x	x				x	x		x	
Minddistrict	70	x																																		
Motek	71																				x	x	x	x												
<b>N</b>																																				
NAMCO Healthcare Technology	71													x	x	x	x	x			x	x	x	x		x	x	x	x		x	x	x	x		
Nefemed	100																																			
Nelipak Healthcare Packaging	72																																			
Neurosign	72															x		x																		
NewCompliance	73																	x	x																	
Nictiz	73						x			x								x																		
Nijdra Group	74																																			
Noordhoff Health	74																	x																		
NoSoapCompany	75																																			
Nutricia Medical Advanced Nutrition	75																																			
<b>O</b>																																				
<b>P</b>																																				
Patient Journey App	76																	x																		
PharmAccess Foundation	76																																			
Philips	77																																			
Portavita	77	x																x						x												
Proflamps	78													x					x																x	

	Company on page:	Public Health	Health System Strengthening	Mother & Child Care	Communicable & Infectious Diseases	Non-Communicable Diseases	Emergency Care & Disaster Management	Education & Capacity Building	Hospital Build	Planning & Feasibility	Design & Architecture	Build & Construction	Furnishing & Equipping	Operate & Management	Medical Devices & Commodities	Diagnostic Imaging	Disposables & Consumables	E-Health & ICT	Surgery & Anaesthesia	Mobility & Vitality	Physiotherapy & Orthopaedic	Mobility & Rehabilitation	Therapy & Physical Medicine	Homecare & Elderly Care	Product Development & High Tech	Design & Engineering	Prototyping & Testing	Production & Manufacturing	Packaging & Distribution	Pharma & Biotechnology	Biomedical Technology	Laboratory & Research	Clinical Trials	Pharmaceuticals & OTC's			
<b>Q</b>																																					
Quaero Systems	78																x														x						
<b>R</b>																																					
Resonandina Holanda	79	x														x																					
Rotterdam Partners	79	x																																			
<b>S</b>																																					
Sakura Finetek Europe	80																																				
Score	80											x								x	x							x									
Serviceware SE	81	x												x			x														x						
Simavi	81																																				
Slimmer leven 2020 / Brainport Development	100																																				
SMIT Mobile Equipment	82					x						x					x																				
Spectator Healthcare Technology	82					x	x										x						x														
SpringSearch	83						x							x																							
Stomydo	83																																				
swyMed Europe	84	x																																			
Synergie Nederland	84					x																x	x		x		x										
<b>T</b>																																					
Task Force Healthcare	101																																				
Telecom Bedrijfscommunicatie	85									x	x	x															x	x	x								
Teleconsult Europe	85																																				
Teresa Happy Care International	86																																				
Timpel Medical	86															x	x																				
TNO	87																																				
TOPIC Embedded Systems	87								x	x							x	x								x	x										
TOPIC Healthcare Solutions	88	x																																			
Topicus Healthcare	88																x																				
TRINCO Community & Health Int.	89																																				
Tuttbauer Europe	89																																				
<b>U</b>																																					
University Medical Centre Groningen (UMCG)	90	x	x	x	x					x				x	x	x	x	x	x	x	x	x								x	x	x	x	x			
Urifoon	90																																				
Uzimet	91																																				
<b>V</b>																																					
Value2Health	91	x					x										x																				
Variopool	92	x																																			
VARI-STEPP	92																																				
<b>W</b>																																					
Wittenburg	93	x																										x		x							
Young Medical	93						x		x		x	x																									
<b>Z</b>																																					
ZiuZ Medical	94																																				

# Think healthy.

## Bayards helipads:

- lightest weight
- least maintenance
- lowest cost of ownership
- longest life span



To learn more about our heliport solutions or to visit one of our 500 helipads installed worldwide, please contact [amanda.mackintosh@bayards.nl](mailto:amanda.mackintosh@bayards.nl)

**BAYARDS**<sup>®</sup>  
**heliport solutions**

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## COMPANY PROFILES

## 112Motion

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📍 E-health & ICT, Health system strengthening

**112Motion**  
Smarter Healthcare  
Self-activated prevention and personal healthcare



112Motion markets wearables that keep elderly people safe: with **FallAlert**, for fall detection & personal alarm and **HealthAlert**, for monitoring wellbeing, a unique solution is created that addresses the needs of tomorrows patients. The wearables connect to 112Motion's **Health Decision Support Platform**; a key component of the **Personal Health System**.

The stylish, wrist-worn wearable, uses vital [heart related data] which is analyzed to **forewarn** elderly people about their declining, or improving, wellbeing; with indicators for stamina, emotional state, bioenergy & stress level, heart health, etc. It's a multi-purpose device, offering **Fall Detection** and a **Personal Alarm**, which helps people to stay safe wherever they are in the world (provided they're within reach of the gsm network).

**The Health Decision Support Platform** fulfils the needs of elderly and their caretakers, providing personalized advice, and it is the platform for care takers and medical specialists to solve the ever changing digital challenges they're facing. The platform uses medical & personal rules, with dynamic workflows which cater for any individual, personalized, treatment/health plan. It is a case management solution that 'logs' every step, every decision, over the lifetime of its users and it provides very advanced ways to share and collaborate documents. In short, it enables care to be organized around the individual; as such it removes the barriers between professional, medical, caretakers and social, community, caretakers.

## Amref Flying Doctors

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📍 African network, Health system strengthening



Amref Health Africa, in the Netherlands known as Amref Flying Doctors, is an international organisation founded and headquartered in Kenya. Amref Health Africa began in 1957 as the Flying Doctors of East Africa to provide critical medical assistance to remote communities in East Africa.

Today, Amref Health Africa works with the most vulnerable African communities through its country programmes in Ethiopia, Kenya, South Sudan, Tanzania, Malawi, Uganda and Zambia, and its Southern and West African regional hubs based in South Africa and Senegal. Through its laboratory, clinical outreach and training programmes, Amref Health Africa reaches an additional 30 or more countries in Africa. With 60 years of experience in delivering healthcare and building health systems in Africa, Amref Health Africa supports those at the heart of communities, particularly women and children, to bring about lasting health change.

## The Innovate for Life Fund

This year, Amref Health Africa launched an ambitious and innovative initiative: The Innovate for Life Fund. This fund supports African entrepreneurs in the development of innovative, sustainable and scalable solutions for a healthy Africa. Via Amref Health Africa, they have access to detailed knowledge about healthcare in Africa and Amref's extensive local and international network of stakeholders, donors and investors.

More information is available on [www.innovate4lifefund.com](http://www.innovate4lifefund.com)

### Amsterdam Trade

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 📄  
 🔍

amsterdamtrade



#### Line of Business

Facilitate international cooperation

#### Product or Service to be offered for cooperation

Amsterdam Trade is a program of the Municipality of Amsterdam that promotes the interests of Dutch small and medium-sized enterprises (SMEs) abroad, acting as a neutral partner without a profit motive. The program specifically focuses on supporting SMEs in four sectors: agro-food, health, smart city and creative.

### Apparatenfabriek ARA

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 📄  
 🔍 Mechatronic modules, MedTech, System supplier



#### Work better, by working together

In today's ever changing business environment, innovation is key! At Apparatenfabriek ARA, we partner with our customers to ensure your product is the most innovative product of the highest quality. With over 50 years of experience in engineering, production and assembly of mechatronic products and modules in the medical industry, we can make your products work better by working together. As a tier one System Supplier, we take care of the entire product life cycle, including Research & Development, (co-) Engineering and Production from the first idea to the finished product.

#### Our added value includes:

- Engineering (Mechanical / Electronics / Embedded Hard- & Software / Mechatronics)
- PCBA (printed circuit board assembly)
- Sheet Metal
- Control Panel Assembly
- Mechatronic Modules & Machines
- ISO 13485

- ISO 9001
- UL 508A
- Design for Manufacturability
- Supply Chain Management
- Life Cycle Management

With necessary certifications, quality control, well-trained people, ARA provides value to your product and organization.

#### In cooperation with our customers, we have developed products such as:

- Vasculuminators
- X-ray collimators
- Digital stethoscopes
- Messengers and more

Partnering with ARA will allow you to focus on what you do best, while we provide you with a competitive advantage in your market.

**AT Osborne**

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 📄  
 🔍 Consultancy, Housing concepts, Laboratory

**Who is AT Osborne?**

AT Osborne is an independent management and consultancy firm with offices in Baarn, Brussels and Paris. Over 150 consultants are active in a wide range of specialist project management areas. Furthermore AT Osborne offers economic, commercial, organizational and legal expert advice. AT Osborne was established in 1967 and is since 2003 jointly owned by its employees.

**What do we do?**

Our focus is on the design of the human environment: is it fit for purpose? We aim to provide sustainable solutions for urban matters such as healthcare, infrastructure, mobility, environment, water and housing. Our clients are public institutions as well as private developers and investors.

**AT Osborne Healthcare**

We help healthcare organizations in converting care concepts into feasible business plans for the development and exploitation of hospital buildings. We are driven by the search for the best possible solution for all of the building's stakeholders. We also provide

solid business advice in the fields of hospital strategy & profiling, hospital management & organizational structure as well as patient processes & business models. We help our clients to take objective and deliberate investment decisions in order to develop market driven and efficient organizations in which housing and real estate are optimally aligned with the strategic vision of care and care processes.

**Why do we do this?**

The quality of the environment plays an important role in the human wellbeing. Good housing, good infrastructure, a safe and clean environment as well as good healthcare are necessary. 'Urban matters, because people matter' is our motto.

**Avivia**

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 🔍 Laboratory, Development



Avivia is a Dutch independent specialized pharmaceutical development company engaged in drug repositioning, repurposing and (re)formulation. Our expertise and capabilities are centred around the development of value-added generic drugs, life cycle management of branded drug products, and complex formulation and CMC development of new drug products (NCE).

We operate a hybrid business model combining specialized CRO service activities with internal product development programs, whereby in both cases, we approach 'development' as not just offering a technical solution but always part of a broader product-oriented strategy.

Welcome to Avivia and we hope to be in touch soon

### Back Quality Ergonomics

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 📍 Chair, Equipment, Ergonomics



Back Quality Ergonomics was founded by a Dutch Physical Therapist. After many years of experience as a therapist he decided to specialize in the design, selection and supply of ergonomic solutions.

Back Quality distinguishes itself from other companies by combining the specialized knowledge of the human body with the specific products and custom-made advice. Back Quality is the market leader in ergonomic stools in the Netherlands and has dealerships in more than 30 countries worldwide.

#### Mission Back Quality Ergonomics

Back Quality Ergonomics (BQE) wants to make a unique and long-lasting solution for back and neck problems caused by sitting work available for everyone, and by doing so make a contribution to a better quality of life. In addition it strives to decrease the unnecessary absence from work due to sickness and keep down the manageable costs of the health care in general. BQE is a key player in the ergonomic products field in Europe, developed with the use of the special scientific knowledge. Back Quality Ergonomics is a member of the Society of the Ergonomics in the

Netherlands. “The ARBO rules and norms” is a Dutch standard for the back complaint prevention (primary prevention). If a person has a history of complaints concerning the movement apparatus, then the knowledge of our physical therapist network and co-workers (all around the country) can be adequately used (secondary prevention).

### Ballast Nedam

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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

**Bambi Medical**

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 🔍 Non-invasive diagnostics, Monitoring, E-health

**THE BAMBI BELT SOLUTION**

The Bambi Belt Solution is a soft fabric, skin-friendly, wireless monitoring device that accomplishes the same functions as wired adhesive electrode systems currently implemented in NICUs. A disposable belt functions by being wrapped around baby's chest. Sensors integrated inside Bambi Belt measure critical data in noninvasive way, while a small Sensor Module sends the captured data to our Handheld Monitor. The Solution can either work stand-alone or in combination with existing patient monitors within the hospital infrastructure. As a result non-sticky texture of the belt eliminates pain and stress of babies. While its wireless features allow parents to take baby out of the incubator and perform Kangaroo Mother Care.

**Bayards Heliport Solutions**

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 📱  
 🔍



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.

The benefits of a Bayards helipad:

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

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.

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

### Benjamin Care

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🔍 Patient care



Benjamin Care is a Dutch company specialized in Neonatal Care and Mother and Child Care. The Benjamin Care range of products have been designed to support developmental care practice and skin-to-skin contact. The products were conceived and designed by a neonatal intensive care nurse Anne Marie Enneking-Louwerse. She has many years of experience after her fourth child, a son called Benjamin was born prematurely at 25 weeks' gestation.

Especially preterm and newborn infants must be guaranteed excellent, developmentally supportive care. With the development of our devices we aim to improve the care for all babies especially for preterm and ill babies and their families across borders. Our products provide support to increase baby's and parents comfort level and improves physiological stability for preterm and ill babies. We assume that parents and their child are inseparable right from the moment of birth. They belong together and should stay together.

Benjamin Care has a mission to spread the word that skin-to-skin contact, also called Kangaroo care should become the golden standard in care for the newborn.

These days we are active in over 15 countries around the world. We are looking for cooperation with business partners who share our mission worldwide.

### Berkvens Doors & Frames

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📱 @Berkvensdeuren

🔍 Door-automation, Innovation, Sliding-doors



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 device, Rehabilitation



Bioness is a worldwide leading provider of innovative technologies helping people regain mobility and independence. Bioness solutions include software based therapy programs, implantable and external neuro- modulation-and robotic systems.

By the systems developed for Functional Electrical Stimulation (FES), affected nerves can be stimulated of those muscles that are no longer activated independently due to central nervous disorders. The **H200**® Hand Rehabilitation System for upper limb impairments and the **L300 Go**™ for foot drop, thigh weakness or knee instability. [www.bioness.com](http://www.bioness.com)

**Bioness Integrated Therapy System**® (BITS) has been designed to improve performance through the use of visual motor activities, visual and auditory processing, cognitive skills and endurance training. [www.bionesstherapy.com](http://www.bionesstherapy.com)

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. Versatility of the system promotes a wide-range of training possibilities. It includes a DBWS system that traverses along an overhead track while the patient is securely held in a comfortable harness. [www.bionessvector.com](http://www.bionessvector.com)

**The StimRouter**™, an implantable neuromodulation device designed to treat chronic, intractable pain of peripheral nerve origin and overactive bladder (incontinence). The CE-registered StimRouter is the only implanted device that has been cleared by the FDA with a specific indication for peripheral nerve stimulation for pain. [www.stimrouter.com](http://www.stimrouter.com)

## BMA

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📱 E-health & ICT



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 partner of TFHC Indonesia.

**Brecon International**

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🔍 Architecture, Design, Furnishing & Equipping



Brecon International B.V. specializes in designing and realizing low-dust and sterile cleanroom systems. The company has over 27 years of experience in the field of healthcare facilities. Key differentiators of Brecon International and its employees are its fresh perspective on existing methods, materials and related challenges.

Brecon International has developed the CleanAir Facility Module as well as the Mobile CleanAir Unit with its own patented Laminar Flow Ceiling. This mobile unit can be quickly implemented and placed hassle-free inside virtually any (surgery) room.

Brecon International not only has experience in Europe, it also has a broad international network beyond Europe. Its employees and key partners have a broad experience in designing and constructing cleanrooms and surgery clinics abroad. This includes also projects in Asia and Africa. Where needed, projects can have a fast-track profile.

Our main strength is the capability to localize concepts of widely accepted healthcare solutions. Functional layouts and choice of materials can be tuned to local ideas. This results in fascinating combinations of new and old methods and materials. Key aspect in localization lies in combining our building team with a local team of experts in engineering and construction.

Brecon International implements your complete Health Care project worry free, within set timelines and goals.

Our experience and expertise guarantee an innovative turnkey CleanAir solution, anywhere on the world!

**Buurtzorg Nederland**

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🔍 Healthy ageing, Public health



‘Buurtzorg: the word that could revolutionize healthcare’ (WEF) World economic forum

Buurtzorg is a pioneering healthcare organisation established 11 years ago with a nurse-led model of holistic care that revolutionized community care in the Netherlands.

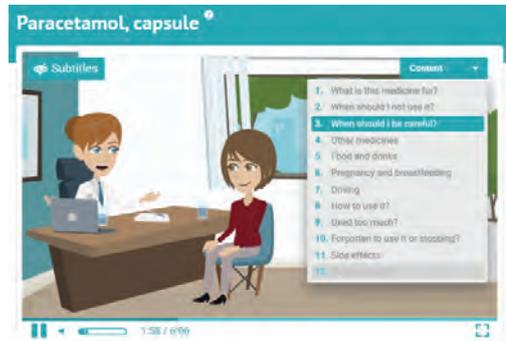
Buurtzorg Netherlands grew rapidly from 1 team to 956 and more than 10,000 nurses today. Buurtzorg continues to influence and lead innovation. Collaboration is key to Buurtzorg’s model of care and its operating model and this has resulted in exciting collaborations around new ways of working and new areas of care, both here in Holland and internationally.

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

Outside of Holland Buurtzorg is now active in more than 20 countries with an international team that coordinates and supports all the international activities of Buurtzorg.

## CareAnimations

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 📍 Healthcare, Public health



Careanimations (CA) develops libraries of animated videos for patients and caregivers with understandable information on healthcare subjects. The videos are co-created with people with low literacy and limited digital skills in order to make a solution that is useful for all. There are libraries for medicines, diseases, laboratory tests, interventions, medical devices.

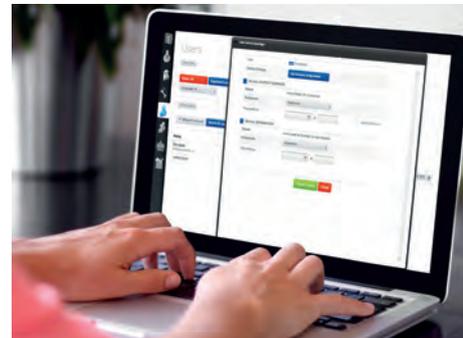
Main objective is to help patients to be more understanding regarding their diseases, lifestyle and treatments. Care providers give the CA videos to the patients, ensuring trust and commitment at patient level. Secondary objective is that better understanding will lead to more engagement to behave as a “good patient”, rendering the best possible health outcomes from the treatments provided.

And reducing workload of the care provider, freeing for more time for complicated patients. CA was founded in 2016 in The Netherlands. The first focus was on improving the understanding of the official package insert of medicines. Three years later, and based upon this first product, called Watchyourmeds (WYM), CA is now a respected participant in the Dutch healthcare market:

- MoH guarantees the reliability of CA and WYM, the library of 7,500 videos.
- Health insurers finance the distribution of WYM.
- 95% of all pharmacies offer WYM to their patients.
- 1.5 million people have watched one or more WYM videos.
- 85% of the population appreciates WYM, with
- 5% still finding it too complicated.

## CareBuilder

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We help local authorities, housing, healthcare, telecare & social care organisations create complete Technology Enabled Care & Support solutions

- Call Centre Portal – offering unprecedented insight, flexibility and control over the quality of care services incl. resource allocation, remote device monitoring and KPI reporting.
- Mobile Apps & Portals – the only platform that offers portals and apps for every stakeholder in the care & support ecosystem, connecting Caregivers, Patients/Customers, Family & Friends.
- Video/VoIP communication, online access to services and digital content delivered via apps & portals specifically tailored to the needs of each stakeholder.
- Real-time differentiated triage - for prioritising alerts and requests generated by any device and matching to the best resources incl. caregivers, family, peers and third-party service providers.
- Device & brand independent - Integrate any smart device, from personal alarm, Technology Enabled Care & e-Health, to home automation, safety & assisted living solutions.

- Service-oriented task management - automated escalation, response management and admin of all ad-hoc alerts & requests, planned care & support tasks.
- Care management portal - providing a powerful and intuitive way to create, manage and delivery content and integrated services to across different users and devices.

CareBuilder's platform has been shown by independent research to generate savings of up to 82% in care for people with chronic conditions and reduce overreliance on scarce health professionals, whilst increasing social inclusion, digital participation and health self-management.

## Clinical Science Systems

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📍 E-health, Neuro diagnostic, Patient monitoring



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 in improving the problems neurology departments and neurologists are daily faced with. 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 long-term ICU monitoring as well as tailored solutions for workflow management.

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. 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 quickly.

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 department's needs.

## Cocune

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📍 Disposables, Healthcare, Incontinence



**Cocune, the new way of washing.** The name Cocune was chosen carefully and has a twofold meaning. On the one hand we would like you to experience that silky soft feel provided by the thread of a cocoon, and on the other we want to transform your skin from dry and chapped to silky soft. Our products have been **developed to protect** your skin and contain all the ingredients **for daily care**. Water and soap are not always available or pleasant. Cocune has developed products which give you the same **fresh, clean and silk soft feeling** after traditional washing. You can use these products where and when you want.

We have a **complete product range** of personal care products, once started for healthcare professionals, but now accessible to everyone. Everyone young or old deserves a **silky skin**. Especially for a skin that has a lot to endure, has Cocune an appropriate solution.  
[www.cocune.com](http://www.cocune.com).

## Comed

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📄  
🔍 Design, Disposables, Production



### Connecting Excellence

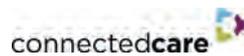
Comed BV is a Dutch medical device company located in Heerenveen, The Netherlands. Comed BV is part of the Lepu Medical Technology holding based in Beijing, China. Lepu Medical Technology (LMT) is within the Top 10 ranking of medical device companies worldwide, and the holding group contains manufacturing cleanroom facilities in Beijing and Shanghai, China.

The main products lines are Interventional Cardiology, Congenital & Structural Cardiology, Mechanical Heart Valve and Critical Care products. Comed BV is responsible for the EU, Central European, Middle East and African market, as LMT International is responsible for the rest of world market, excluding China and USA.

Comed BV stands for “connecting excellence” which is their basic goal in product design, manufacturing, marketing and selling the medical devices. All products are end-user based, which high quality standards. Comed BV has a regionale network of Comed BV Alliance Partners (CAP). All products are CE-Certified. Comed BV is a ISO certified company.

## ConnectedCare

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🔍 E-health



**ConnectedCare b.v.** is an eHealth design and innovation agency. Our researchers and designers support healthy living, innovate care, and strengthen social care networks. We design eHealth solutions people love to use.

With our care collaboration platform, we support people in need of care and their local network of caregivers in day-to-day collaboration. Communication and collaboration between patients, family caregivers and professional caregivers is improved. And through integration of hardware modules such as GPS-based mobile alarms and smart pillboxes, we increase group awareness and facilitate on-demand services.

Would you like to create and implement successful eHealth innovations? We love to collaborate with you and share our design experience.

CCARE was founded in 2010 as a spinout from Delft University of Technology in order to accelerate the transition from academic research in ambient assisted living to commercial application. ConnectedCare has a dedicated team of researchers, designers, software developers, business developers and implementation support.

### Coolfinity Commercial

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🔍 Healthcare solutions, Medical device, Technology



Coolfinity believes that long power outages and weak power grids should not limit life and opportunities in tropical countries. Reliable cooling is a basic need, however, in the world there are over 70 countries struggling with interrupted and limited power supply, leading to unreliable cooling. This has huge consequences, 137 million vaccines are lost every year due to unreliable cooling. Reliable and sustainable cooling is the catalyst for people in upcoming markets to give their quality of life a boost.

Therefore, Coolfinity has developed a refrigerator, the IceVolt 300, that only needs 6 hours of power to stay cool for 24 hours to preserve the medication in the cold chain. The refrigerator is specifically designed to maintain a stable temperature between 2 and 8 degrees Celsius cooling, in line with the WHO requirements.

The refrigerator works very effectively under harsh tropical conditions (35 degrees Celsius). And if the cooler is unplugged, it will even run for 2 days without power. Because of Coolfinity's technology, the need for a back-up power generator is even eliminated.

With this unique and innovative refrigerator, Coolfinity will save costly medication and precious lives worldwide, where it is needed most.

### Cordaid

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🔍 Health system strengthening, Public health



With more than a century experience, Cordaid is one of the largest development aid organizations in the Netherlands striving to end poverty and exclusion in the world's most fragile and conflict affected areas. Cordaid links both emergency and development strategies in a systematic way to quickly respond to emergencies. The Healthcare unit aims at contributing to Universal Health Coverage by providing affordable and accessible healthcare for the most vulnerable. The thematic expertise areas are Sexual and Reproductive Health and Rights and Health System Strengthening. Other areas of expertise gaining importance are Data Driven Decision-making and Non-Communicable Diseases.

The guiding approach on reaching Universal Health Coverage is the Results Based Financing. This innovative method, which finances pre-agreed results of medical service providers, has become a standard for many aid agencies and governments. This health system reform strategy motivates staff, and involves private parties as well as communities. Together with local actors, Cordaid tackles multiple challenges, ie disease prevention and control, health workers training, family planning, health advocacy, antenatal,

obstetric and postnatal care, etc. Some of the methods used are training, vouchers, cash transfer, dialogue with religious leaders and communities, media programs, social entrepreneurship, etc.

Cordaid services include thematic expertise, technical assistance, action research, program design & implementation, capacity building (Non-exhaustive list). So far, Cordaid healthcare has worked in 22 countries, running more than 254 projects for a total budget of 198 million euros (Open Data December 2016).

**CRDLT (CRADLE)**

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 🔍 Mental healthcare, Technology



CRDL [Cradle] is an interactive instrument that enables a new form of non-verbal communication. It utilises the novel ability to translate interpersonal touch into sound to encourage physical contact between people.

CRDL helps to break the barrier of social isolation for people who normally experience difficulty in communication or social interaction, such as people suffering from dementia, autism, mental disabilities or visual impairment - and their loved ones.

Acting as an icebreaker, CRDL circumvents existing social constructs associated with intimacy and touch, and offers new possibilities for setting up intuitive, playful interactions.

CRDL is used in care homes for persons with dementia, in care homes for persons with mental disabilities, with persons suffering from acquired brain injury, in palliative care situations and with persons with ASS.

The interaction starts when two users each place one hand on the CRDL and a physical connection is established between users. Through innovative technology CRDL can register and distinguish different gestures in the formed circuit and subsequently convert these into sounds. result is that persons who were thought to be not addressable in communication, can communicate with their loved ones and with care personnel through human touch, sounds, reminiscence and mutual interaction whereby they experience moments of true joy and happiness in their lives.

**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 B.V. 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 60 countries.

Curaspon® is a sterile absorbable haemostatic gelatin sponge. Curaspon® is suitable for use in general-, digestive-, neuro-, plastic surgery, 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.

### De Praktijk Index

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🔍 Health, Value-based healthcare



De Praktijk Index (dPI) develops information products. Our area of expertise is primarily the health care. We focus on smart using the already registered data, by making use of artificial intelligence for instance. As a result, the amount of administrative chores is reduced. Our main expertise is on **Clinical Intelligence**. The DPI Reflex Platform translates medical data into useful steering information. Monthly you will get insight into the most prominent signals about mortality, length of stay, readmissions, infections and complications. By using **Artificial Intelligence** techniques, DPI makes it possible to utilize your unstructured text. This allows us to automate administrative tasks.

**Casenote review** provides insight into adverse events and possibilities for improvement in your hospital. DPI conducts independent case note review using the IHI Global Triggertool for numerous hospitals. Timely and complete **medical coding** of ICD-10 codes from all hospitalizations is a challenge to many hospitals. DPI uses experienced medical coders and artificial intelligence techniques to save hospital administration time.

### Delft Imaging Systems

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📱 @DelftCare

🔍 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.

### Delft University of Technology

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🔍



#### Delft University of Technology

The increasing number of people on the planet and their drive to achieve ever-higher levels of prosperity raises some major questions for society. Technology is essential in answering these, as is the underlying scientific knowledge generated and disseminated by modern universities of technology.

The modern university of technology is a source of new scientific understanding and technological breakthroughs. It also trains scientists and engineers, and provides them with a broad academic grounding. As such, it is a catalyst of innovation and economic growth.

With their advanced expertise and know-how, engineers are vital to our society and economy. It is they who develop the science-based technological solutions which enhance many people's lives.

As one of the world's leading training grounds for these engineers, TU Delft views its role in society as supplying technological solutions that take us significantly further along the road towards sustainability and a flourishing economy. We position ourselves as an open academic community which, through its scientific personnel and graduates, is represented throughout the academic world and is rooted in our own regional and national, social and economic environment.

Daily, about 27.000 people travel across our campus: students, scientists, visitors, and employees of the university and the companies on campus. Stretching over 161 hectares, the campus is larger than downtown Delft, and one of the largest university campuses in the world.

### 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 costs price and producibility 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)30 603 63 24 or ask us your questions online.

## Diagnoptics Technologies

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🔍 Cardiovascular risk, Diabetes, Non-invasive diagnostics



Established in 2003, Diagnoptics 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, Diagnoptics has been selling this device to diverse end users in applicable markets. Diagnoptics currently markets 2 models of the AGE Reader: SU and mu.

## 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 21 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).

**Doczero**

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 📱 Education & training, E-health



Founded in 2003, Doczero is a privately-owned company based in the Netherlands. With its focus on improving healthcare by providing cutting edge, high quality e-learning solutions for healthcare professionals and first responders in any country, Doczero develops and distributes its e-learning solutions internationally.

Healthcare organisations face countless education and training requirements as part of obtaining accreditation and clinical certifications. Therefore, it is crucial to have a competent, compliant, and educated staff, trained to deliver quality patient care.

Doczero delivers e-learning modules for the healthcare professional that make a positive impact on the delivery of patient care. As part of a blended learning approach, the healthcare professional updates their skills with the aid of Doczero's user-friendly interface and cutting-edge simulation, combined with improved classroom training. This approach saves the organisation training costs, improves information retention by healthcare professionals, and increases productivity.

Using a Tablet (IOS and Android) or PC, the healthcare professional can access Doczero's e-learning at any time, in any place. The content is compliant with the most recent guidelines, and meets with local requirements. The e-learning modules are compatible with all Learning Management Systems (LMS), supporting SCORM and LTI.

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 📱 Manufacturing, Medical device, Medical equipment



Dörr Kampen BV is a manufacturer of hospital (medical) devices in stainless steel. Our mission is to make everything we do 'solid and reliable'. All our products are designed, developed and manufactured in our own factory. This is why we are most flexible in finding the best customized solution for your unique situation. For example our 'Scopes pre-cleaning table' of which already more than eighty machine have been build. Every machine is basically equipped with:

- Hands free operating possibilities;
- PLC control and display;
- Cleaning sink with several length choices between 500mm to 2500mm;
- Automatic mixed water filling for 'Low' or 'High' level;
- Automatic detergent dosage and addition by filling the sink;
- and many more options

Dörr is also specialized in:

- CSSD pre-cleaning ultrasonic- and cold water rinsing machines;
- CSSD packing tables;
- Bedpan washers: top loading as well as front loading;
- Liquid heating cabinets for operating theatres;
- Blanket heating cabinets;
- Sluices and hatches.

Dörr Kampen BV, established in 1926, is a ISO 9001-2015 certified company.

### 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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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



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

## EGM Architects

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### LEADING HEALTH CARE ARCHITECT FOR MORE THAN 40 YEARS

EGM is an independent architectural firm based in the Netherlands operating worldwide. The consultancy services provided by EGM root in an architectural background and focus on people's interaction with their environment. With a total staff strength near 120 working nationally and internationally EGM can call on a strong resource base and offer quality services based on globally built experience. EGM was founded 40 years ago in the Netherlands through the development of the first campus hospital in Utrecht. The innovative design approach led to a paradigm shift around health care architecture and organisation and is widely considered as one of the drivers behind one of the best healthcare systems in the world. Since that time EGM designed most of the general and university hospitals in the Netherlands, e.g. Erasmus MC in Rotterdam, Europe's largest hospital completed in 2018.

Today, we are among the largest 'healthcare' architects in Europe with projects in over 25 countries and over 250 realised buildings in the past 20 years. We cover the full spectrum of care, from elderly housing and nursing homes to university hospitals and high tech research centers. We are an integrated architectural agency covering the full spectrum of scales (from interior design to strategic master planning) and disciplines (from researchers and analysts to architects and engineers) in all stages of the design to execution.

## Elsevier

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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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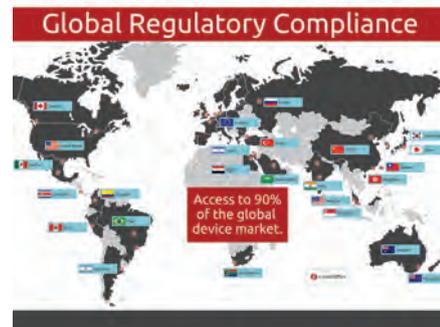
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🔍 Consultancy, Medical device, Regulatory affairs

### 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 user-friendly 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, the project division of the Dutch company Enraf-Nonius B.V., is specialized in 'Turn-key' integrated projects (Design – Build – Equip – Train – Maintain).**

EN-Projects realizes large scale global hospital projects and rehabilitation centres. With many years' experience and proven reliability, EN-Projects is a valued partner for Ministries of Health and pri-vate hospitals.

Integrated projects have been realized in Europe, Latin America, Asia and the Middle East

Enraf-Nonius (1925 manufactures and supplies advanced high quality products for rehabilitation and physiotherapy. These products are distributed and supported by a network of distributors in over 100 countries. The company has a large research and engineering department for the continuous development of new products and cooperates closely with universities and leading rehabilitation institutes.

Enraf-Nonius is a world leader and stands for the highest quality, reliability and service, enabling health specialists to look after their patients and clients in the most effective and efficient way. Quality of life is our corporate social responsibility.

## Erasmus MC

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 🔍



### Erasmus MC Visibly Better

Healthy population and excellent healthcare. This is what Erasmus MC stands for. Conducting ground-breaking work, pushing boundaries, and leading the way in research, education, and healthcare. We employ practical thinkers. Driven professionals with a can-do mentality who use their expertise to expand the pool of knowledge about health and disease, who improve diagnostics and treatment, and who continually look for ways to innovate. Their commitment helps us to help our patients and others with a healthcare need even more effectively, and enables us to keep healthy people healthy for longer.

### Our mission

Erasmus MC is committed to a healthy population and excellence in healthcare through research and education.

Our deepest conviction is that we can improve healthcare and that we wish to keep healthy people healthy as long as possible. With drive and determination, we are therefore continually on the lookout for innovation, for the best diagnostic and treatment methods, and the latest findings in the field of health and prevention. Innovation alone is not a goal unto itself, however. By innovating, we want to promote the further development of good healthcare. Professionals who are trained by Erasmus MC unite the latest scientific insights with practical application, so that patients and people with a healthcare need can benefit fully from this link.

Innovation and state-of-the-art treatment go hand-in-hand at Erasmus MC. Our vision paints an ambitious picture of what Erasmus MC wants to be in 2018 and what our added value is.

## Erasmus School of Health Policy & Management

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 🔍 Education & training

Erasmus School of  
 Health Policy  
 & Management



**Erasmus School of Health Policy & Management (ESHPM) of Erasmus University Rotterdam is leading in the Netherlands with its educational and research activities targeted at policy and management issues in health care.**

ESHPM offers a bachelor programme, two master programmes and post-academic education. Cooperatively, we also offer several post-academic educational programmes and courses for graduated master students. At ESHPM, research and educational activities are closely intertwined. Knowledge and experiences of various scientific disciplines such as economics, law, social-medical sciences, organisational science and public administration are brought together and applied to the health care sector. This multidisciplinary approach to education and research is unique. Internationalisation is highly valued at ESHPM. The number of students, teachers and researchers from abroad has risen significantly over the past years and it certainly seems as if this trend will carry on. It is obvious that this broad international orientation has enriched our study programmes.

## Eurotape

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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

## Experience Table

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📍 Patient care, Software, Healthy ageing



**The ExperienceTable is designed to stimulate recall, improve communication between residents, and offer entertainment. The feedback from our customers tells us that the ExperienceTable improves the wellbeing and mental health of elderly people and people with dementia.**

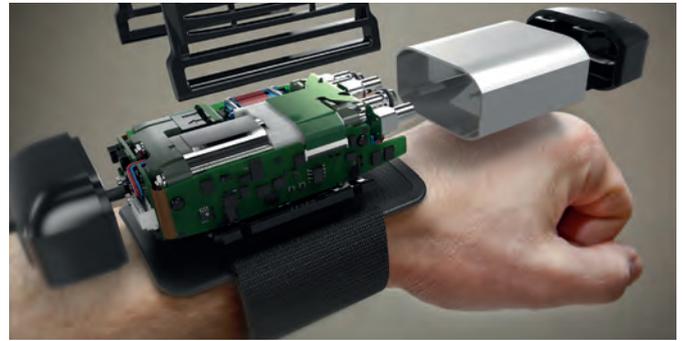
### Stimulating interaction

The ExperienceTable supports care teams in hospitals and care homes in their work for older adults and people with dementia. The ExperienceTable helps to stimulate the senses and the brain. It has a positive effect on the wellbeing, mood and cognition. The ExperienceTable consists of software for doing activities together, it aims at reminiscence with photographs and children songs, and it comes with a package of software activities that combines fine motor skill and cognitive therapy. The ExperienceTable enhances rather than replaces human relationships and interactions and it is a valuable tool for vulnerable people.

Onwijs is a Dutch-based multitouch company committed to make modern technology accessible for healthcare. The ExperienceTable has been tailored specifically to the needs and abilities of elderly people and persons with dementia. The ExperienceTable is a success in the Netherlands and Belgium with over 1,000 clients and we have clients in Germany and the UK as well. We want to further expand our business abroad. We are interested in meeting organisations who can help us enter new markets. We look for companies with an existing distribution network and customer contacts, as well as motivated sales staff.

## 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.

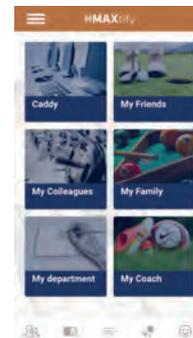
In addition to the current stand-alone monitors, Finapres has developed the Finapres® Nano Core. An OEM that enables you to have non-invasive continuous blood pressure available on your device without any hardware integration. The Finapres® technology is built into a wrist module. With only a power and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

## Fitvitaalservice

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🔍



MAXtify is powered by Fitvitaalservice, validated by TNO (international scientific research office) and you offers an unique no-stress tool on your smartphone (iOS and Android). You can easily do the measurements and checks you want. The results give you valuable insights that help you in terms of your well-being, health and happiness, both in your work and in private. With knowledge facts, games, challenges and quotes, participation is encouraged and rewarded. The unique loyalty program rewards you extra and a personal coach can help you with insights and solutions. The various chat groups support your goals on a daily basis.

MAXtify feels familiar. MAXtify has proven to be effective: various customer panels evaluate the approach with a high rating. The app is fully safe and reliable and the privacy protection is guaranteed by lawyers.

### Flexmix International Recruitment

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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.

### FMO

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🔍 Development, Business development



### FMO - Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V

FMO is the Dutch entrepreneurial development bank. We invest in growth and frontier markets, supporting jobs and income generation, and improving life in those parts of the world where this makes the biggest difference. We focus on SDG 8, 10 and 13 in everything we do. In addition, for Dutch organisations and corporations, we invest in projects that either make primary healthcare or special or general hospital services available. With the Development Accelerator funds, the feasibility phase of a project can be financially supported while after the project has been contracted, financing can be considered for the counterpart of the Dutch entity. We work in close cooperation with RVO and ADSB. Check also [www.fmo.nl/nlb](http://www.fmo.nl/nlb)

FMO, in cooperation with the use of Dutch government funds initiated Finture Solutions which aims to find and support innovative Dutch solutions in the fields of Clean Energy, AgriTech and Health. The competition is calling for startups whose innovations can tackle global challenges such as a lack of access to affordable health care. For health, one startup will have the opportunity to unlock development capital of up to €125,000, in order to develop their product and scale their solution in emerging markets. The winners will also get access to FMO's 50-year experience of doing business in developing countries. Check also [finturesolutions.com](http://finturesolutions.com)

## Forbo Flooring

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🔍 Architecture, Interior finishes, Flooring



### Forbo Flooring Systems, responsible market leader

Forbo flooring Systems is a global market player in manufacturing, promotion and sales of floor covering solutions for a broad range of professional applications. The portfolio of Forbo consists out of environmental friendly natural Linoleum, Homogeneous and Heterogeneous Vinyl, ESD floors and a range of textile floor coverings such as carpet tiles, flocked flooring and entrance systems.

Products are available in either rolls, tiles or plank formats for loose lay or glue down installations. In addition to floor coverings Forbo offers a full range of professional service products as well as installation and maintenance services. All of Forbo's products combine a high level of quality, functionality and durability in a wide range of visually pleasing designs and colours.

With our floor coverings Forbo Flooring Systems has the ambition to make a positive contribution to the quality of the indoor environment. With our 'Committed to the health of one' program our mission is to design floor coverings for spaces that are safe, hygienic and comfortable. Which means they are free phthalates and allergens, low in emission and easy to clean and maintain.

Established in 1928 and already producing linoleum floor coverings for well over 100 years, Forbo has furnished countless health care institutions all over the world and still do so today for both new-build or renovation projects. Let us help you as a partner in creating better indoor environments.

Forbo Flooring systems is part of the Swiss Forbo group and owns 14 Manufacturing locations and sales and marketing subsidiaries in over 30 countries worldwide.

## Frenetti

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🔍 Education & training, Design



FRENETTI is a company for Educational Design & Learning Consultancy and Concept Development for organizations in Learning, Professionalization and Organizational Development. FRENETTI provides online assessments, learning and optimization systems that quickly include both analysis and improvement strategies, allowing organizations to work purposefully to a high-performance organization.

FRENETTI is the market leader in formal professionalism scans for nursing professionals in hospitals, mental health care and in care for the elderly. These professionalism scans allow health institutions to measure the level of nursing professionalism, to set smart improvement targets based on a combination of maturity models and artificial intelligence/pattern recognition and to offer each individual nursing professional a personal dashboard with benchmarks, step-by-step improvement suggestions (in alignment with the institutions' learning systems) and specific knowledge sharing with other nursing professionals in the institution.

Besides, in combination with the professionalism scans Frenetti delivers the complexity of care assessment, since it's urgent that the level of team performance, in the right staffing mix, should be in line with the increasing complexity of care in order to prevent failures in patient care, burn out and early leave of nurses.

FRENETTI's big data research in the health care industry has resulted in several healthcare, educational and governmental policy breakthroughs and is driving a variety of science- and PhD studies.

**FWG**

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 🔍 Research, Software, Consultancy



**FWG Progressional People is a Dutch knowledge institute and HR advisory firm in health care.**

We research, document, and publish about trends and developments in health care in the Netherlands for over 30 years. We develop IT-based HR development systems, in order to make employees fit for the future and increase their employability. We advise and support our customers in a broad range of HR topics, such as labor market solutions, organization design & development, Talent and Team Development, Job Satisfaction, Recruitment & Detachment and executive coaching

FWG Progressional People is based in Utrecht, the Netherlands. We provide services to more than 50% of Dutch hospitals, elderly care institutes, and other health care companies. We have branch offices in Düsseldorf (Germany) and St. Martin (Caribbean).

**GBO Innovation Makers**

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 📧  
 🔍 Medical device, Design, Production



We **design, develop** and **deliver** innovative products beyond expectations...

Driven by our core values Dynamic, Inspiring and Craftsmanship, we create innovative products that are easy to use, attractive, producible and functional.

Through our years of experience, we are convinced that the power of innovation enables growth and creates a sustainable business. Combining our creative mindset and proven technical expertise we transform our client's ambitions into innovative solutions. Solutions that we translate into products that are used all over the world.

Founded in 1990 and rooted in product development, we have grown into a full-service design agency that focuses on the entire product development spectrum, including the delivery of products. We cut our teeth with numerous projects in the medical device area and are very familiar with the demands emerging from the ISO 13485 standard. We operate across three countries with an awesomely creative team of 30+ Innovation makers. Our work has been recognized by numerous awards, including iF GOLD, G-mark and REDDOT Best of the best.

## Global Factories

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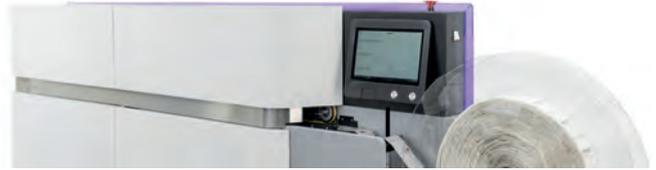
☎ +31 (0)70 308 32 20

🌐 <https://www.globalfactories.com/nl>

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📱 @GlobalFactories

🔍 Patient care, Medical packaging, Distribution



Through the development of innovative systems for pharmacies and caregivers, Global Factories support patients with the intake of their medication in a personalized way. By listening to the needs of the customers, Global Factories transforms innovative technologies into reliable, efficient and safe systems for the medicine packaging process. Their high-quality and cost-effective systems make the intake of medication safer, easier and more personal.

Global Factories provides different systems for the pharmacy automation industry. For the repacking of medicine in pouch rolls, they provide different verification systems and products to improve the process flow. For blister packing and checking, Global Factories developed the Blister Packing Machine and a whole line of products to support the blister packing process. The transport and storage of repacked medicine can be done safely and easily with their Medicine Distribution product line. Global Factories works together with strong partners all over the world and by leveraging the combined individual strengths, they can support their clients worldwide and ensure them that they can rely on Global Factories for the best product assistance and service.

With all the challenges the world is facing concerning worldwide healthcare and the ageing population, Global Factories sees lots of opportunities to make healthcare better and safer.

## GoClinic

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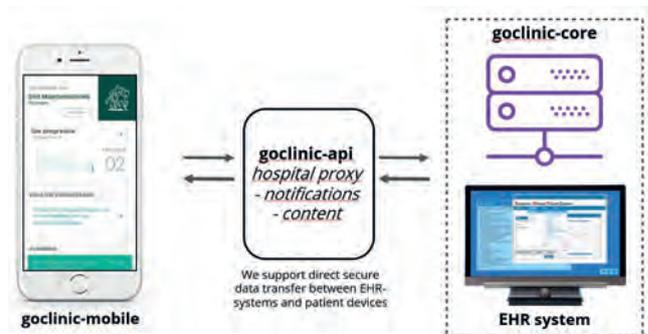
☎ +49(0)157 725 259 25

🌐 <http://www.goclinic.io>

✉ [artur.steffen@goclinic.io](mailto:artur.steffen@goclinic.io)

📱 @goclinic

🔍 E-health & ICT, Health IT, Mobile healthcare



GoClinic sacrifices hospitals a decentralized architecture to manage data in health care via secure communication with patients. The multifunctional platform is to make the exchange of data between a patient, hospitals, researchers and simple and respecting the regulatory compliance by using the blockchain technology.

### Handicare Bathroom Safety

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🔍 Construction, Rehabilitation, Furnishing & Equipping



Handicare is one of the global leaders in the accessibility and patient handling markets by revenue. We offer solutions and support to increase the independence and mobility of the elderly and physically challenged as well as to improve the convenience and safety of work environments of those caring for them. Handicare's products include a comprehensive range of curved and straight stairlifts, transfer, lifting and repositioning aids, vehicle adaptations and medical equipment. Handicare manages its operations under three business areas, Accessibility, Patient Handling and Puls.

We are passionate about what we do and it is important to us that our customers and partners regard and experience us as being committed and respectful, and acting with integrity. Knowing that what we do every day can really make a difference to people's lives is very rewarding. At the same time, it motivates us to perform even better and improve the solutions we offer.

### Health Access International

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🔍 Consultancy, Health system strengthening



Health Access International is an independent hospital and healthcare consultancy company. We also implement projects with local and international partners. We aim to create affordable quality healthcare by helping to develop smart and effective healthcare infrastructure and processes. We use international funding, modern technology and our extensive international experience to help create an accessible healthcare system. We comply with Western standards and the UN Sustainable Development Goals.

#### What we do

We help our clients develop and realise their medical infrastructure projects with specialised consultancy, financing, facility development, medical equipment planning & procurement, video consulting and project implementation. We often work in partnerships with local and international specialised companies to ensure optimal results at lowest costs. Our technological and financial models enable us to create tailor-made solutions, based on proven concepts, for each client. We focus on Africa and the Middle East.

## Health Works

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📱 @HealthWorks  
🔍 Development, Health, NGO



Health Works is a Dutch aid agency that restores and strengthens health care systems in areas affected by war and disasters. In these areas people are facing the immense task of rebuilding society while suffering from poverty, diseases and the emotional consequences of conflict. We use health both as 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 restore mutual trust. We have implemented projects in over 28 countries since 1992. At this moment we actively work in five countries.

Our mission is to enhance the ability of communities in fragile states to better manage and maintain their own health and wellbeing. We envision a world where everyone contributes to their own health because they are included in social networks and have equal access to a full range of public services.

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, as people cannot heal in an 'unhealthy' society. Therefore, we use an integrated approach to address the problems from different perspectives. Our main fields of expertise and focus are:

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

## Hippus

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📱 Ergonomics, Medical device, Prevention



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).

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.

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.

## Hospitainer

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🌐 <http://www.hospitainer.com>

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📱 @Hospitainer

🔍 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.

## IDBH Senso

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📱

🔍 Public health, Business Development, Healthcare



IDBH Senso BV (2018), stands for Indonesian Dutch Business House Social Enterprise Solutions (IDBH), a Dutch company founded by three experienced entrepreneurs with their roots in Indonesia. IDBH has a dedicated focus on doing business in and with Indonesia, always in collaboration with local partners from both sides. Our objective is to realize sustainable impact by delivering Healthcare services and solutions in three focus areas: knowledge development, community development and Health IT. In our positioning, we fulfil a bridging role between the Netherlands and Indonesia in addressing Indonesian care challenges and to subsequently fulfil an intermediary role. Depending on the challenge and related scope, we act as project developer, project integrator or solution provider.

### Roots and local experience

We combine our local presence in Indonesia and strong international network with extensive knowledge and experience in doing business and establishing partnerships between Indonesia and the Netherlands. We are passionate about driving the business and cultural relationship between Indonesia and the Netherlands to the next level. Through our services, products and partnerships we engage with our customers and local partners in projects and programs to realize long-term impact and become a trusted partner in the Indonesian Dutch business arena. Our ambition for the future is to also broaden our scope to other sectors in Indonesia.

## 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) dermatology 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 the manufacturer of XiltriX, the industry standard in network-based, real-time laboratory monitoring, data logging and alarm systems worldwide.

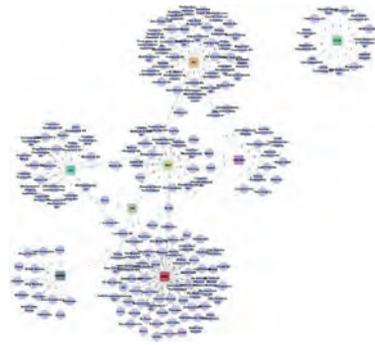
XiltriX records and alarms the temperature of all laboratory storage equipment in real time, 24 hours a day, locally via an internal network or through the internet. The system can also be set for other important parameters as it covers many different options for failure reporting and follow-up protocols including door opening, pressure, CO<sub>2</sub>, O<sub>2</sub>, particle counting, and VOCs. The system also offers our partners wired or wireless solutions, or a combination of both, for total flexibility.

XiltriX is the solution for every quality system as it meets the highest worldwide standards such as the FDA, GLP and 21 CFR part 11. We support our partners at every stage in the laboratory monitoring process whether it be specifications, programming, maintenance, calibration and validation of the XiltriX system.

## 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)!

## IMS Medical

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🔍 Automation, Improvement, Logistics



**IMS Medical** is dedicated to making healthcare safer, more sustainable and more efficient. For the benefit of patients, personnel and the organisation it develops innovative products and solutions that contribute to the sustainability, efficiency and safety in hospitals and nursing homes around the world.

### Products include:

- The VMARC: a robotic wash facility to clean hospital beds better, faster and cheaper. This product is awarded with the EU Procurement Innovation Award in 2014.
- The Movero: a universal electric driver to move trolleys and hospital beds more efficient and without physical strain. It can be fitted under almost any trolley or hospital bed and pull weights of upto 750 kg.
- The Severo: this professional electric pill grinder is the best and safest solution for patients and healthcare professionals and the preferred choice of thousands of hospitals, nursing homes and veterinary clinics around the world.

## INCISION

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📱 @Incisionacademy

🔍 Medical education & training

incision



### 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).

## Indes

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📱

🔍 Production, Medical device, Medical equipment

INDES



### Creating products people rely on

Indes creates innovative products for people. Products that people rely on. Successful products, because they genuinely improve the everyday life of your customers. That demands not only creativity, but also technology that is geared towards your market. These are the qualities that make Indes so strong.

We deliver integrated product development solutions for clients with ambitions in the Medical Cure, Human Care and E-mobility sectors. We have been creating successful innovations for 25 years. We manage the complete life cycle, from the initial concept phase to the supply of high-quality products.

### Product Development

Indes has a quarter of a century of product development experience, giving you a competitive advantage. We understand just how important user-centered design is. And how to combine market needs with technological developments. Our expertise and structured approach enables us to develop distinctive and successful products, which in turn enables you to increase your market position in a structured manner.

### Production Management & Supply

From our locations in the Netherlands and China, we work with a carefully selected network of preferred suppliers. This enables us to safeguard the design intent, quality and timely supply of your product. Indes offers an integrated development and supply solution, so you can rest assured that your product is in safe hands.

## INTOS

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📍 Development & production, Healthcare solutions, Laboratory



### Full service interior specialist

INTOS is an innovative, international company specialized in high-quality interior finishing and fitting out. Based in the Netherlands and Dubai, INTOS has become –in its 25 years- one of the largest full service interior contracting companies in the Netherlands. Our mission is to add intellect to our craft profession. We offer the best integral solutions for construction and interior with the highest quality and service. INTOS arranges total project management, development, engineering, manufacturing and installation. We focus on niche markets, namely Airports, Business Retail and Non-profit, Medical & Shielding and Maintenance, so that our knowledge and specialization offer the greatest added value for our customers.

### Knowledge partner in healthcare, medical and shielding areas

The engineers of INTOS' division Medical & Shielding create specialized interior solutions within the healthcare sector. INTOS creates furniture items up to complete interiors for general healthcare areas, like nursery departments, reception areas and restaurants. As well for areas where more specific expertise is required like laboratories, surgery rooms, clean rooms and shielded rooms. Besides, INTOS is a lead glass supplier and delivers other items in which lead is processed, like walls and doors in all sorts of shapes and sizes. Through the years we have completed numerous projects for (academic) hospitals, biotech companies, research institutions, mobile population survey parties and companies in dental care. This experience makes INTOS a reliable knowledge partner for healthcare and life science organizations.

## Invest Utrecht

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📍 Public-private partnerships, Business development



Invest Utrecht, the Foreign Investment Agency of the Province of Utrecht is a one-stop shop for practical assistance and information services to help companies establish and maintain operations in Utrecht. We actively help foreign companies set up their business, but we also support the more than 900 foreign companies that are already established in the province. All our services are free of charge and confidential.

**Jan Snel**

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📱 @JanSnelGroup

🔍 Construction, Modular healthcare, Operating theatres



Jan Snel is a leading international company with over half a century of experience and expertise in flexible accommodation. Since then we have grown to a company employing over 320 people and generating a yearly turnover of €125 million.

We have executed numerous turnkey modular healthcare buildings for operation theatres, MRI and CT rooms, laboratories, (mobile) CSSD facilities.

With partner Siemens Healthineers we have realized a new Centre for Nuclear Medicine of 1.070 m<sup>2</sup> and a new building of 2.600 m<sup>2</sup> including six operating theatres of which one hybrid for the Admiraal De Ruyter Hospital in Goes.

Our prefabricated modular construction system makes it possible to construct twice the speed in building time with significantly lower cost comparing to traditional construction. Our buildings comply with the latest standards.

We know how to translate our customers' needs and requirements into permanent or temporary medical building solutions. For sale, rent or lease.

Jan Snel is a dynamic and professional partner which guarantee quality, speed and flexibility.

**Medical Building Solutions...we get the job done!**

**KCS Cleanroom Systems**

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📱

🔍 Design, Engineering, Manufacturing

**General**

Karsten Cleanroom Systems (KCS) is a specialized cleanroom company operating in Europe, Asia, Africa and Australia. KCS has its own factories in NL and China. KCS has total staff of 130p and 150p variable. Turnover is Euro 20-25 mio with consistent solid profit level.

**Scope**

KCS business scope comprises design, supply and installation of;

- Complete cleanroom configurations for pharma/biotech industries
- Pharmacies and operating theatres for hospitals
- Laboratories and special environment solutions

**KCS unique system**

KCS has its own unique cleanroom system where all components fit to an airtight clean environment designed to its specific requirement for safe and highly controlled processes or activities. The KCS system has unique features which are valued by many high reputable clients.

**Special products**

KCS has a sister company (IPCO LTD) which manufactures specialized products for cleanroom and hospital environments, like;

- **BIOLED PRO** LED Lights
- **KOMPA PRO** Concealed automatic door closers
- **SUPRA** Pass Through Boxes
- **SLIMLINE** Gas and Airtight Doors
- **CLEANSEAL** Pipe seals a.o.
- **FLAMINGO** Hermetic sliding doors

These special products have advanced designs and applications. All these products are produced in our brand new factory in Shanghai. The combination of advanced European technology and the qualified, high quality manufacturing capacities of KCS China creates a favorable price/quality ratio.

For any more information please visit our websites;

[www.kcscleanroom.com](http://www.kcscleanroom.com)

[www.bioledpro.com](http://www.bioledpro.com)

[www.ipco.top](http://www.ipco.top)

**KIT Health**

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 🔍 Consultancy, Research



**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 Precision**

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 📱 @KMWEprecision  
 🔍 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 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

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📍 Laboratory



LabForRent provides the most efficient professional interface between supply and demand of laboratories, equipment and expertise. The user-friendly, digital market place displays an overview of available laboratories within companies, knowledge institutes, hospitals and incubators and on science parks. If you are looking for lab space, you will find it on [www.LabForRent.nl](http://www.LabForRent.nl). Not everyone has a proper network to find where lab space is for rent. That applies especially to start-ups or foreign companies. LabForRent provides a clear picture of the supply of laboratories, equipment and expertise!

LabForRent connects Life Sciences companies and promotes cooperation and innovation.

Looking for lab space? LabForRent brings your query to the attention of science parks, multi-tenanted business premises and companies that offer lab space. We do this by including your query in our newsletter that go out to all offering parties. They can then contact you directly without the intervention of LabForRent.

### Why rent a lab?

- You save on investment in real estate
- You are free to relocate
- You can use the available facilities and services

### Offering lab space?

- Your laboratory comes to the attention of the right target group
- Interested parties will contact you directly
- No contract or commission; you only pay for the advertising costs
- Your advertisement is online for at least one year
- For companies in the Netherlands and abroad
- Website in Dutch and in English

## Lead2Fix

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📍 Construction, Radiation



### Radiation-proof areas built more quickly, easily, accurately and cleanly

Lead2Fix is an innovative producer and supplier of smart solutions in radiation protection. Our aim is to offer a suitable answer to the market's need for speed, practicality and flexibility in the construction and modification of radiation-proof facilities, e.g. operating theatres, radiology departments, private clinics and dental practices.

Our main products are smart lead lined plaster panels: VarioShield and VarioShieldPlus. These panels can be supplied with all current lead thicknesses and in all sizes and are therefore very easy to handle. The VarioShieldPlus panel has a smart overlap that allows radiation-proof areas to be built even quicker.

These panels have many advantages for all involved in the construction of health facilities. Constructors and workers avoid the risk of muscular strain and back complaints, they greatly reduce the risk of damage during transport and application, and the application process itself is up to 50% more efficient. This saves time and money, which also benefits the main contractor and the proprietor. VarioShield and VarioShieldPlus are environmental friendly (delivered to size, less waste, less transport movements) and will contribute to a high quality end result.

Lead2Fix is also supplier of standard sizes lead lined plaster panels, rolled lead sheets, wall sockets and mounting materials.

## Ledger Leopard

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🔍 Patient flow management, E-health & ICT

### Your partner for enterprise-ready blockchain solutions

Ledger Leopard is a rapidly growing international blockchain-technology company of global experts who are equipped with both professional experience and entrepreneurial mindset, brought together by a single passion for disrupting industries with blockchain technology. Ledger Leopard believes every organization must be able to leverage all the benefits of blockchain technology with little-to-no experience at all. Therefore we provide an API-based blockchain platform to enable developers and organizations to build their own decentralized applications (dApps) right away. Ledger Leopard also helps organizations explore blockchain technology and deliver custom enterprise-grade decentralized applications (dApps). We have already successfully delivered numerous certified blockchain solutions in the healthcare sector, such as Block-chainBaby and MijnZorgLog, bringing home “The Best ICT Project of the Year” award by Computable Awards 2017.

## LeQuest

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🔍 Education & training, E-health & ICT, Health system strengthening



### e-Training and certification of medical professionals

LeQuest trains and certifies medical professionals in the use of medical technology through customized e-trainings by simulation.

### Competence in medical technology

The rapid technological developments in the healthcare industry increase the possibilities to treat patients successfully. Technological advances, however, also create complications when healthcare professionals are not properly instructed which endangers the quality of care. There is also increasing pressure from the healthcare industry and government legislators to better instruct healthcare professionals in the use of medical technology and to make their competence levels more transparent and measurable. LeQuest supports medical professionals in this process.

### Learn to use a medical device in a simulated environment

LeQuest's e-trainings simulate the behaviour of a medical device. Through interactive assignments in these simulations, the trainee can master the required knowledge step by step. This innovative approach to online training creates a motivating learning experience while ensuring the user fully comprehends the features and develops the necessary competences and skills needed to handle the device.

## 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.

## Lode

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🔍 Medical & sports performance device

**Lode**



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.

Nowadays Lode is world renowned as a manufacturer of high quality, reliable and accurate medical and sports performance products. With that, Lode supports medical professionals, researchers, movement scientists and coaches.

Lode wants to develop customer-oriented, innovative and sustainable products that are easy to use, enabling professionals to focus entirely on their clients.

Lode aims to contribute to improving the quality of life by enabling people to live their lives independently as long as possible and in good health.

**Lode – for Life!**

**Maastricht UMC+**

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Maastricht University Medical Center+ is known both nationally and internationally for its focus on prevention. In other words, it goes beyond recovery alone to help people maintain and actively improve their health. In addition to top-level clinical diagnostics and top referral patient care, its core tasks are medical research and training, areas in which it is well known for its multidisciplinary and problem-based approach.

Maastricht UMC+ has 715 beds, approximately 7000 staff and 4000 students. It is a member of the Netherlands Federation of University Medical Centres (see also [www.nfu.nl](http://www.nfu.nl)).

For more information, visit [www.mumc.nl](http://www.mumc.nl), [www.brightlands.com](http://www.brightlands.com), and [www.maastrichtuniversity.nl](http://www.maastrichtuniversity.nl).

**Medical Export Group**

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 📱 Emergency kits, Medical wholesaler, Turnkey



**Too many people around the globe have no access to basic healthcare. The Medical Export Group (MEG) is committed to improving access to healthcare in low and middle-income countries by providing high quality products and services.**

Since 1980, we provide medical and laboratory equipment, medication and medical supplies to people in low and middle-income countries all over the world. MEG is an ISO-certified, GDP-compliant and USAID-approved pharmaceutical wholesale organisation with more than 100 professional, dedicated and knowledgeable employees working from our integrated office and warehouse in Vuren, the Netherlands. MEG offers a full-service partnership which puts all this expertise to use delivering customised, turnkey solutions

In addition to our project wholesale activities, MEG offers three key solutions:

- Kitting solutions by offering pre-packed medical kits for emergency situations. We offer standard, internationally recognised kits as well as fully customized kits.
- Local sourcing solutions by means of an established network of qualified local wholesalers and manufacturers in various sub-Saharan countries.
- Turnkey solutions for hospitals providing goods, training, installation, maintenance and after sales.

## 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.

## MedicalX

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🔍 Medical education & 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 fulfil 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 centres outside the operating room and without risks to human patients.

**Medify**

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**Medify produces software to clarify healthcare for both patients and healthcare professionals and help hospitals in their digital transformation.**

Founded in 2011 as the healthcare spin-off from INDG (digital experience of physical products), Medify brought their visualisation and 3D imaging capabilities and combined these with a strong Software As A Service (SAAS) platform.

Our software framework is able to present interactive visual information (if needed in 3D) to patients on any device, while gathering the patient data for healthcare professionals to use. Our applications are customized for each hospital, available for all procedures, adjustable via an intuitive CMS and managed within a Control Panel.

Introducing Medify means digital transforming the hospital. Information and communication flows are optimized and tasks of hospital personnel may be altered. Therefore implementation and change management is an important part of the services of Medify. By smart integration in the clinical process consultation time can be shortened skipped entirely, informed consent is already obtained digitally and hospitals receive a categorized risk outcome per patient allowing focus in the right places. For patients, quality of care improves, while the frequency and time spend in the hospital and on travelling to the hospital is kept to a minimum.

**MediLingua**

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 📱  
 🔍



**Your specialist language partner of choice for all your medical and pharmaceutical translation needs.**

**Our Expertise**

Medical translations require not just knowledge of the language, but also clear insight into the matter and process. As a specialist in medical translation we are obviously very much at home in the worlds of medicines, clinical trials, and medical devices. We also have a lot of translation expertise for complex products such as orthopaedic implants, dentistry, ophthalmology and audiology.

**Our Services**

MediLingua offers a broad range of services, covering all aspects of medical translations, including editing, in-country review, DTP & proofreading, and readability and usability testing of information. We also take great pride in providing a range of additional services that allow for even more quality control over the final product.

**Specialised Areas**

- Medicines
- Clinical Trials
- Medical Devices
- Orthopaedic & Dental Implants

**Medisit**

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*By combining the latest findings in ergonomics with high quality components and sophisticated design, Medisit has re-invented sitting comfortably.*

Medisit has in-house R&D and all the products are being manufactured in Holland. Our product range includes laboratory chairs, blood sampling chairs, surgeon and assistant stools, sit stand stools, patient chairs and recliners, ophthalmic chairs, etc.

**Medisit: the better alternative for existing seating solutions!**

What Medisit stands for:

**Result!** It is about the outcome, not the sale: from your first contact until the job's done, our entire focus is on solving your seating 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 use the highest possible quality in our products. You don't always see it but you most certainly will experience it.

**Extensive product range!** Medisit offers the widest range in medical seating solutions and very frequent new products are added. And can't you find what you are looking for? Contact us and we are almost sure that we can help you with a custom made solution.

**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 maintenance.

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.

### Mensken

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🔍 E-health & ICT, Mobility & rehabilitation, Homecare & elderly care



#### Personalized Senior Care using Big Data

Mensken delivers an eHealth-platform with assessments for senior care. These assessments instantly calculate the needed care activity and hours assisting professionals to make a right personalized care plan. The results are better quality of care, longer living patients, 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 senior care.

All assessments and the calculated results are scientifically validated by these academics.

Specific solutions are delivered for Homecare, Nursing Homes, Hospitals, Rehabilitation, and Mental Health. High quality data is turned into dashboards for tuning existing care policies for Nursing homes, Insurance companies and Governments.

Our activities are currently in The Netherlands, Brazil and China.

### Metaflex Doors Europe

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🔍 Door-automation, Operating theatres, Sliding-doors



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

Specially for the healthcare market Metaflex has developed 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 solution for areas where safety, reliability and ease of use are self-evident. Metaflex Intelligence is the latest 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 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.

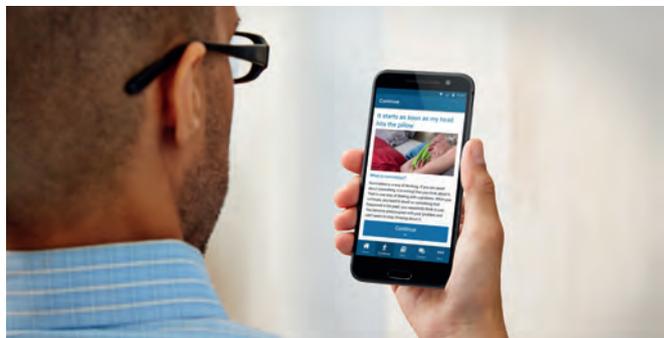
Micro-Serve laboratory services include:

- 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 believe in empowering people to master their own wellbeing. Through smart use of technology we facilitate digitally enabled care. People can follow their own personal route to positive change.

Our product is a secure, easy-to-use communications platform plus a catalogue of mobile-first interventions. Additionally, we offer a CMS for users to develop their own interventions and a toolbox for the professional, consisting of diaries, plans, notifications, video sessions and social support functions.

Our solution includes:

- Secure communications platform, in mobile app and browser
- Catalogue of mobile digital interventions
- Social Support Network
- CMS for users to develop their own interventions
- E-health implementation framework

Users of Minddistrict 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 health care, for more people, at lower costs.

**Motek**

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 🔍 Rehabilitation, Research, Human movement



**Setting standards for human movement research and treatment**

*“Empowering leading scientists and clinics to explore new ways to study balance and movement disorders through advanced technology: that’s what makes us tick.” - Barry Hes, CEO Motek*

As a technology leader with almost 20 years of experience in the field of virtual reality and real-time feedback, we provide our clients with highly innovative and versatile rehabilitation tools to empower them to research and treat human movement disorders. Our high-tech devices, powerful software and full set of long-term services not only provide endless opportunities in movement exploration and treatment, but also make us the perfect partner along the way.

Motek’s benchmark systems combine high-end instrumented treadmills and balance platforms with sophisticated virtual reality and motion capture technologies. Synchronized by our patented software, they provide customers with precise analyses and evaluations. Together with Motek’s flexible virtual reality applications, we enable therapists and researchers alike to develop the perfect training or research set-up. With the implementation of games and VR environment into our applications, the patient experiences a visible, enjoyable and motivating progress.

Strengthened by our close relations with both the research and clinical fields, we facilitate the conversion of scientific findings into clinical protocols.

Together, we will set future standards that will help to maintain a healthy and independent lifestyle for every person.

**NAMCO Healthcare Technology**

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 📱 Field Safety Corrective Actions (FSCA), Maintenance



**NAMCO is a globally operating company in the healthcare sector. Projects go along the lines of Innovation and Regulatory Affairs with regard to Medical Technology.**

- NAMCO’s services include:
- Implementation of Safe Technology at Healthcare Providers;
  - Safety and Risk Management Programs;
  - Board Room / Strategic Consultancy;
  - Fact finding surveys / Quick scans / Audits;
  - Vigilance support;

FSCA.com is a new service as per mid-2017. Within the regulatory framework for Post Market Surveillance, FSCA.com provides a vigilance tool for follow-up on Field Safety Corrective Actions (medical devices and pharmaceuticals).

### Nelipak Healthcare Packaging

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🔍 Design, Medical packaging, Sealing machines



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 North America: Cranston, RI; Phoenix & Tucson AZ: Whitehall, PA; Liberty, NC; Europe: Venray, the Netherlands; Galway, Ireland; Latin America: Juncos & Humacao, Puerto Rico and San Jose, Costa Rica.

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.

### Neurosign

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📱

🔍 Disposables, Monitoring, Operating theatres



At Neurosign we are dedicated to providing reliable, cost-effective nerve monitors, accessories and consumables. Since 1990 we have been working with surgeons to preserve nerve integrity and protect patient outcomes.

The Neurosign range of high-quality, disposable IONM consumables provide solutions to meet the surgeon's needs.

Neurosign stimulating probes provide effective nerve stimulation during surgery; with a wide range of probe designs, there is a Neurosign probe to meet your requirements.

Neurosign Lantern Laryngeal Electrode provides complete cord contact for effective Recurrent Laryngeal Nerve monitoring; the patented and revolutionary lantern design ensures contact even when the endotracheal tube position is suboptimal.

Neurosign subdermal needle electrodes are packaged in kits to improve efficiency; when used with the Neurosign V4 Intraoperative Nerve Monitor, the colour coding continues to the on-screen channels.

With surgeon insight at the heart of our development process, the Neurosign V4 Intraoperative Nerve Monitor combines more than 25 years of experience with a touch-screen monitor, an integral trolley system and simple intuitive software; simplifying nerve monitoring and allowing the surgeon to concentrate on the procedure, confident that the nerve monitor will warn of nerve proximity.

Neurosign nerve monitors, accessories and consumables are marketed globally by Technomed through a network of distribution partnerships. If you are interested in partnering with Technomed and Neurosign and want to know more about commercializing the Neurosign V4 Intraoperative Nerve Monitor, accessories and consumables, please contact Technomed.

## NewCompliance

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🔍 Monitoring, Health IT, Efficiency



**NewCompliance, founded in 2006, is one of the award winning leading companies to utilize modern, interoperable IT platforms to improve safety and efficiency levels in hospitals throughout the whole surgical patient journey. We enable critical care teams around the world to do their job better and safer, providing them with actionable information. Our mission is to keep increasing patient safety and efficiency in more and more hospitals around the world.**

Responding to the need for innovation of information in the OR, we develop big data-driven visualization and control solutions for our customers. With our OR-Cockpit we support the caregiver with predictive dashboarding and analytics solutions for e.g. Surgery, Emergency and Intensive Care departments, all through one central system which is easily operated through large wall-mounted touchscreen displays.

The OR-Cockpit continuously scans all patient safety conditions and risk factors and provides the team with actionable information. Furthermore the OR-cockpit optimizes OR productivity, minimizes surgical site infections (SSI's), reduces material costs and provides unprecedented analytics and reports by integrating data from any source system and equipment (EMR, BMS and other OR equipment). Optional modules include resource planning, bed logistics and patient engagement solutions.

NewCompliance is now a market leader for Safe Surgery dashboarding, running in over 35 health systems in Europe. Entering the US market in 2017, we are currently implementing the OR-Cockpit in several US health systems. Houston's leading hospital group, Memorial Hermann, is going live with the solution in July 2019.

## Nictiz

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🔍 Connect, Health IT



Nictiz is the centre of expertise for standardisation and eHealth "Nictiz works towards better healthcare through better information. We support the healthcare sector in the use of IT to improve quality and efficiency within healthcare."

In consultation with and at the request of the healthcare sector, Nictiz is continuously developing and refining national standards for electronic communications in healthcare. Furthermore, Nictiz supports the sector in developing functional IT solutions that can be used nationwide, and contributes to policy making on IT issues as they relate to healthcare on a national and international level.

### Standardisation:

- How to achieve an information standard and advice on the use of this
- The use of existing information standards, such as GP observation and child healthcare
- How to achieve standardisation within healthcare
- The possibilities offered by healthcare information architecture

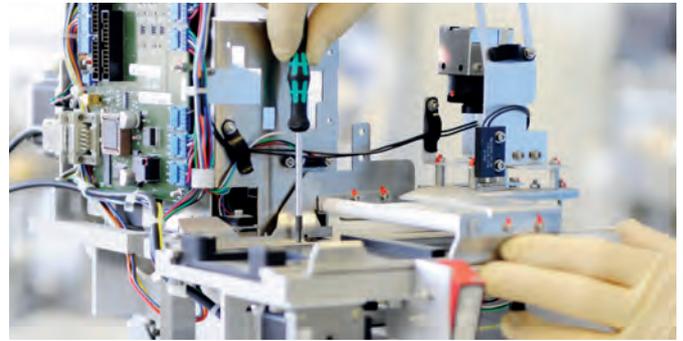
### eHealth and TrendITion™:

- The annual eHealth Monitor
- Insight into and overview of the concept of 'eHealth'
- Insight into the availability and use of eHealth applications by healthcare providers and patients
- Participation in various platforms, including Patients and eHealth, iZiekenhuis and the regional architecture platform

If your topic is not listed, please do not hesitate to contact Nictiz. We may be able to assist you in another way or put you in contact with other relevant organisations.

**Nijdra Group**

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 🔍 Assembly, Production, Co-Engineering

**Nijdra Group**

Nijdra Group is a professional supplier of fine mechanical parts and mechatronic modules meant for the high-tech industry. Nijdra Group is a third generation family business (since 1947) and unburdens its clients with co-engineering, production and assembly. Thanks to the wealth of experience in the high-tech industry, we can offer added value in each phase – from development to final product. We are ISO 9001, ISO 14001 and ISO 13485 certified. Some international references are: Philips Healthcare (global preferred supplier) and Carl Zeiss Medical (medical microscopes).

**Co-engineering**

With co-engineering, we think along with the client in an early stage of design. We use our sector experience to find the most optimal solution for the manufacturability and reproducibility of parts and compositions.

**Production**

From prototyping to serial production of fine mechanical parts. This is realised through highly automated and robotised machine factories with little human labour involved (low volume, high complexity, low costs).

**Assembly**

For the OEM clients, the mechatronic modules are completely assembled and tested. All chain concerns are taken away, so that OEM clients can focus on unburdening their end customer.

**Noordhoff Health**

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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 care and cure 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

## NoSoapCompany

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connected disinfectant dispenser concepts

### Do the people in your facility do enough for hand-hygiene? Do you?

Most common ailments and diseases are spread by handshakes and other direct and indirect hand contacts.

Professional equipment suitable for public use is still rare. Several seemingly simple solutions do not work well and introduce other problems. Monitoring (Internet of Things) is highly desirable but affordable and practical technical solutions are only just emerging.

NoSoapCompany was founded to create holistic systems solutions for this very real, growing need in society. Our new public disinfectant dispenser unit is suitable for heavy duty use, in public areas (Hospitals, Clinics, Kitchens, Malls).

Of course it is non-touch. With months of battery autonomy, it uses a rechargeable battery. It is intuitive and friendly. It has a drip tray that really works well.

AND it is using state-of-the-art SigFox communication technology. You can now easily generate detailed usage statistics, and benefit from proactive maintenance. Per client, per floor, per unit... you decide. This is important, because nowadays, costs of monitoring, preventing empty units and outage, and the monitoring challenges can easily cost much more than the equipment itself.

In this case, the same low cost system has coverage in many countries - switch on and it connects itself. It is not dependent on one local network operator. It consumes the lowest power of all technologies, and has the best penetration in buildings. It does not require lots of Sims, IP addresses or WiFi transmitters. It does NOT connect to your clients local network. It is virtually unhackable.

**Contact us to see how we can combat infections - everywhere!**

## Nutricia Medical Advanced Nutrition

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### About Nutricia Advanced Medical Nutrition

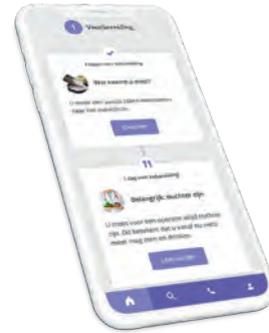
Nutricia Advanced Medical Nutrition is a specialised business of Danone, focused on pioneering nutritional solutions that help people live healthier and longer lives. Nutricia aims to establish medical nutrition as an integral part of healthcare, expanding Danone's mission to bring health through food 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.

### Patient Journey App

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📱  
🔍 e-Health, Patient care, education & training



Patient Journey App was founded in 2014 and has already published more than 100 apps in 10 different countries.

#### Educate. Monitor. Improve.

Offer the best possible care at every step of your patients' treatment.

#### Educate

Guide your patients and their loved with the dynamic app timeline. Ensure patients have enough knowledge to participate in shared decision making and manage their condition. Use push notifications to share useful information with patients about matters such as the fasting protocol, wound care information, exercises and when to take medications. Receive feedback about your patients' experiences through the app surveys and draw upon the results to continuously improve your service.

#### Monitor

Monitor the progress of each patient with our system and create signals based upon threshold values for pain levels, medication usage, nausea, fever or anxiety.

Make patients aware of the effect of the treatment by sharing weekly pain scores, ability to perform exercises and their limitations in daily life due to medication side effects.

Use PROMs and PREMs questionnaires to obtain data on your patients' outcomes and experience via our own PROMs-tool OnlinePROMS.

Gather even more information on your patients' progress by connecting to their phone, tablet or watch (Apple HealthKit, GoogleFit).

#### Improve

Scientific research performed on the effect of the app show significant improvements in the area of knowledge, Quality of Life, clinical outcomes, level of involvement and patient satisfaction. Articles on the research have been published in JMIR mHealth.

### 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 ground-breaking 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.

As well as being able to deliver outstanding individual products, we offer an integrated proposition across the health continuum, connecting providers and consumers for better outcomes and higher productivity. More and more we are partnering with customers in new business models; no longer selling products in a ‘transactional’ manner but through long-term strategic partnerships.

This drives a need for Philips to provide integrated offerings across our businesses. For this reason, we have moved from a holding company model, with independently run businesses, towards a more integrated approach. Today, our business groups are clustered around three logical themes:

- Personal Health businesses - Enabling people to take care of their health by delivering connected products and services.
- Diagnosis & Treatment businesses - Enabling efficient, first-time-right diagnosis and precision therapies through digital imaging and clinical informatics solutions.
- Connected Care & Health Informatics businesses - Empowering consumers and care professionals with predictive patient analytics and clinical informatics solutions. This cluster is characterized by a high degree of informatics and software-related competencies (including the HealthSuite digital platform) which go across the health continuum.

### Portavita

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 🔍 Anticoagulation, Chronic care, Prevention



Portavita established in 2002 in Amsterdam, is a leading Dutch eHealth supplier with proven experience in innovative healthcare delivery. Portavita’s Health Management Platform (HMP) supports 70 regional organisations (in the Netherlands, Russia, Suriname, Curaçao, Tatarstan and Ireland) treating over 600.000 patients in a multidisciplinary setting. Within these medical organisations, 10.000 medical professionals and 100.000 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 support with our platform: regional health registry, programs for screening and prevention (Cardiovascular Risk Management and Elderly Care) coordination and treatment (Diabetes and Asthma/ COPD) and telemedicine (Anticoagulation). Patient participation is an important part of these modules. It also provides options to quickly add new programs based on generic functionalities and results of data analyses. We make it possible to delegate tasks of scarce resources for face-to-face treatment in Hospitals by specialists towards specialized care providers like home care teams, nurse practitioners and healthcare consumers themselves. The specialist delegates tasks but will be able to monitor the whole process.

Portavita is ISO and CE certified and a strong believer in international standards like IHE, HL7 and Snomed CT.

**Proflamps**

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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.

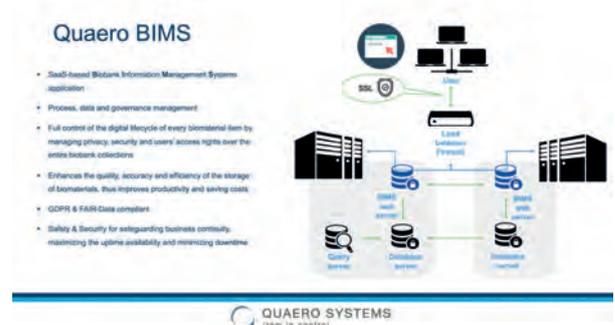
An advanced search engine allows you to search products by Model - Equipment - OEM, and other references. We stock thousands of products from major manufacturers and ISO certified companies.

Mail: [info@proflamps.com](mailto:info@proflamps.com)

Visit in USA: [www.barbizonspecialtylighting.com](http://www.barbizonspecialtylighting.com)

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Quaero Systems B.V. is a company that is specialised in Biobank Information Management Systems (BIMS). Our services and applications are developed using many years of experience in health care and life science logistics. This expertise is brought into action to provide future proof solutions to digitalize biobanks.

Given the long-term storage of biomaterials and data, Quaero Systems invests in a long-term relationship with its customers, offering unique and customized solutions for every customers.

### Resonandina Holanda

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🔍 Diagnostic imaging, Healthcare solutions, Mobile healthcare



Our aim is to develop a positive impact on health in urban and remote areas in Latin America by offering flexibility, accessibility and quality in high-end diagnostic imaging.

The central client offer is the rental of 'turnkey' mobile and semi-mobile diagnostic imaging units (MRI, CT, PET-scan, Cath-Lab) and including maintenance.

To serve 'on the spot' Resonandina has started local establishments in Brazil, Chile, Mexico, Colombia, Argentina, Bolivia and upcoming Peru. Our clients are hospitals, diagnostic centres and groups of medical specialists. Local teams are available to analyze the needs and design specific projects. Whether mobile or semi-mobile, combinations with adjacent services like transport and eventually third party medical- or operational services. Optionally limited needs could be combined in a 'timetable' optimizing the use of the equipment and lowering costs.

We provide tailor-made rental solutions and unique opportunities like;

- 'Plug-and-play'. A complete mobile (MRI) unit on wheels, self-supporting and operational within hours.
- 'Flexible-expansion-of-service'. A complete semi-mobile (MRI) unit as an 'annex' to the hospital. Useful in situations where capacity is needed in a longer period of time: e.g. lack of physical space to install a unit in the hospital, but there is space at the parking lot next to the hospital, the desire to expand the services without the own investment.

Resonandina wants to become 'the' recognized provider in rental services of High-End Mobile Diagnostic Imaging Solutions.

### Rotterdam Partners

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### Official destination marketing organization & investment promotion agency of Rotterdam.

We believe in the power of cooperation. At Rotterdam Partners we work together with many international partners and local businesses in the city, including government organizations, companies, educational institutions, lobby groups, service providers and intermediaries. We offer expertise and support to International and local companies in our city to strengthen our economy.

The Life Sciences & Healthcare (LS&H) community in Rotterdam is a key contributor to the city's overall innovation ecosystem and national business climate. Rotterdam is part of the Medical Delta cluster the largest cluster of LS&H companies and research medical institutions. The LS&H Cluster includes the Erasmus University Medical Center, one of Europe's leading university medical centers in combination with its Technology Transfer Office and Incubator program.

### Life Science & Health Rotterdam

In Rotterdam we see Innovation and Life Science and Health coming together to find new ways to deliver exciting, effective and improved treatments for Health Care patients.

### 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

### Score

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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 **Amazone 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.

### ServiceWare SE

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With our solution Careware, health and care organizations can optimize the (logistical) planning of care appointments while improving service processes. Match the patients; demand for care with the availability of resources (such as healthcare professionals) and generate an optimal planning for patients, healthcare professionals, and the organization. Main advantages for our customers are a more efficient and effective planning of appointments between clients and employees, less paperwork and more transparency between dispatcher, employee and clients.

The care sector is the main market segment for Careware, e.g. home care, medical laboratories, multi-disciplinary rehabilitation care, child health care etc. But also water laboratories, IT Service agencies and facility services use Careware to improve their level of service to their customers.

Careware offers several automated planning engines, to generate optimal routes for employees on route or to find the best possible (time) slot for customer appointments. Careware runs in your browser or as native app.

HelpLine B.V. is part of ServiceWare S.E. ServiceWare is head quartered in Bad Camberg (Hessen, D) with more than 400 employees and subsidiaries in Germany, Austria, Switzerland, Spain, UK, Sweden and The Netherlands.

### Simavi

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 🔍 Basic health, WASH programmes



People can only go to school, work and contribute positively to their community, when they're healthy. That is why Simavi works towards a healthy life for all.

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.

### SMIT mobile equipment

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Established in 1750, Smit is a leading global provider of advanced Mobile and Relocatable solutions and services to the medical sector. Today, the company has a manufacturing facility in the Netherlands and a service organization in the UK.

With a global focus, we work side by side with our customers to open up new horizons in Mobile and Relocatable solutions. Our technically accomplished and distinctive products are built to standards that are unequalled in the market. Our products are certified in accordance with the standards set by the major OEMs (original equipment manufacturers) of diagnostic equipment. The ever-expanding range includes Mobile and Relocatable solutions for MRI, CT, PET/CT, Women's Healthcare, Primary Healthcare, Disaster Medicine, Traumatology, VIP treatment and Military Medicine.

Our products are built with meticulous dedication to quality and respect for the vision of both the operator and the OEM of the medical equipment. Smit offers and delivers unsurpassed Dutch engineering, workmanship, quality controls and specifications. More than ever before, we constantly stretch the boundaries of what we

can build to meet clients' needs in terms of complexity of design, variety of diagnostic equipment and superior standards. Smit is one of the very few companies that is able to take up this challenge and excel at finding optimal solutions.

We combine flexibility of approach and a deep understanding of our clients' operations with a zero error tolerance level in our internal organization. Our primary aim is to make life as enjoyable and easy as possible for our customers and their operators.

### Spectator Healthcare Technology

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 🔍 E-health platform



Founded more than 15 years ago, Spectator Video Technology is a leading provider of Video Control and Service Centre platforms for a variety of mission critical applications in Security, Healthcare and Communication.

The Spectator products allow Healthcare organisations worldwide to increase their efficiency and reduce operational costs, as well as improve the Healthcare access and Quality-of-Life of elderly, less mobile and all those in need.

Spectator Total Concept Solutions are based on video communication and giving remote support to customers and medical staff, in addition to receiving emergency calls from Personal Alarm Systems (PAS), as well as crucial medical information (Telemedicine/eHealth).

The Spectator Communication Platform (SCP): a state-of-the-art multidisciplinary and multiprotocol Central Alarm Monitoring and Management System. The comprehensive Graphical User Interface (GUI) ensures efficient and auditable follow-up, as well as improved compliance and adherence to regulatory requirements.

The SCP platform is able to receive and manage connections with the following Spectator products:

- VAS: The next generation Personal Alarm System that includes bidirectional audio and video for alarm verification and remote control.
- mPAS: The mobile Personal Alarm System for indoor and outdoor use, with integrated fall sensor, accurate GPS positioning and bidirectional audio, ensuring a safe and secure feeling.
- BiDiApp: Developed for iOS and Android, the BiDiApp introduces a wide range of Healthcare, Communication and Multimedia features in one single interface: panic button, Tele-consult, video-communication, home automation and an interactive agenda.

### SPRING SEARCH International

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#### Executive search in Life Sciences & Health | SPRING SEARCH

International mediates for senior executive positions exclusively for the Life Sciences & Health industry.

Our mission is to deliver exceptional leadership to LS&H companies, empowering them to shape the future of healthcare.

We bring a deep knowledge of the industry based on 23 years of experience, excellent search capabilities and a personal, customer focused approach throughout the process.

Our aim is to find you the best talent in the shortest possible time. In achieving that, we are ambitious, creative and flexible. Above all, we are passionate. Passionate about connecting the right people to have an impact in advancing healthcare worldwide.

Do not hesitate to reach out to us for further information.

### Stomydo

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Stomydo is a company based in the Netherlands that focuses on medical devices for ostomy care. We developed the stomashower, an innovative device for ostomates to clean and care for their stoma and surrounding skin. It ensures a better skin condition and improves the quality of life of ostomates with a colostomy, ileostomy or urostomy.

Nowadays ostomates experience a lot of problems and discomfort because of leakages and skin problems. This makes them feel unconfident and limits them in (social) activities. At least 25% of all ostomates worldwide have permanently got skin problems. The stomashower makes it possible for them to hygienically take care of their stoma. Besides that it prevents leakages and improves the skin condition. By using the stomashower the use of materials and (chemical) accessories also will be reduced. This all helps to make ostomates feel confident and secure.

Next to the stomashower we developed another device for ostomates, the waferheater. The waferheater makes it easy to warm the wafer or sticky side of the stomamaterial. By warming the stoma material it will be more flexible and adhere better to the skin. Because of the improved adhesion the material will stick better to the skin and leakages will be prevented. The waferheater and the stomashower both help to make daily ostomycare easier and contribute to a positive life with an ostomy.

**Stomydo offers innovative ostomy devices for hygienic and easy stoma care, ensuring a better skin condition and quality of life for ostomates. For more information please contact us.**

**swyMed Europe**

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🌐 <http://www.swymed.com>✉ [jeff@swymed.com](mailto:jeff@swymed.com)

📱 @swyMed

🔍 Mobile healthcare, Telemedicine, Video conferencing



swyMed provides real-time medical grade video connections through an integrated package of software, data, hardware and services. Based on its patented software platform swyMed enables care providers to see and diagnose patients remotely over high quality video connections using mobile or satellite networks. The solution integrates seamlessly with diagnostic equipment and health information systems like EHR and PACS.

Originally developed in 1996 the technology provided the Atlanta Olympic Games the ability to interactively communicate with their audience in Europe using satellite and landlines.

Today the swyMed solution is focused on delivery high quality video consultations enabling remote patient diagnoses by providing increased access to professional care while improving patient health outcome and lowering overall cost of care.

At the HIMSS 2017 trade show the swyMed DOT - Doctor On Tap - Telemedicine Backpack was introduced purpose built to extend the reach of mobile telemedicine into rural and underserved areas. The combination of the swyMed software and the specialized hardware makes the swyMed DOT Telemedicine Backpack a truly mobile solution for real-time video telemedicine.

For more details, please check [www.swymed.com](http://www.swymed.com) or contact us.

**Synergie Nederland**

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📱 @SynergieNed

🔍 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.

### Telecom Bedrijfscommunicatie

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🔍 Design, Medical distribution, 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 turnaround time
- Spread workload at the lab
- Medical staff can deliver more personalized services
- Efficient, safe, reliable

### Teleconsult Europe

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🔍 Telepathology, Teleradiology



Founded in 2007 by Dutch radiologists, TeleConsult Europe (TCE) offers telemedicine services to hospitals, clinics, diagnostic centres, 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 centres 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 home care, 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.

### Timpel Medical

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📍 Patient care, Monitoring



Timpel is a leading provider of Electrical Impedance Tomography (EIT). Timpel's goal is to provide tools for Healthcare Professionals (HCPs) to increase their focus on patient care, to spend less time making treatment decisions based on assumptions, and to protect the patient from the hidden dangers and unwanted side effects caused by mechanical ventilation.

Timpel innovative technology Enlight 1800 is an advanced EIT system, compatible with all ventilators, designed to support physicians, nurses and respiratory therapists in the mechanical ventilation of patients (neonatal, pediatric and adults).

The system enables real-time, bedside lung function visualization. It is radiation free, only applying an imperceptible electrical current. The resulting impedance variation is measured through electrodes placed around the patient's thorax. Clear and functional images are generated, representing regional distributions of ventilation and perfusion.

Enlight 1800 tools and information enable the HCP to develop an individualized, targeted and timely ventilation strategy based on patient needs.

Using the system, HCPs can easily visualize and understand the impact of ventilation on the patient. The system enables the HCPs to use data to provide on time, individualized ventilation.

All information can be stored and retrieved for documentation and offline analysis.

**TNO**

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📱 @TNO\_nieuws

🔍 E-health, Innovation, Health research

**TNO** innovation  
for life



TNO has over 2600 professionals who put their knowledge and experience to work in creating smart solutions to complex issues. These innovations help 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 topic of Healthy Living we initiate technological and societal innovation for healthy living and a dynamic society. For more information about Healthy Living and TNO go to [www.tno.nl](http://www.tno.nl).

**TOPIC Embedded Systems**

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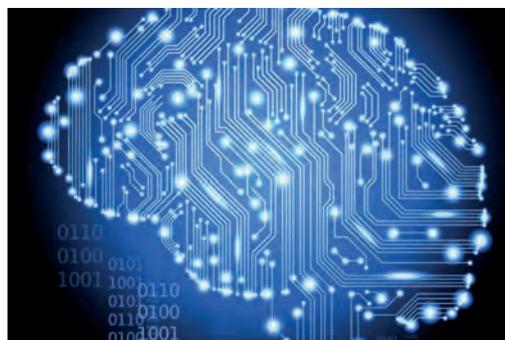
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✉ [info@topic.nl](mailto:info@topic.nl)

📱 @Topic\_Embedded

🔍 Electronics, MedTech, Software

**TOPIC**  
EMBEDDED SYSTEMS



TOPIC Embedded Systems was founded in 1996. For more than 20 years our drive has been to make the world a little better, smarter and healthier every day. We do this by application of our core competences. These are development of embedded software and electronics. Hereby we specialize in systems that deserve the highest quality care such as medical devices. TOPIC has experience in many fields among others oncology, (vascular) imaging, apnoea, pelvic floor therapy, ECG / EEG / EMG, laboratory equipment etc.

Our processes have an open and Agile character and strive to deliver top quality while delivering functionality in a fast, collaborative and iterative way. The TOPIC team consists of best in class engineers and designers. Their knowledge is continuously invested in. We aim to optimally facilitate personal and technical development. Together we are TOPIC.

Many customers trust us with the ongoing development and life cycle support of their products. Our team is proud to build upon the many long-term relations that we have grown with customers of all sizes and geographical locations. We have offices in Best and Delft and growing business in Germany. We serve customers world-wide, accelerating their development, with our portfolio of own products.

Our Quality Management System is Dekra certified and complies to EN ISO-13485:2012. Our Product Creation Process complies to the IEC 62304 standard for Medical Device Software – Software Life Cycle Processes. Many of our customers eventually deliver to the U.S. market. That's why we have committed ourselves to compliance to the FDA QSR.

## TOPIC Healthcare Solutions

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 📱 Healthcare, MedTech, Software



### “We bring technology and workflow together”

At Topic Healthcare Solutions we are leveraging digital healthcare to deliver a new perspective on clinical workflow management in and around operating rooms. Combining an understanding of clinical workflow processes, smart sensors, mathematical models and deep learning algorithms, the Topic Healthcare Solutions team transforms the complexity of clinical processes into a transparent and smoothly running flow.

Our first product WISH (Workflow Improvement System for Hospitals) is a dynamic solution applying real-time sensing (entirely non-invasive to the equipment or processes) to detect relevant steps in an operating procedure. Those data serve to determine the accurate procedure end-time and to re-schedule following operations.

Personalized messages to staff members enable everyone to be at the right place at any time. WISH also identifies the presence of all instruments and devices needed as well as the location of patients. This combination enables any hospital organisation to make better decisions in respect to planning and reach highest utilization of their resources.

WISH can easily be integrated into an existing hospital infrastructure to provide better service and safety to patients, support staff to experience balanced working days and increase an organisation’s overall efficiency.

## Topicus Healthcare

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 🔍 E-health, Prevention, Interoperability



Topicus Healthcare is a Dutch software company, on a mission to connect citizens, healthcare professionals and financiers. Our aim is to contribute towards a (better) balanced healthcare system by people and patient empowerment, community engagement and operational excellence according to the quadruple aim:

1. Better care for individuals
2. Better health for the population
3. Lower costs through improvement
4. Improved provider satisfaction

We at Topicus Public Health believe that early detection of communicable diseases (CDs) and non-communicable diseases (NCDs) make an important contribution to population health and limitation of future healthcare consumption and costs. Therefore, we develop and implement preventive screening platforms for both CDs and NCDs, covering all aspects of screening. During the development and implementation of the platform, we link and connect new and existing organizations, chain partners and application in order to form digitally supported and connected screening pathways. The developed platforms are interoperable and have been realized in accordance with international standards of information exchange (HL7, XDS, DICOM, IHE).

### TRINCO Community & Health International

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#### TRINCO Core activity

TRINCO is headquarters in Amsterdam, the Netherlands as a dedicated networked consultancy firm with focus at transformation in the field of community- and health development. Basically we deliver the cooperation and development on and the execution of Roadmaps that Innovate Community & Health Eco – Systems. We work for governmental bodies, health insurance companies, hospitals & investors as well as partners in conditional areas. We focus on public goals while applying private sector based approaches. So, we're system – integrators delivering solutions on organisational, county & (cross) sector & system level. In short: Creating Commonbase, Empowering People.

#### TRINCO Distinctive competence

We have more than 20 years of executive experience in business, policy & cooperation; bringing backgrounds in psychology, international business and society topics. We are integrative thinkers & actors, working in a networked team of 15 experts and growing partnerships in EMEA - region. We Cooperate, Develop & Execute, in accordance with our distinctive methodology (available on

request). Our background enables us to solve interdependencies and bottlenecks, create Commonbase, align stakeholder interests and build lasting coalitions & breakthrough innovations on issues that often weren't solved for before.

#### TRINCO Roles

Our role may involve interest alignment, coalition building, facilitating content matters, program and project directors & managers; leading processes and progress, solving bottlenecks, exchange of knowledge, working as system - integrators as well as training in project execution & leadership.

#### Meeting you as Prospect and Partners

Given our background and vision, we're always open to explore the needs and challenges of prospects and partnerships with EMEA – focussing organisations that can help leverage impact in transformations to integrative Communities. Further inquiries on our methodology and project examples are available on request.

### Tuttner Europe

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🔍 Steamsterilisers



Tuttner - Your Sterilization & Infection Control Partner For over 90 years.

Tuttner's sterilization and infection control products have been trusted by hospitals, universities, research institutes, clinics and laboratories throughout the world.

Tuttner has earned global recognition as a leader in sterilization and infection control.

Tuttner 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.

## University Medical Centre Groningen

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🔍 Healthy ageing, Innovation, Public health



The University Medical Center Groningen (UMCG) is a large university medical center. Part of the University of Groningen (ARWU 65 / THE 73) and rooted as knowledge hub for the Northern Netherlands. "Healthy Ageing", with ageing as a life-course process, is the overarching theme since 2006 to work towards *Building the Future of Health*.

UMCG is well-known for its cohort studies. The largest biobank and cohort study is Lifelines ([www.lifelines.nl](http://www.lifelines.nl)), an ongoing, three generations, population-based study including 167.729 participants. At the European Research Institute for the Biology of Ageing (ERIBA, [eriba.umcg.nl](http://eriba.umcg.nl)) 11 world-class research groups focus on mechanisms that result in loss of cells with age and decline in function of old cells and tissues. With the recent foundation of the Aletta Jacobs School of Public Health ([aletta.rug.nl](http://aletta.rug.nl)) UMCG now serves the whole spectrum from fundamental to applied and implementation.

UMCG is located on Campus Groningen ([www.campusgroningen.nl](http://www.campusgroningen.nl)), one of the biggest and fastest growing campuses of the Netherlands. The Campus maintains an inspiring ecosystem where high quality researchers and entrepreneurs work together with policymakers on innovative medtech, devices, nutrition and health, and molecules & materials, and analysis of new pharmaceuticals.

UMCG is also founding partner of the Healthy Ageing Network Northern Netherlands ([www.hannn.eu](http://www.hannn.eu)). This regional activity driven cluster includes 100+ SMEs in aforementioned fields.

## Urifoon

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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



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.

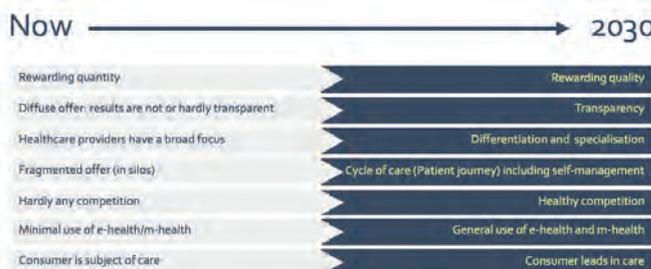
Lead is the most effective radiation protection material available. Thanks to its extreme density, lead facilitates even with low thickness a high level of shielding. Uzimet BV relies on expertise developed in the Netherlands and with over 100 years' experience, we can offer knowledge and technology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

**Value2Health**

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 🔍 Value-based healthcare



**Better healthcare, improved quality of life, containable costs**

**What we believe: healthcare can be more valuable. Everyone should have access to meaningful information to make decisions that drive this value.**

At Value2Health, we believe in value-based healthcare. We want to enable a proper balance between better healthcare, improved quality of life, and manageable costs. Patients and clients stay as healthy as possible, to minimise the need for further healthcare assistance. When healthcare remains needed, we believe that it should be concentrated on the needs and preferences of patients and clients. To do this sustainably, healthcare decisions should focus on minimal value loss and maximum value gain for healthcare consumers, healthcare network and society, on the long-term.

**What we do: We empower everyone who receives, provides or manages healthcare, to make well-informed decisions.**

We do not only talk about value-based healthcare, but we can actually make it happen. We empower everyone who receives, provides or manages healthcare. By giving access to valid, trustworthy and relevant information, we make sure they can make well-informed decisions that drive value. Our solutions are designed to give providers, payers, consumers, governments, life sciences and research institutes a clear understanding of their value-based healthcare position. Our services are data-driven. We collect and process data to report meaningful information on healthcare quality, processes and costs. You can use this to benchmark with peers, perform shared decision making or monitor patient and clients. You can select individual or combined modules.

## Variopool

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📱 @variopool



Variopool is a leading company based in the Netherlands which is specialized in movable swimming pool floors and bulkheads. These products increase the flexibility and functionality of any swimming pool.

A lot of swimming pools already use the benefits which Variopool offers. The reference list includes over 800 installed movable floors and bulkheads found globally in some of the world's famous Aquatic Centres. For example, you can find our installations in the London Aquatic Centre where the Olympics in 2012, and in the accommodation in Baku, Azerbaijan where the first European Games ever took place.

Beside the movable floors for swimming pools in the public sector we also do a lot of projects for therapy pools. The method of aquatic therapy and rehabilitation with a movable floor is widely endorsed in the medical world. The installation of a Variopool floor is essential to achieve maximum results for the revalidation patient. The various target groups for hydrotherapy can make the best possible use of the facilities of the therapy pool, in which the temperature of the water can also be efficiently controlled. The combination of a movable floor and some extra accessories will make the health facilities and aquatic centres more efficient.

## VARI-STEPP

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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

### Wittenburg

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Qualified medical compounder, Specialised compounds, TPE



Wittenburg is a qualified medical compounder designing and manufacturing soft thermoplastic elastomers and speciality engineering plastics compounds to ISO 13485 under the brand name Cawiton®. We have a strong presence as a supplier of polymer compounds to highly regulated and risk-averse 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: in fusion 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 environmentally friendly. We also have products that are: self-lubricating, heat conductive, electrically conductive, metal detectable, hydrophilic modified, anti-microbial and radiopaque.

The Wittenburg Group has the flexibility to support customers worldwide with dedicated compounds in batch sizes from 10 kg to full container loads. We are fuelled by the pioneering spirit to design and compound demanding customised polymer compound solutions in close cooperation with our appreciated customers. How may we help you?

Visit our new Wittenburg Group website for more information.  
[www.wittenburggroup.com](http://www.wittenburggroup.com)

### Young Medical

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Housing concepts, Mobile healthcare, Modular healthcare



Young Medical designs, builds and maintains facilities for the healthcare sector. Temporary facilities to bridge refurbishments projects and to conquer capacity issues. Permanent buildings that remain flexible to future changing needs and bringing innovative and safe solution for patients and staff.

A reference list with a large variety of project is available on request, showing projects in the Caribbean, UK, The Nordics and The Benelux.

Young Medical is very experienced in bringing tailor made solutions and has done so e.g. for the NHS in Scotland by the build and delivery of Minor Injury Units that have taken away the burden of large groups of patients digesting the logistics of the main hospital. Young Medical is an innovative and economic builder of modular structures, supplying its clients with fast and hassle free solutions, tailored to need including financial solutions. Young Medical is ambitious to bring innovative solutions closer to the patient for a better price.

Z

**ZiuZ Medical**

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🔍 Medical device, Medical equipment, Medical analyzers



**Making medication dispensing safer**

ZiuZ Medical is a Dutch knowledge-intensive company specialized in developing cutting-edge visual intelligence technology for pharmaceutical and medical purposes. It is driven by a determination to make a difference when it comes to solving problems in the healthcare space. The company has built a long and successful experience with the Inspector and Photon high volume pouch checking devices. Each day, the contents of over 6.000.000 medication pouches for in-patient- and long term care use is verified and documented by ZiuZ solutions worldwide.

**ZiuZ IRIS**

ZiuZ recently released ZiuZ IRIS, a tabletop pouch checking machine with state of the art technology that enables the content of medication pouches to be checked quickly, accurately and safely. A medicine pouch controlled by IRIS contains exactly the right medication and amount that a patient requires. The small footprint, combined with class-leading performance makes ZiuZ IRIS especially suitable for in-patient hospital pharmacies.



**“We bring technology and workflow together”**

**Challenge**

Device localization and maintenance status verification are time consuming  
Alignment of individual workflows is manual  
Transitions between OR procedures are inefficient

**Solution**

Automatic localization and verification of devices  
Real-time streamlining of OR schedules and connected workflows



**Value Proposition**

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Well-balanced staff  
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# BRANCHES & CLUSTERS

Active within the Dutch Life Sciences & Health sector

### Association Innovative Medicines

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#### Association Innovative Medicines

The association for innovative medicines in the Netherlands - is the industry association for the Dutch branches of 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 biotechnological medicines.

#### About the Association Innovative Medicines

The association promotes its members' interests in pharmaceutical research and the pharmaceutical industry. It follows government policy closely, responds actively to relevant plans, measures and decisions, and contributes to the social debate about the added value of innovative pharmaceutical products. The association consults with care insurers, prescribers, care authorities, politicians and government, and advocates policy that encourages investments, new technologies and innovation. The association translates laws and regulations into practice, assists in legal issues and provides information and advice using practical means such as meetings, brochures, this member network and the electronic newsletter.

#### Protection of Interests

The associations main task is to demonstrate the sector's importance to health care and, using its clout, to influence any planned decisions. The associations lobby work is aimed at creating the best possible conditions for developers and manufacturers of innovative medicines to thrive.

### Brightlands Maastricht Health Campus

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🔍 Regenerative medicine, Precision medicine, Innovative diagnostics



*Brightlands Maastricht Health Campus is a Center of Excellence where researchers and entrepreneurs form together one of the world's leading locations for regenerative medicine, precision medicine & innovative diagnostics.*

#### Access to a business community, knowledge institutes and educational programmes

Brightlands Maastricht Health Campus and surrounding area are home to entrepreneurs, researchers, students, 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.

#### Building new businesses through value creation

Together with Maastricht University (UM) and Maastricht University Medical Center +(MUMC+), Brightlands Maastricht Health Campus focuses on excellent research and education but also on the societal impact and utilization of their academic research. This so called valorization is the process of value creation from knowledge, by making it applicable and available for economic or societal

utilisation, and by translating it in the form of new business, products, services, or processes.

#### The go-to location for medical and biomedical R&D

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 imaging and analysis technologies. Brightlands Maastricht Health Campus is the European centre of excellence leading in the field of imaging. Covering a wide spectrum of biomedical imaging technologies; photon, proton, MRI, mass spec and nano electron microscopy. It also aims to facilitate research into cardiovascular disease and new applications of electrical pulsing technology.

All of these elements make the campus a go-to location for specialist needs of medical start-ups, small, medium-sized and large companies, medical researchers, knowledge institutes and students.

### Dutch Hospital Association (NVZ)

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🔍 Public affairs, Knowledge broker, Trade association



Since its establishment in 1991, the Dutch Hospital Association (NVZ) has grown to be an influential lobbyist in the healthcare sector. The association ensures that the Dutch hospital sector is a strong sector.

Our members are both general hospitals and specialist centers in audiology, cancer, rehabilitation, dialysis, radiation treatment, and more. The NVZ currently counts 107 healthcare institutions as members.

Our objective is to create the conditions and protections our members need to provide high-quality and effective specialist medical care to their patients. For the NVZ, this means care that, from a medical standpoint, leads to the best possible result.

In the 25 years since the NVZ was founded, the healthcare landscape has changed considerably. The most obvious change has been the government's continued withdrawal from healthcare, and its cultivation of a system where patients, care providers and health insurance companies take over the responsibilities. This is precisely why the NVZ is necessary.

Quality care is increasingly in demand – by the government, by insurance companies, but especially by patients. This offers opportunities for the hospital sector. At the top of the NVZ's agenda, therefore, are making quality transparent, making care measurable, and providing insight into the diversity of hospitals and healthcare institutions.

### East Netherlands Development Agency (Oost NL)

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🔍 Biomedical imaging, E-health & ICT, Rehabilitation



Oost NV or the East Netherlands Development Agency (Oost NL as of the 1st of July 2017) promotes economic growth and new jobs in the East Netherlands. We pursue this task by encouraging entrepreneurs to innovate, invest, develop international markets and by creating a beneficial business infrastructure. Our main strongholds in Medical Technology are:

- Rehabilitation technologies & Robotics
- (Bio)Medical Imaging
- eHealth, ICT, embedded software and medical datascience

Next to these fields the region has a strong research and company base in Molecular Life Sciences, Brain & Cognition, Nanotechnologies for Life Sciences (Microfluidics) and (Bio)chemical/pharmaceutical compounds.

People at Oost NL focus their efforts on the knowledge driven share of the companies in the region, especially in the following business sectors: Agro-Food, Life Sciences & Health, High Tech Systems & Materials, Energy and Environmental Technology and Manufacturing industries.

Within Oost NV four separate divisions work together to fulfil these tasks: Innovation & Business Development, Investments, Internationalisation, and Infrastructure. Oost NV carries out the innovation policies of the Ministry of Economic Affairs and the provincial governments of Gelderland and Overijssel.

[www.oostnv.nl](http://www.oostnv.nl) / [www.oostnv.com](http://www.oostnv.com)

### FME Life Sciences & Health cluster

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🔍 Innovation, MedTech, Technology



#### FME

FME is the Netherlands largest business organisation in the technology industry. 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, electrical engineering and plastics sectors. The combined turnover of all FME members is EUR 75 billion, their collective added value amounts to over EUR 21 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)

### Health Valley Netherlands

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🔍 Health system strengthening, Innovation, Matchmaking



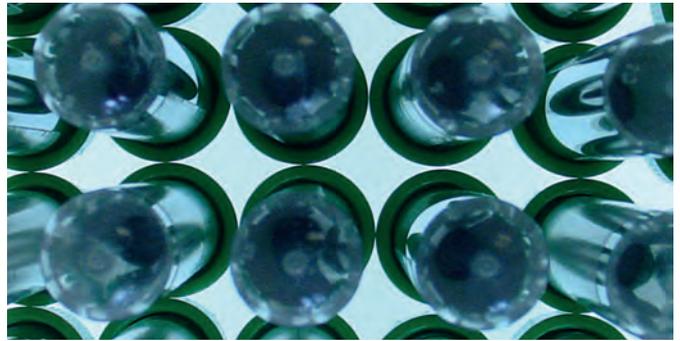
**Health Valley Netherlands** is the biggest Life Sciences & Health innovation network in the Netherlands. The network unites companies, care organisations, knowledge institutes and authorities, and enables them to grow stronger together. Whether we're providing developers with care needs and requirements or delivering innovations to the patient: we bring technology to the care sector, together. Real innovative power develops where the needs of the care sector are integrated into relevant knowledge and expertise, resulting in technological innovations, new medicines or devices, and other methods of working. Through a combination of innovative, market and entrepreneurial strength, our partners give an unmistakable boost to the care sector and also encourage economic growth.

Care is changing dramatically. More and more attention is being paid to the prevention and promotion of health. Diagnosis and treatment are becoming more and more personalised. Care is becoming increasingly patient centred. All these developments call for innovation in the Life Sciences & Health sector. Keeping care affordable, accessible and high in quality.

The annual **Health Valley Event** is the place to be to discover the latest trends and developments in healthcare, to unlock new value and strengthen your network and to participate in shaping the future of healthcare together. [www.healthvalleyevent.com](http://www.healthvalleyevent.com)

**HollandBIO**

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HollandBIO is the Dutch biotech industry association connecting, supporting, and representing approximately over 150 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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 🔍 Open innovation platform, Business acceleration, Matchmaking



**What does MedtechPartners do?** The unique national platform brings medical innovation to life by accelerating ideas to business. Over 50 unique partners participate who can help innovators with both technological questions and business case related issues. So all an innovator needs is to give a pitch during one of the meetings.

**Who are these (medtech) partners?** Companies and public organisations that can add value to the innovation process of life sciences start-ups and firms with growth ambitions. Our partners can help with the design, engineering, development and production of innovations, but also with questions considering IP, clinical trials, CE/FDA regulation, funding and reimbursement.

**How do we make it work?** By targeted matchmaking. We organize 4 MedtechMeetings a year, where the best 5 innovators present their innovation and ask help questions to our partners. That's how they gather matches with several parties and partners have the opportunity to spot new business.

**MedtechPartners 10th years anniversary!** Since 2007 we have helped over 160 promising innovations in the life sciences sector in taking the next step. On average every innovator had 7 matches which resulted in several collaborations. If there is a great invention, but the innovator struggles with questions relating to the technological development and/or business case, we dare to say that our platform is the solution!

**New: BiotechPartners** An invention with biotech characteristics has other challenges during the development. That's why BiotechPartners has been introduced June 2017 in close collaboration with Life Sciences@Work.

Interested? Contact the projectteam of MedtechPartners

### Nefemed

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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

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🔍 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.

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 🔍 Public-private partnership



**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 cooperation 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.

TFHC Partners are looking forward to broaden and strengthen their network!

For more information visit [www.tfhc.nl](http://www.tfhc.nl)



# Keyword register

<b>A</b>	
Africa .....	76
African network.....	24
Air fluidized therapy.....	84
Alarm management .....	90
Anticoagulation .....	77
Architecture .....	31, 42, 43, 50, 92
Assembly .....	74
Automation .....	57, 80
<b>B</b>	
Basic health .....	81
Batteries .....	78
Bed .....	64
Bioburden.....	70
Biomedical imaging.....	97
Burns .....	84
Business acceleration.....	99
Business development .....	49, 55, 59, 79
<b>C</b>	
Capacity planning.....	83
Cardiovascular risk .....	40
Chair .....	27, 80
Childrens bed .....	90
Chronic care .....	77
Co-engineering.....	74
Communicable diseases.....	75
Connect .....	73
Construction.....	27, 53, 60, 62
Consultancy.....	26, 43, 44, 51, 53, 61, 68
Critical machined components .....	61
<b>D</b>	
Dentistry.....	39
Design.....	27, 31, 34, 42, 50, 51, 60, 72, 85, 92
Development.....	26, 49, 54, 57
Development & production .....	47, 59
Diabetes .....	40
Diagnostic imaging .....	37, 56, 79
Digital imaging.....	77
Disposables .....	33, 34, 45, 47, 72
Distribution .....	52
Door-automation .....	29, 69
Durable.....	45
<b>E</b>	
Education & training .....	41, 46, 50, 63, 68, 76
Efficiency .....	32, 42, 73
E-health .....	28, 33, 34, 41, 67, 70, 74, 76, 87, 88
E-health & ICT .....	24, 30, 52, 56, 63, 69, 78, 97
E-health platform .....	82
Electronics .....	75, 87
Emergency kits .....	65
Engineering .....	38, 60
Equipment.....	27, 39, 45, 48, 56, 80, 92
Ergonomics.....	27, 54, 80
<b>F</b>	
Field Safety Corrective Actions (FSCA) .....	71
Flooring .....	50
Furnishing & equipping.....	31, 53
<b>G</b>	
Gait training.....	30
<b>H</b>	
Health .....	37, 43, 54, 75
Health IT .....	32, 40, 52, 66, 67, 73, 75, 77
Health research .....	87
Health system strengthening .....	24, 35, 53, 63, 98
Healthcare .....	32, 33, 42, 43, 55, 88
Healthcare solutions .....	35, 44, 59, 76, 79
Healthy ageing.....	31, 47, 86, 90
High quality .....	40, 45
Histopathology .....	80
Homecare & elderly care .....	69
Hospitals.....	55

Housing concepts .....	26, 82, 86, 93
Human movement .....	71
<b>I</b>	
Improvement .....	57
Incontinence.....	33, 90
Innovation .....	29, 42, 43, 45, 83, 87, 90, 98
Innovative diagnostics.....	96
Interior finishes .....	50
Interoperability .....	88
<b>K</b>	
Knowledge broker .....	97
<b>L</b>	
Laboratory.....	26, 56, 59, 62, 80
Lamps .....	78
Lighting.....	78
Logistics.....	57, 81
<b>M</b>	
Maintenance .....	27, 71
Manufacturing.....	41, 60
Matchmaking .....	98, 99
Mattress .....	64
Mechatronic modules .....	25, 61
Medical & sports performance device.....	64
Medical accessories .....	36
Medical analyzers.....	94
Medical device .. 30, 35, 36, 41, 44, 47, 51, 54, 57, 58, 83, 94	
Medical distribution.....	85
Medical education & training.....	58, 66
Medical equipment .....	41, 58, 94
Medical packaging.....	52, 72
Medical staff.....	49
Medical systems .....	38
Medical ventilator .....	39
Medical wholesaler .....	65
MedTech.....	25, 87, 88, 98
Mental healthcare.....	36, 70
Microbiological laboratory .....	70

Mobile healthcare .....	37, 52, 79, 82, 84, 93
Mobile medical solution .....	55
Mobility & rehabilitation.....	69
Modular healthcare .....	60, 82, 93
Monitor .....	28, 56, 64, 67, 67, 72, 86
Monitoring .....	73

**N**

Neuro diagnostic .....	33
NGO.....	54
Non-invasive diagnostics.....	28, 40
Nutrition.....	75

**O**

Online interventions .....	70
Open innovation platform.....	99, 100
Operating theatres.....	60, 69, 72
Ostomy .....	83

**P**

Patient care .....	29, 44, 47, 52, 76, 81, 86
Patient flow management.....	63
Patient monitoring .....	33, 77
Pneumatic tube system.....	85
Precision medicine .....	96
Pressure ulcer.....	84
Prevention .....	54, 77, 88
Procurement .....	68
Production.....	34, 51, 58, 74
Project management.....	81
Public affairs .....	97
Public health.....	31, 32, 35, 55, 99
Public-private partnership .....	59, 79, 101

**Q**

Qualified medical compounder .....	93
------------------------------------	----

**R**

Radiation .....	62
Recruitment .....	49, 83
Regenerative medicine.....	96

Regulatory affairs ..... 44  
 Rehabilitation ..... 30, 53, 71, 97  
 Research ..... 43, 51, 57, 61, 71, 75  
 Respiration ..... 39

**S**

Sealing machines..... 72  
 Shared decision making ..... 66  
 Simulation ..... 66  
 Sliding-doors ..... 29, 69  
 Software ..... 47, 51, 87, 88  
 Specialised compounds..... 93  
 Staffing ..... 49, 86  
 Steamsterilisers ..... 89  
 Sterility ..... 70  
 System supplier ..... 25

**T**

Technology ..... 35, 36, 98  
 Telemedicine ..... 32, 84  
 Telepathology..... 85  
 Teleradiology ..... 85  
 TPE..... 93  
 Trade association..... 97  
 Training..... 66  
 Treatment..... 39  
 Turnkey..... 55, 65

**V**

Value-based healthcare..... 37, 40, 66, 91  
 Video conferencing ..... 84

**W**

WASH programmes ..... 81

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