

1st Edition

28th and 29th June 2017

Grenoble - France

**A 360° APPROACH
TO BUILD INNOVATION
PARTNERSHIPS, SOURCE LICENSING
DEALS AND ACCELERATE MARKET ACCESS
IN MEDTECH**

Organised by:



MEDFIT AT A GLANCE

WELCOME TO MEDFIT 2017

We are honored to welcome you to Grenoble for the first edition of MedFIT. This initiative, launched by the three event partners, Eurasanté, Medicalps and Alsace BioValley, offers international actors in medical technologies a meeting place to continue fostering the emergence of new and innovative products and services.

To reach this goal, MedFIT 2017 offers numerous activities including pre-qualified business meetings, three conference tracks, an exhibition and start-up presentations.

Industry leaders, start-up stakeholders, academics, private investors, public organisations, R&D, IP and services companies experts are all present at this exciting event. We are proud to welcome such a wide range of profiles and experts which adds to the quality and value of MedFIT 2017. We look forward to seeing many high-potential collaborations generated during the convention.

Now it is time for us to let you take the control of what is your event. We wish you a productive and enjoyable two days, with a variety of meetings and partnership opportunities.

The MedFIT organisers



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ABOUT THE ORGANISERS



Eurasanté

Eurasanté is both an incubator, a technology transfer tool, as well as a cluster manager in the fields of biotech, medtech, nutrition and healthcare in Northern France.



The NHL Cluster

A dynamic network focusing on today's main health issues at the crossroads of health, biotechnology and nutrition



Medicalaps

A cluster of companies in the field of healthcare technologies which enhances networking and business collaborations between health actors and facilitates access to international markets



Alsace BioValley

World-class cluster dedicated to therapeutic innovation and one-stop contact to optimize any R&D development or business project in Europe, especially in medical technologies

4 AREAS OF EXCELLENCE

IMPLANTS AND PROSTHESES

MEDICAL AND SURGICAL EQUIPMENT AND INSTRUMENTATION

INNOVATIVE THERAPY DRUGS

COMBINED MEDICAL DEVICE

HEALTHCARE INNOVATION YOUR ECOSYSTEM

TEMIS
santé

TECHNOLOGIE MICROTECHNIQUE & SCIENTIFIQUE

MEMBER OF CLUSTER INNOV'HEALTH

► SEARCH OF EXCELLENCE

Technological Innovations, Biotherapy

Oncology and biology center

Femto-St Institute (UMR - CNRS):

Biom@x, **Microsystems**,
proteomics, micro-robotics,
biomechanics, e-health, optics

Institute of **Cellular and Tissue
Bioengineering** (UMR - Inserm):
MTI, Clinical Bioproduction

Labex Lipstic

► TRANSDISCIPLINARY TRAINING

ISIFC: Institute of Medical
Device Engineers

**Medicine - Pharmacy
university department**
(5,900 students)

ENSM: Mechanics,
Microtechnology and Design



► 150 COMPANIES

Regulatory Affairs

Clinical development

Multi-technology engineering

Microtechnology

Telemedicine

Design

► TEMIS TECHNOPOLE

Innovation park (250 ha)

Business **incubator**
and business **hotel**

Land & dedicated property

Project engineering

► TRANSFER AND PROMOTION

Bio Innovation: new product
development center - 4,000 m²

Clinical Investigation center - Inserm

French Blood Establishment
Bourgogne-Franche-Comté

SAT Grand Est

► MICROTECHNOLOGY COMPETITIVENESS CENTER

75 labeled project

Artificial pancreas, smart valves, artificial
larynx, innovative cancer treatments, etc.



BESANCON
BOURGOGNE
FRANCHE
COMTE
HEALTH TECH



MEMBRE DU
RESEAU THEMATIQUE
FRENCH TECH
#HealthTech :
BioTech - MedTech - e-santé

Grand Besançon
Créateur de valeurs

RÉGION
BOURGOGNE
FRANCHE
COMTE

CCI DOUBS

www.temis.org

WELCOME YOU
TO MEDIFIT
GRENOBLE
28 & 29 JUNE 2017

Driven by medical startups, the ecosystem of Greater Besançon joins French Tech and becomes part of the Health Tech France network.

STEERING COMMITTEE

Industrials



Benoit Clinchamps
General Manager CRM,
LivaNova



Arnaud Marie
Global VP / GM,
Pre-Fillable Syringes
Platform,
Becton Dickinson



Nils Reimers
R&D Manager,
Stryker



Stéphane Lavallée
President,
Surgivision



Leo Kretzer
General Manager,
Bakken Research Center,
Medtronic



Stig Visti Andersen
COO,
RSP Systems



Cécile Réal
CEO,
Endodialog

Associations, Clusters



Florent Surugue
Economic Development
and SMEs Director,
SNITEM



Marco Pintore
General Manager,
Alsace BioValley



Grégory Vernier
Executive Director,
Medicalp3



Etienne Vervaecke
Managing Director,
Eurasanté



Florence Agostino
Managing Director,
LyonBioPole

TTOs, Research Institutes



Yohan Payant
Deputy Director,
TIMC-IMAG Laboratory



Michel de Mathelin
Director,
iCube Lab



Abhay Pandit
Scientific Director,
CURAM



Maarten Ijzerman
Deputy Dean Health &
Biomedical Technology,
Faculty Science &
Technology,
University of Twente

Investors



Joseph Nathan
Director New Ventures,
Technion Alfred Mahn
Foundation



James Greene
Partner,
Seroba Lifesciences



Alessio Beverina
Partner,
Panakes Partners

BUSINESS CONVENTION

48 hours to meet your future project partners
and accelerate innovation

IDENTIFY

today's innovative
technologies and
licensing
opportunities



BENEFIT

from a wide range of
attendees



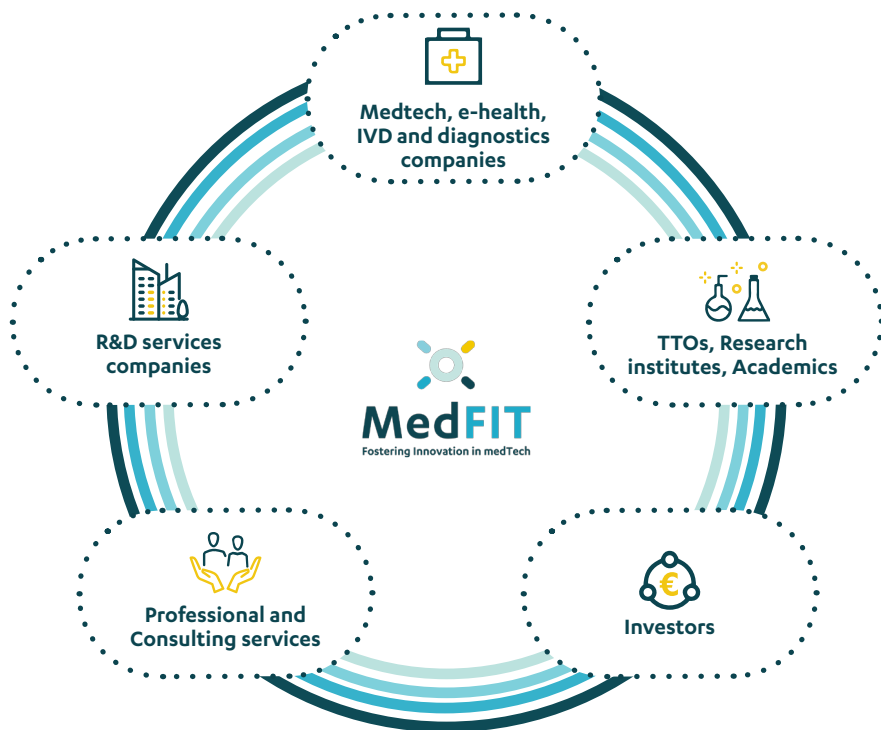
MEET

the most qualified
actors in the
medtech sector



DEVELOP

new collaborations
and partnerships



Sponsored by:



In partnership with:



WHO WILL YOU MEET?

MedFIT gathers all actors in the innovation cycle from research to market along with the key players in regulation and evaluation.

500

KEY ACTORS GATHERED INCLUDING:

Medtronic, J&J Medical Devices, Stryker, Becton Dickinson, Philips, Dräger Medical, Edwards Lifesciences, Linanova, Alere, Uro, Macopharma, Guerbet, Damae Medical, Defymed, Eveon, Japet Medical Devices, New Health Sciences, Endodiag, Anaconda Biomed, Gecko Biomedical, Surgivisio, CEA, CURAM, Harvard Medical School, Massachussetts General Hospital, Sahlgrenska University Hospital, Aalborg University Hospital, University of Twente, ICM Brain and Spine Institute, SATT Network, Panakes Ventures, Seroa Lifesciences, Angels Santé, Medevice, Kurma Partners, etc.

FROM OVER 18 COUNTRIES AROUND THE WORLD



Austria



Belgium



Denmark



Estonia



France



Germany



Ireland



Israel



Italy



Japan



Netherlands



Norway



Spain



Sweden



Switzerland



United Kingdom











United Arab
Emirates



USA

EVENT SNAPSHOT

Wednesday 28th June

	Meije Room Conferences	7 Laux 5 Room Workshops & Start-up Slams	Business Convention
8:00AM 9:00AM	WELCOME COFFEE & REGISTRATION		
9:00AM 10:00AM	 How to source innovation in medtech through collaborations with academia?		 One-to-one meetings
10:00AM 10:30AM	COFFEE BREAK		
10:30AM 12:30PM	Keynote “Pulse of the Industry” PLENARY SESSION: How can Europe be more competitive in medical technologies? Pelvoux Amphitheater		
12:30PM 02:00PM	LUNCH		
2:00PM 3:00PM	 New medical device regulation in Europe: A challenge or an opportunity for innovation?	 FLASH MEETINGS	
3:00PM 4:00PM	 How to identify initial sources of funding for medtech R&D projects?	 FLASH MEETINGS	
4:00PM 4:30PM	COFFEE BREAK		
4:30PM 6:00PM	 Identifying needs: How to work with clinicians and hospitals?	 FLASH MEETINGS	
6:15PM	TECHNOMED PARTY A SHUTTLE SERVICE IS AVAILABLE FROM ALPEXPO TO THE BASTILLE FROM 6:15PM ONWARDS		







 **TRACK 1**
COLLABORATE TO INNOVATE

 **TRACK 2**
FINANCE INNOVATION

 **TRACK 3**
MARKET INNOVATION

EVENT SNAPSHOT

Thursday 29th June

	Meije Room Conferences	Innov'Area Workshops & Start-up Slams	Business Convention
8:00AM 9:00AM	WELCOME COFFEE & REGISTRATION		
9:00AM 10:00AM	 Market access: How to create value through alliances with big players?		 One-to-one meetings
10:00AM 10:30AM	COFFEE BREAK		
10:30AM 11:30AM	 Innovation in clinical trials design: How can medtech save time and money?	Lessons learned: Dos and Don'ts from entrepreneurs	
		Start-up Slams	
11:30AM 12:30PM		Awards Ceremony	
12:30PM 2:00PM	LUNCH		
2:00PM 3:00PM	 Collaboration between SMEs and mature companies: How to spark the interest of big players?		
3:00PM 4:00PM	 How to attract venture capital for early stage financing?		
4:00PM 4:30PM	COFFEE BREAK		
4:30PM 5:30PM	 Integrating market access strategy into emerging medtech companies: How to succeed?		
5:30PM	END OF MEDFIT 2017		

 **TRACK 1**
COLLABORATE TO INNOVATE

 **TRACK 2**
FINANCE INNOVATION

 **TRACK 3**
MARKET INNOVATION

Protecting innovation, enhancing value



ICOSA
European Patent Attorneys

Life Sciences and Medical Device

PARIS

www.icosaf.fr

BRUSSELS

PLENARY SESSION



KEYNOTE

Cédric Garcia
Partner
EY

PRESENTATION OF PULSE OF THE INDUSTRY

THE EY MEDICAL
TECHNOLOGY REPORT

28th June
10:30 - 11:00 AM

Pelvoux Amphitheater

28th June | 11:00 AM - 12:30 PM | Pelvoux Amphitheater

How can Europe be more competitive in medical technologies?

This session offers a comprehensive discussion on why, what and who should collaborate in the medtech field. Questions will include whether Europe is competitive or not, why medtech players should collaborate and why investors should consider this sector. Consequently, the following sessions will focus on specific subjects related to collaborations, financing, marketing and sales models.

#medtech trends, #collaborations, #innovation



TRACK 1

COLLABORATE TO INNOVATE

Meije Room 28th June 09:00 AM – 10:00 AM

How to source innovation in medtech through collaborations with academia?






The industry requires new business models for joint projects, fresh ways of considering strategic investments and innovative approaches to R&D that attract a broader spectrum of partners and open new horizons.

How are these models evolving? How successful are they and how quickly can they develop?

Our panelists will debate and present concrete examples of academic/industry collaborations and trans-disciplinary partnerships focusing on R&D best practices and expenditure challenges.

#licensing process, #expenditure challenges, #R&D best practices

Speakers

-  **Gernot Kronreif**
Chief Scientific Officer,
Austrian Center for Medical
Innovation and Technology
-  **Rajiv Gupta**
Associate Professor,
Harvard University
-  **Abdelmadjid Hihi**
Head of programmes,
CEA Leti
-  **Beat Lechmann**
Director Trauma R&D
Innovation,
Johnson & Johnson
Medical Devices
-  **Christophe Bancel**
CEO,
Gecko Biomedical

Meije Room 28th June 4:30 PM – 6:00 PM

Identifying needs: How to work with clinicians and hospitals?

Understanding the needs of the customers/clinicians is of outmost importance for the future development of medical technology products. Through these type of collaborations, a company can evaluate the medical need, test its product in a clinical environment and obtain support from key opinion leaders.

How can companies involve clinicians from the beginning of the project? What are the challenges encountered in building a transparent relationship with a KOL?

#medical needs, #KOLs collaborations, #hospitals expectations

Speakers

-  **Nils Reimers**
R&D Manager,
Stryker
-  **Anders Jönsson**
Head, Orthopaedic trauma,
Dept of Orthopaedic
Surgery,
Sahlgrenska University
Hospital
-  **Philippe Cinquin**
Director,
TIMC-IMAG Laboratory
-  **Martin Bruggemann**
Medical Design Director,
Dolmen
-  **Martijn Van Mourik**
Technician Physician,
Department of Cardiology,
Dutch Association for
Technical Medicine /
Academic Medical Center

Meije Room 29th June ⋮ 2:00 PM – 3:00 PM

Collaboration between SMEs and mature companies: How to spark the interest of big players?

It is increasingly clear that the medtech industry is experiencing an unprecedented level of change. Bringing innovation to market may be more challenging going forward. Building collaborations to speed up innovation is not a new model, but the way the methods and timing are constructed can have a different impact on the outcome.

We will debate how big players and start-ups enter into collaborations, what their expectations are and what challenges are encountered along the way.

#collaboration challenges, #big players expectations, #SMEs testimonies

Speakers



Suzanne Elvidge

Freelance writer in biopharma, healthcare and business



Caroline de Mareuil-Villette

Partner,
ICOSA



Laurent Richebourg

General Manager
Southern Europe,
Alere



Antonin Marcault

New Business Development
and Innovation Manager,
Philips



Uri Fligil

Business Development and
Marketing Director,
Anaconda Biomed

TRACK 2

FINANCE INNOVATION

Meije Room 28th June 3:00 PM – 4:00 PM

How to identify the initial sources of funding for medtech R&D projects?

Finding the right sources of funding for an R&D project is not straightforward, especially in this challenging environment.

Regional grants and loans, trust foundations and charities, crowdfunding and business angels represent important sources of financing for innovative medtech projects. However, how can companies access this financing and identify the best option for their project?

We will highlight the challenges related to these sources of financing and related best practices in securing these funds with our panelists.

#soft money, #business angels, #crowdfunding

Speakers

-  **Stuart Jacobowitz**
Senior Director of Business Development,
Freemind Group
-  **Thierry Bosc**
Fundraising Campaign Director,
Clnatec
-  **Chantal Dagnaud**
President
Institutions & Stratégies
-  **Patrick Boisseau**
ESTHER Project Coordinator,
CEA

Meije Room 29th June 3:00 PM – 4:00 PM





How to attract venture capital for early stage financing?

Despite existing financing options, it remains challenging to find and attract capital to finance the development of an innovation.

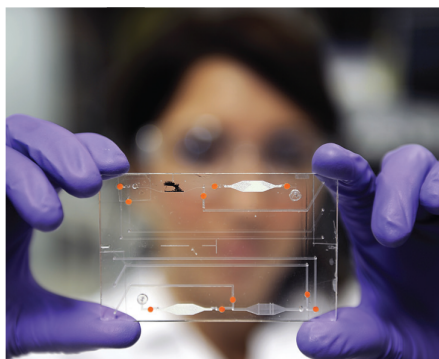
A panel discussion will examine the perspectives of entrepreneurs and investors and discuss real life examples of financing failures and successes.

#seed and Series A, #VCs expectations, #SMEs examples

Speakers

-  **Barbara Castellano**
Principal,
Panakes Partner
-  **Steven Atkinson**
CEO,
Atlantic Therapeutics
-  **Alain Horvais**
Partner,
Kurma Partners
-  **Cécile Réal**
CEO,
Endodiag

Medtech Research enabling New Healthcare Strategies



TRACK 3

MARKET INNOVATION

Meije Room 28th June : 2:00 PM – 3:00 PM





New medical device regulation in Europe: A challenge or an opportunity for innovation?

EU medical device legislation will change considerably and all medical devices in the current EU market will need to be recertified in the upcoming years. This new legislation imposes much stricter and more complex rules.

How will this impact the medtech arena both from a European point of view and from that of foreign companies conducting business in Europe? What long term implications will the implementation of this legislation have on innovation and market investment? Which strategy should companies adopt to comply with these key requirements?

#new MDR, #implementation, #impact on innovation

Speakers

-  **Tina Tan**
R&D and Commercial Editor, Pharma Intelligence, Informa
-  **Stig Visti Andersen**
COO, RSP Systems
-  **Maite Llacer**
Regulatory Compliance Manager, Edwards Lifesciences
-  **Fiona Maini**
Director, Deloitte

Meije Room 29th June : 9:00 AM – 10:00 AM





Market access: How to create value through alliances with big players?

One of the primary aims of two or more organisations forming a strategic alliance is to establish a network to share complementary advantages, interests and R&D. Increasing the value chain and scaling up companies' innovation, this panel will aim to review best practices in capitalising on strategic alliances to enter the market

Our panel of experts will reflect on their own experiences of strategic alliances and share perspectives on how to create value through partnerships.

#innovative business models, #best practices, #scale up innovation

Speakers

-  **Mathieu Sanchez**
CEO, Co-founder, Sim&Cure
-  **Markus Ott**
Global Head Market Access & Policy, Ascensia Diabetescare
-  **Vladimir Borovicani**
Medical and Clinical Director, Terumo Europe
-  **Yossi Abu**
CEO, TechsoMed

Meije Room 29th June : 10:00 AM – 11:30 AM

Innovation in clinical trials design: How can medtech save time and money?

Following new regulations, it is likely that there will be more medical device clinical trials. Therefore, the industry must adapt and innovate accordingly in their clinical trials in the future. Could the implementation of other models render clinical trials more efficient and effective?

Our panelists will discuss high-level strategies to approach regulators and which methods to apply in clinical trials design.

#clinical trials strategy, #major challenges, #more efficient models

Speakers

 **Alexandre Moreau**
Researcher
TIMC - IMAG Laboratory

 **Joao Bocas**
CEO,
Digital Salutem

Meije Room 29th June : 4:30 PM – 5:30 PM

Integrating market access strategy into emerging medtech companies: How to succeed?

Planning a market access strategy should start early in the product development process in order to increase the chances of successfully bringing an innovation to market. But how should this be done? How can a company accurately evaluate market, pricing and reimbursement related issues?

With our panel of experts, we will focus on best practices to overcome these challenges.

#market strategy, #reimbursement, #pricing issues

Speakers

 **Audrey Ortiz**
Manager,
Meditech Access

 **Michael Ahrens**
CEO,
Surgitient

 **Stéphane Lavallée**
CEO,
Surgivisio

 **Stephen Sweeny**
Corporate Development,
Medtronic

PRESENTATION SESSIONS

The Start-up Slams give young entrepreneurs the opportunity to present their projects or technologies and find industrial partners and/or investors.



The **Start-up Slams** will be preceded by a keynote “**Lessons learned: Dos and don’ts from experienced entrepreneurs**”

DAMAE MEDICAL

ASCIL BIOPHARM

FIZIMED

ANCHORVALVE

DEFYMED

JAPET MEDICAL DEVICES

GRAPHEAL

SENCET



These **eight start-ups** will pitch their project and technology.

Your opinion counts!
Vote for your favorite project to receive the “Most Innovative MedTech Start-up” Audience Prize.

29th June

10.30 AM - 12.30 PM

INNOV’AREA

**(within the
Exhibition Area)**



Why attend the pitches?

- Learn about the latest high-potential emerging medtech companies
- Meet innovative actors from the medtech sector
- Support projects by developing new collaborations

T H E Medtech Experts

FLASH MEETINGS

7 LAUX 5 ROOM

28TH JUNE 2017 | GRENOBLE, FRANCE

EXPERTS TO ADDRESS ALL YOUR STRATEGIC NEEDS

INCLUDING QA/RA / HUMAN RESSOURCES / BUSINESS DEVELOPMENT

THE CONCEPT

Free flash meetings with medtech experts

FOR WHOM?

Medtech companies, from start-ups to multinational organisations

THE FORMAT

Multiple 1-to-1 short meeting sessions

ORGANISED BY:



IN PARTNERSHIP WITH:



EXHIBITOR'S LIST & FLOOR PLAN

CELL & CO BIOSERVICES.....	Q
CENTAUR CLINICAL CRO.....	X
CRITT-MDTS.....	K
EGSTON.....	D
ER2I INGENIERIE.....	L
EUROFINS OPTIMED.....	I

GRENOBLE METROPOLITAN AREA

AUVERGNE-RHÔNE-ALPES REGION.....	A
ANATOSCOPE.....	A2
EVEON.....	A1
I-CARE CLUSTER.....	A8
INVEST IN GRENOBLE, ISÈRE.....	A8
KOELIS.....	Innov' Area IA1
MEDICALPS.....	A7
MÈZIÈRE IDC GLOBAL DESIGN.....	A4
MINALOGIC.....	A8
RAUMEDIC.....	A6
RHEONOVA MEDICAL.....	A5
WYRES.....	A3

INNOV' AREA

2-OBSERVE.....	IA7
ANCHORVALVE.....	IA6
ASCIL BIOPHARM.....	IA4
DAMAE MEDICAL.....	IA2
DEFYMED.....	IA5
FIZIMED.....	IA3
MICROLIGHT.....	IA9
STRATIO.....	IA8

INNOV'HEALTH PAVILLON.....	E
CREATEMPS.....	E5
FEMTO ENGINEERING ISIFC.....	E2
ISIFC.....	E3
MIRAVAS.....	E4
PROVISKIN.....	E1

LETI.....	R
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LILLE NORTHERN FRANCE BIOCLUSTER...B

EURASANTÉ.....	B
JAPET MEDICAL DEVICES.....	B1
MON EXOSQUELETTE.....	B2
NHL CLUSTER.....	B
SENCET.....	B3

5 LINKSIUM PROJECTS.....V

BIOPILE.....	V1
GRAPHEAL.....	V2
MECACHIPS.....	V3
PIR2.....	V4
TRADERA.....	V5

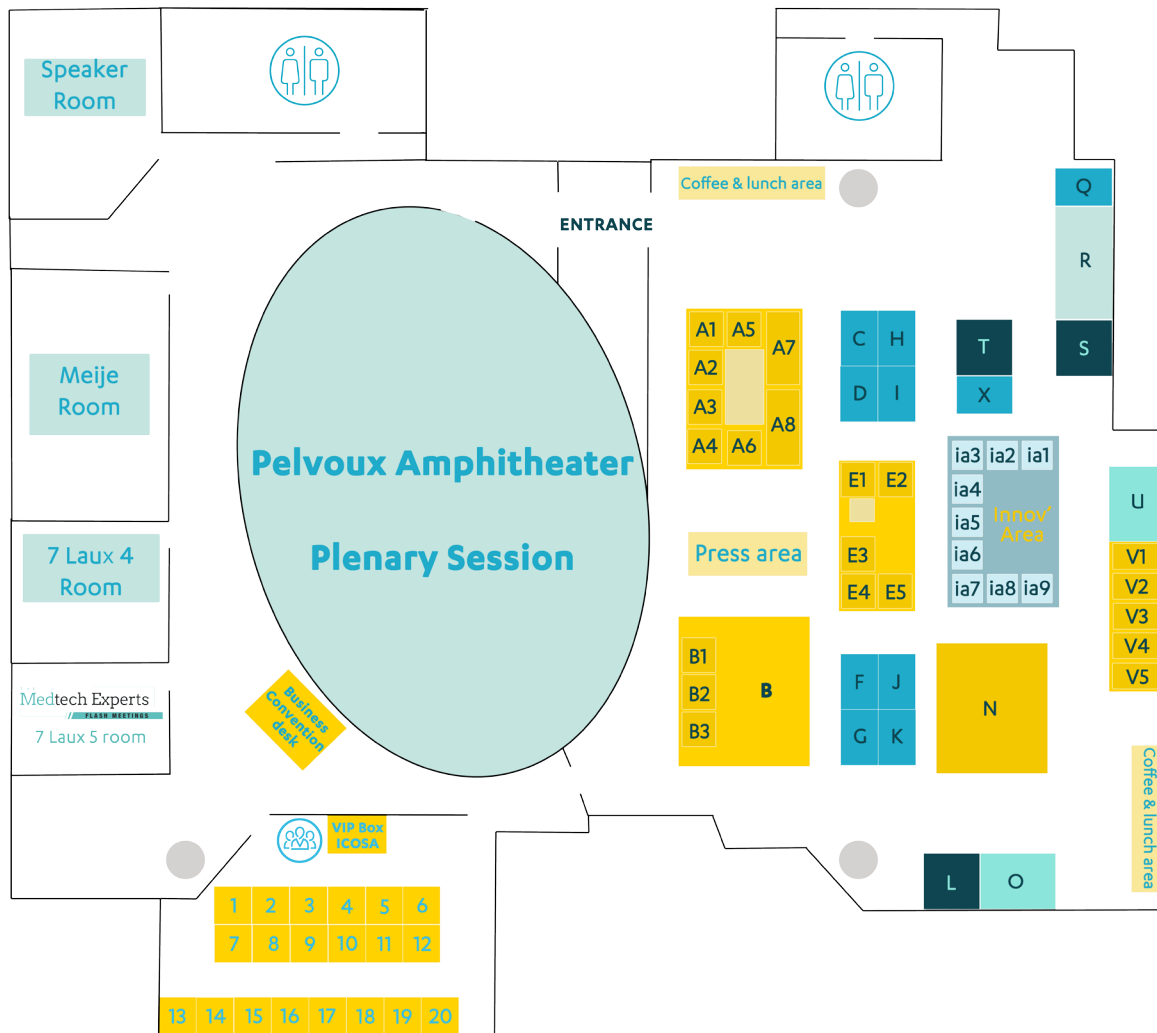
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SATT GRAND-EST.....	N
SATT LUTECH.....	N
SATT NORD.....	N
SATT PARIS-SACLAY.....	N
SATT SUD-EST.....	N
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STEUTE FRANCE.....	U
STIPLASTICS.....	S
THE MARKETECH GROUP.....	C
THIEME S.A.S.	H
UNIVERSITY OF GRENOBLE ALPES	F
VISEO.....	J

ICOSA.....VIP BOX



EXHIBITORS

ANATOSCOPE Stand **A2**

www.anatoscope.com

For medical device companies who need to improve their personalized designs, Anatoscope offers software solutions to automatically transform imaging to complete 3D digital twins of the patients, ready for motion and physical simulation, to help diagnostics, to virtually try treatments, and to automatically design optimal braces and prosthetics.

BIOPILE Stand **V1**

The power for future generations of implanted medical devices is best provided by biofuel cells that harvest energy from the human body, rather than by storage batteries or cumbersome transcutaneous energy transfer. We present the first functional implantable biopile, which utilizes an innovative and simple mechanical confinement of enzymes and redox mediators to convert extracellular fluid into enough energy to power a pacemaker. We are now exploring a wide range of medical applications.

CELL & CO BIOSERVICES Stand **Q**

www.cell-and-co.com

Cell&Co BioServices offers a complete one-stop-shop solution for managing biological and clinical. The services we offer cover the following activities:

- Biobanking
- GMP Biorepository
- Sample processing (extraction, aliquoting, fractionation, etc.) and bioanalysis
- Sampling kit design, production and supply.

Cell&Co is certified ISO 9001 and NF S 96-900 and also applies the following quality standards GMP, GLP, GCP and BPR (Best Practices for Repositories).

CENTAUR CLINICAL CRO Stand **X**

www.centaurclinical.com

Centaur Clinical CRO is a French Medical Device CRO that provides services mostly to companies interested in conducting Clinical Trials in Europe.

Our Platform has various experts that can provide the best solutions for designing, conducting and evaluating Cl. Trials (following ISO 14155 and EU directives).

We work on trials across the EU and have worked on Class I, IIa, IIb, and III MD. Innovating companies from all over the world comes to us to take their product to the next level.

CREATEMP Stand **ES**

www.createmps.com

Leader in Europe in the marketing of implantable and non-implantable medical devices:

- All materials (polymers, elastomers, silicone, metals, technical textiles)
- All marking techniques (pad printing, screen printing, laser engraving, micro-dosing)
- Marking solution for innovative projects (non-invasive laser engraving, USP class VI ink marking or radio-opaque ink marking, etc.)
- ISO 13485 certification under way.

CRITT-MDTS Stand **K**

www.critt-mdts.com

The CRITT-MDTS is a research and inspection center, specializing in materials, coatings and surface treatments. Full expertise can be realised to determine the causes of an anomaly and chemical analysis, mechanical testing, metallographic examinations, accelerate aging (...) can be performed, on the raw material/the finished part. The CRITT-MDTS has a recognized competence at European level in the characterization of orthopedic implants.

EXHIBITORS

EGSTON Stand

www.egston.com

EGSTON a globally operating company with headquarters in Eggenburg. Known as a high quality manufacturer of Inductive Components, Cable systems, Power Supplies & Chargers and High Power Converters.

Production plants are based in the Czech Republic, China and India.

The history of EGSTON begins in 1960 with production of relay coils and wiring harnesses for telephone systems. ESTON has developed from a local producer to a globally active group with a renowned international clientele. Experience, reliability and personal service are characteristics that are ascribed to EGSTON.

EURASANTÉ Stand

www.eurasante.com

Eurasanté is both an incubator, a technology transfer tool, as well as a cluster manager in the fields of biotech, medtech, nutrition and healthcare in Northern France. It assists French and foreign companies, entrepreneurs, scientists and clinicians in their innovation and development projects. The regional network includes around 1,000 organisations working in the field of Life Sciences and Healthcare. It benefits from an exceptional location in the heart of Europe (near Paris, London, Brussels...). Eurasanté also promotes the Eurasanté Bio-business Park and organises 4 international partnering events.

EVEON Stand

www.eveon.eu

EVEON specialises in smart medical devices for the safe and automatic preparation and delivery of drugs. The medical devices developed ensure that the delivered treatment is controlled, precise and constant. It also guarantees comfort and efficacy for patients and health professionals, at home or in medical environments.

Thanks to its platform Intuity®, EVEON offers several families of medical device solutions according to the use. EVEON medical devices are tailor-made for its customers & users.

ER2I INGÉNIERIE Stand

www.er2i.eu

Engineering and contracting company based in Grenoble Lyon & Paris, which specialize in high standards buildings and structures.

We are specialised in pharmaceutical industries, medtech and research laboratories. We operate in the creation, redeployment & extension of production units and ensure the installation and connection of production equipment. Our versatility enables us to engage in everything from an audit or analysis through conception and realization until your project is up and running.

EUROFINS OPTIMED Stand

www.eurofinsoptimed.com

As the clinical center of Eurofins, Eurofins OPTIMED is your partner to manage clinical investigations on your medical devices.

With 25 years of experience in clinical research, we can support you in your clinical development and post-market studies. According to your needs, we can manage all the steps of your trial in Europe, USA and Asia, including study document design, regulatory requirements, study conduct, global project management, monitoring, biometry, statistics and report writing.

FEMTO ENGINEERING Stand

www.femto-engineering.fr

FEMTO Engineering is specialised in biomedical engineering. Facilities include clean room equipment and laser cutting systems. We develop specific biochips and prototypes for scientific and medical applications. We serve companies and academic laboratories working in biochip engineering and microfluidics, and in the area of medical instrumentation.

EXHIBITORS

GRAPHEAL Stand **V2**

The management of chronic wounds remains an important public health problem and a source of morbidity for diabetics and the elderly. GRAPHEAL aims at addressing this issue by creating a novel generation of smart dressings for wound treatment enabling accelerating wound healing. Our device is based on the integration of the integration of a new material, graphene in a dressing directly applicable to the wounds that is creating a scaffold accelerating the speed of wound healing.

ICOSA VIP BOX

www.icosaf.fr

ICOSA is an IP law firm dedicated to healthcare sector, especially Life Sciences, Chemistry and Medical Device. It advises on all steps of patent prosecution, IP strategy and IP assets valuation.

Created in 2017, ICOSA Medtech is a subsidiary specialising into Medical Device which are at the crossroads of mechanics, electronics, biotechnology, chemistry and materials. ICOSA Medtech's team aims at addressing both these technologies and Intellectual Property, advising a sophisticated use of secret, database rights, software rights, design patents and/or patents.

INVEST IN GRENOBLE, ISÈRE Stand **A8**

www.grenoble-isere.com/en

Invest in Grenoble-Isère France – AEPI - is the economic development agency for the Grenoble area.

AEPI provides businesses seeking to explore business opportunities in the area with complimentary advice and support tailored to the needs of their specific projects and due diligence:

- Research and industrial collaborations
- Business development support
- Technology scouting
- Investment/financing opportunities
- Targeted networking
- Relocation assistance
- Personalised service to meet your business' needs.

I-CARE CLUSTER Stand **A8**

www.i-carecluster.org

The i-Care Cluster is an initiative intended to bring together all the stakeholders in the value chain of health technologies in the Auvergne-Rhône-Alpes Region.

Its missions are:

- Collectively exchange and construct solutions to foster innovation within the regional health technologies sector
- Connect resources to support the challenges of developing innovative solutions
- Promote a regional network open to Europe and the world to ensure the development of businesses

INNOV'HEALTH Stand **E**

www.pmt-ih.com

Innov'Health is a cluster of the Pôle des Microtechniques in Burgundy-Franche-Comté. It gathers medtech and biotech companies, hospital professionals and technical and training centres. It has the following objectives:

- Notoriety: Make the companies' know-how more visible
- Growth: Develop business activity of its members
- Attractiveness: Establish new companies on the territory
- Representativeness: Federate to weigh more heavily in trade
- Competitiveness: Increase the international relations.

ISIFC Stand **E3**

www.isifc.univ-fcomte.fr

Biomedical master graduate school of engineering, ISIFC offers a program in the field of medical devices. The students gain high-level and a rich hands-on experience in life sciences, engineering sciences, clinical and regulatory affairs. This true interdisciplinary approach as well as strong connections with biomedical research and with industry, makes a program unique to ISIFC. ISIFC hosts Biotika®, an academic outsourcing company in the health sector for R&D, regulatory or clinical assistance.

EXHIBITORS

JAPET MEDICAL DEVICES Stand **81**

www.japet.eu

Japet develops the first exoskeleton to relieve patient suffering from back pain and help them retrain their body through ludic exercises on an interface.

LETI Stand **R**

www.leti.fr

By creating innovation and transferring it to industry, Leti is the bridge between basic research and production of micro-nano-technologies that improve the lives of people. Leti-Health address in vitro diagnostics, health monitoring, life science, nanomedicine, implanted medical devices and imaging systems.

Our strategy is to answer to the health challenges: Miniaturisation, multi-modality, connected devices and delivering prototypes compliant with industrial standards and medical regulations.

MAATEL Stand **T**

www.maatel.fr

MAATEL designs and manufactures customised electronic medical devices to specification.

Strong skills: Analog and digital electronics, mechanical design, embedded software, microelectronics, casing, industrialization, manufacturing, testing, quality systems, product certification, international and medical standards.

MAATEL has developed successfully medical products for international markets for 40 years.

ISO 13485: MAATEL ensures that medical standards are applied: EN 60601-1, EN 62304, ISO 14971 and supports its customers in CE mark and FDA approval.

KOELIS Stand **1A1**

www.koelis.com

KOELIS, The Prostate Care Company, has assisted physicians from around the world in their routine clinical practice since 2006, providing the latest technology for personalized prostate cancer planning and management, from biopsy to active surveillance and treatment.

Focused on developing advanced, targeted and less invasive solutions, KOELIS is committed to creating and bringing to the market a new paradigm in prostate cancer care, where physicians can offer the most personalized answers to their patients, avoiding any under or overtreatment and preserving quality of life.

LINKSIUM Stand **N**

www.linksium.fr

Linksium funded 88 technologies with 14M€ over two years. 30% of its technologies portfolio push back scientific boundaries in health field, and specifically for medical devices.

Linksium selects and reinforces disruptive technologies generated by deep public research results. All funded projects have valuable intellectual property inside. At a glance, business players can easily discover and scout most promising technologies and startups that may be the next game changers of the market.

MACO PHARMA Stand **C**

www.macopharma.com

Maco Pharma is one of the key players in the medical device industry for blood transfusion, solution bags and biotherapy.

Their growth has always been driven by major innovations. These innovations are the result of substantial investments in research and development, as well as cooperation with customers and partners: Blood centers, research laboratories, hospitals, etc.

With 2500 employees, 4 plants (2 in France, 1 in Poland and 1 in Tunisia) and worldwide presence in nearly 100 countries, Maco Pharma aims at offering innovative solutions and quality products to optimise therapeutic practices and make them safer.

EXHIBITORS

MECACHIPS Stand **V3**

The MecaChips technology is a completely new generation of cellular culture plates that offer soft, biomechanical substrates for in vitro 2D cell culture. The MecaChips plates exhibit an unprecedented micron-scaled control of the plate mechanical properties with an independent control of the surface chemistry thus mimicking the in vivo chemo-mechanical properties of almost all our tissues. At MedFIT, Mecachips will exhibit its technology to collect customer interests.

MÉZIERE IDC GLOBAL DESIGN Stand **A4**

www.meziere.fr

Mézière IDC Global Design is a global design firm specialized in biomedical products. Through our multidisciplinary organization, we provide a global solution in the following areas:

- Design and Product development
- Graphical User Interface Design
- Ergonomics and Usability Testing
- Graphic Design.

MIRAVAS Stand **B4**

www.miravas.com

Venous disease is a major challenge, on both human and economic levels, which affects 20 million French people, half suffering from varicose veins.

With the medical device VBOX for ambulatory varicose veins treatment, Miravas SAS aims to become the first European player in this market with high potential.

MEDICALPS Stand **A7**

www.medicalps.eu

Founded in 2000, MEDICALPS is a cluster of companies in the field of healthcare technologies. Located in Grenoble, known as a top-notch place to innovate in the high-tech industry, we gather over 90 members including leading edge startups, SMEs, global players, world-class research centers and universities.

We aim to accelerate the time to market for innovative companies and enhance connections within the local healthcare ecosystem.

MINALOGIC Stand **A8**

www.minalogic.org

Minalogic is a global innovation cluster for digital technologies serving France's Auvergne-Rhône-Alpes region.

The cluster supports the region's leading innovators by facilitating networking, fostering collaborative R&D, and providing companies with personalized assistance throughout all phases of business growth.

The products and services developed by our members address all industries. Minalogic counts around 60 members offering healthcare-related know-how in three major areas: Medical systems, services, and components.

MON EXOSQUELETTE Stand **B2**

www.monexosquelette.com

Mon Exosquelette was founded in 2014 in Lille by Brendon CAULIER. The idea was to create a medical device to help people whose arm is completely or partially paralysed. Since 2015, our project is supported by Eurasanté (incubator). In 2016, 3 engineers from ISEN join the team to improve our prototype.

Our 5th prototype will be ready before the end of this year. Then we will search financial partners before starting clinical trials.

« *Human is at heart of our processes* » is our philosophy.

EXHIBITORS

NHL CLUSTER Stand

www.nhl-cluster.com

The Nutrition Health Longevity (NHL) Cluster is a dynamic network focusing on today's main health issues at the crossroads of health, biotechnology and nutrition. It aims to federate public and private partners around R&D projects leading to innovative products in the fields of nutrition and health. The NHL Cluster focuses on the fields of prevention and treatment of life-style related diseases, such as metabolic and cardiovascular pathologies, neurodegenerative diseases and inflammatory bowel diseases. Its objective is to gather and support players from the health and food sectors in designing, developing and financing products and processes of the future.

OUEST VALORISATION Stand

www.ouest-valorisation.fr

Ouest Valorisation – Office of Technology Transfer (OTT) was created in the « Future Investments » project call managed by Ministry of Higher Education and Research. Its aim is to propose to companies attractive innovation means from the public research.

Ouest Valorisation's team simplifies the access of the companies to research laboratories in order to develop good collaborative projects or to get access to high professional skills and high level scientific equipment.

PROVISKIN Stand

www.proviskin.com

PROVISKIN is a private research laboratory which provides a complete range of services, to support toxicology research and absorption tests.

Through its products and expertise, PROVISKIN has one goal: Make *ex vivo* testing more reliable and efficient for our clients.

As of today, our team is composed of 5 specialists in *ex vivo* testing and chromatography analysis. We work mainly for cosmetic, medical, and veterinary companies across Europe.

NICOMATIC Stand

www.nicomatic.com

Connectors and cables for the medical industry: Magnetic connectors, highly flexible shielded cables, IP interconnects, smart solutions, high vibration and miniature connectors.

Specialised in inside-the-box connectors and interconnects

Applications : Medical devices, medical sensors, wearable, automated equipment

Millions of standard configurations and dedicated engineering for custom solutions

Design and 100% in house manufacturing

Worldwide presence Europe, USA and Asia - 10 subsidiaries

PIR2 Stand

The PiR2 project gathers a set of technologies designed to help interventional radiologists targeting abdomino-pelvic organs.

It is composed of 1) the Light Puncture Robot (LPR): A patient mounted robot capable of inserting needle under MRI or CT guidance, 2) the PiR2 software application allowing the clinician to plan needle insertion trajectories on MRI or CT images and control the LPR.

Our aim at MedFIT is to look for potential industrial partners for the development of PiR2.

PULSALYS Stand

www.pulsalys.fr

PULSALYS is a technology transfer office, created within the framework of the Future Investment Programme initiative, working on Lyon Saint-Etienne territory.

Privileged actor of the innovation economic development, PULSALYS aims to promote academic research through technologies transfer from labs University of Lyon to socio economic markets.

In order to this, PULSALYS sells innovative products/services to companies or assists research team to business building.

EXHIBITORS

RAUMEDIC Stand **A6**

www.raumedic.com

With 70 years of experience in extrusion, injection molding and assembly, RAUMEDIC is optimally equipped to transform the ideas of its customers into well-engineered product solutions. We process medical-grade thermoplastic polymers and silicones at four production sites in Germany and in the USA. Furthermore, the medical engineering company develops and produces high-precision pressure measurement systems with microchip technology for the indication areas of neuromonitoring and traumatology.

RHEONOVA MEDICAL Stand **A5**

www.rheonova-medical.com

Rheonova Medical develops a medical device called Rheomuco dedicated to the pulmonary diseases market. We help healthcare professionals to follow patients affected by a cystic fibrosis or COPD (chronic obstructive pulmonary disease).

Rheomuco makes 1) the personalised prognostic of the cystic fibrosis exacerbation phases, to adapt and anticipate treatments, 2) a better diagnosis and monitoring of COPD, to avoid hospitalisation and heavy emergency treatment.

SATT GRAND-EST Stand **N**

www.sattge.fr

Satt Grand Est is a French governmental TTO. Our role is to identify and invest into R&D projects from French public research laboratories and transfer the resulting innovation to the industry.

The scope of our activity includes: Healthcare, material sciences, chemical processes. We also provide technical and scientific services under the trademark «Welience». Those services include genomics, lipidomics, imaging, cytometry, histology, protein engineering.

RÉSEAU SATT Stand **N**

www.satt.fr

Technology Transfer Accelerator Offices or SATT are French private TTOs created to accelerate the process of technology transfer from French Public Research Organisations toward industry. SATTs evaluate, develop and commercialize research results to be transformed into innovative products. Bringing together professionalism, expertise and financing, SATTs come along the transfer chain according to the needs of industry.

SATT GRAND CENTRE Stand **N**

www.sattgc.com

SATT Technology Transfer Organisation (Center of France) organises early detection of inventions and guarantees its exclusivity.

SATT Center of France reveals the potential of future innovations for a successful transfer to business in providing financial and technical supports.

Located in Clermont-Ferrand, SATT Center of France works with 6 Universities, 3 Regions, 8 Institutes of Technology and 8500 Researchers and Professors.

SATT LUTECH Stand **N**

www.sattlutech.com

Created as a part of the « Investissement d'Avenir » program, SATT Lutech is a private company specialized in technology transfers: This company detects, protects, develops and commercialises the skills and research results coming from its partner institutions.

Its mission is to facilitate the emergence of innovations with a real economic and/or social potential. Lutech invests in the development of proof of concept and/or prototype to support innovative projects, from laboratory to market.

EXHIBITORS

SATT NORD Stand **N**

www.sattnord.fr

SATT Nord is a growth-generating tool for valorisation serving researchers and responding to the economic and societal needs for technology transfer.

Thanks to a multidisciplinary team of professionals (experts in the various fields of research, project managers, experts in intellectual property, legal experts), SATT Nord ensures the detection of projects, their maturation and the protection of the intellectual rights and even up to their commercialisation through transfer.

SATT SUD-EST Stand **N**

www.sattse.com

SATT Sud-Est is a key player in regional economic development associated with innovation.

Its core business, technology transfer, consists of protecting, maturing and licensing the Results of research from public laboratories in South East France.

Its goal is to help companies acquire reliable technologies that are better suited to the industrial challenges they face.

SENCET Stand **B3**

www.sencet.fr

Sencet is a spin-off from the CNRS and relies on a bio-technologie, the Silicon Nanotweezer (SNT). The concept is based on the use of microtechnologies to measure the electrical and mechanical properties of individual cells.

This type of measurement has been shown to allow the differentiation of normal and cancer cells. In the short term, Sencet products will take place in academic laboratory environment as powerful cell characterization tools.

And in the middle term (5 years), Sencet will provide diagnosis tools for early detection of cancer from blood sample.

SATT PARIS-SACLAY Stand **N**

www.satt-paris-saclay.fr

SATT Paris-Saclay was established in 2014 in Orsay, France, to help create value from research at Paris-Saclay University and support the transfer of new technologies and know-how to industry.

With funding provided through the French government's economic stimulus package (Investissements d'avenir), SATT Paris-Saclay is also tasked with leveraging innovation to spur local economic growth and job creation.

SELHA GROUP Stand **T**

www.selha.fr

SELHA group (with Maatel) supports you from the specifications definition up to design and production of your electronic assets.

This group of 900 people, ISO13485, is considered as a Premium partner for Medical, Telecom and Aerospace markets, by providing secured, efficient and competitive end to end solutions.

With 5 sites, one in low cost country, we cover all the activities required for any Medical Device up to class 3: HW&SW development, certification, industrialisation, production and test.

STEUTE FRANCE Stand **U**

www.steute.fr

Manufacturer of human interface devices for medical applications: our business field Meditec produces not only a standard range of foot and hand controls for medical devices, but also numerous tailor-made actuators for highly complex and wireless customer-specific applications.

All Steute control units for medical equipment meet the highest standards of ergonomic comfort and accessibility. They are manufactured in accordance with the EN ISO 13485 certified QM system for medical products.

EXHIBITORS

STIPLASTICS Stand **S**

www.stiplastics.com

Stiplastics creates, develops and produces plastics solutions for the pharmaceutical industries and the health sector since 1985.

Stiplastics strives to facilitate and improve the day-to-day lives of those who use its products. We can advise on and support all types of projects, from the initial expression of the need right through to bringing the product to market.

Making medical devices and the packagings more pleasant, making them easier to use and making life easier, this is the Stiplastics ethos.

THE MARKETECH GROUP Stand **C**

www.themarketechgroup.com

The MarkeTech Group (TMTG) is an international consulting and marketing research company exclusively dedicated to the healthcare industry.

We support your innovation projects by offering Ad hoc solutions answering your business objectives: Market opportunity assessment, strategic analysis, innovation positioning, etc.

We can support you thanks to our expertise in the different healthcare industry markets: Medical devices and diagnostic, medical imaging, pharmaceuticals, biotechnologies and healthcare IT.

TOULOUSE TECH TRANSFER Stand **N**

www.toulouse-tech-transfer.com

Toulouse Tech Transfer core business is to invest in technology-maturing programs based on academic research results of the Midi-Pyrénées region, which cover:

- IP and legal management, in order to create more value through patents and know-how
- Marketing to identify which market mix should be targeted
- Technical operations to design and finance relevant proof of concept programs to reach an attractive level for businesses.

The objective is to license the matured technologies and products to businesses.

TEMIS-BESANÇON SCIENCE PARK Stand **E**

www.temis.org

Our science park offers an efficient environment for innovation in the fields of medical devices and biomedicine.

Engineering and clinical investigation centers associated with cleanrooms are available for your R&D projects from proof of concept to your CE label thanks to technologic platforms and scientific and legal expertises.

They have chosen TEMIS:

Carl Zeiss Meditec - FCI, Maincare solutions - Covalia, TOKIBO - Sophysa, EOS Imaging - One Fit medical, DMS-Stemcis, , MicroMega, Statice, Alcis, etc.

THEME S.A.S. Stand **H**

www.thieme.eu

40 years experience in the design and manufacturing of custom rim and automotive parts in polyurethane RIM process.

- Moulding of housings, panels, enclosures and functional parts as well as automotive parts for the occupant safety
- Surface finishing and assembly of ready to use systems
- Current markets: Medical; automotive; industrial equipment, etc.
- Other activities: Development and manufacturing of screen printing systems
- Certifications: ISO 14001, ISO 9001, ISO/TS 16949, UL 94 V0

TRADERA Stand **VS**

Tradera aims at monitoring the X-Ray beam upstream to the patient during treatment delivery. TraDeRa is an air vented transmission detector with a patented electrodes design. It will provide a full monitoring of the beam properties (shape and intensity), with measurements in real time, up to the linacpuls scale. Each and every part of the active surface is instrumented : it has no dead zone for a comprehensive monitoring of the beam, up to 40x40 cm² at the isocenter.

EXHIBITORS

UNIV. OF GRENOBLE ALPES Stand

www.communaute-univ-grenoble-alpes.fr

The University of Grenoble Alpes, France's most successful scientific center after Paris, boasts an international standing in numerous scientific fields, as confirmed by its international rankings and performance.

In 2016, the University of Grenoble Alpes was awarded the « Excellence Initiative ».

This accreditation aims to develop in France ten world-class universities, to be able to meet the 21st century's socio-economic challenges: Sustainable planet and society; health, well-being and technology; understanding and fostering innovation; and digital world.

WYRES Stand

www.wyres.eu

WYRES is expert in indoor geolocation for large sites such as industries, warehouses, hospitals, etc. Our solution based on IoT networks (LoRa) enables to track assets and to geolocate flows of people with very low infrastructure costs.

WYRES solution allows applications such as asset management, management of people flows, lone workers protection, etc.

WYRES provides the complete geolocation solution, including the connected devices, the cloud center and the interface to access the data.

VISEO Stand

www.viseo.com

VISEO, a French IT company with 1200 team members, is a partner of EIT Health, an European initiative who aims to sustainably advance the foundations of healthcare across Europe, with more than 130 leading organisations.

As a partner, Viseo is actively involved in healthcare area and brings its expertise in IT system, for instance by developing mobile/web applications or IoT platform, and in textual data analysis, by mining patient's records to extract automatically meaningful medical terms.



As a global leader in medical technology, services and solutions, Medtronic improves the lives and health of millions of people each year. We use our deep clinical, therapeutic, and economic expertise to address the complex challenges faced by healthcare systems today.

Driven by a deep moral purpose to help others, our Mission was written in 1960 and has remained unchanged - to **alleviate pain, restore health, and extend life** for people around the world. Today, our therapies improve the lives of more than **2 people every second**.

Medtronic employs more than 88,000 people worldwide, serving physicians, hospitals and patients in over 160 countries. In the Netherlands, Medtronic has more than 1,500 employees spread across four locations.

The company's Bakken Research Center - located in Maastricht, The Netherlands - is the biggest research & development campus of Medtronic outside of the United States. We are a campus of international talent with a leading edge role in driving access to Medtronic therapies from idea to market adoption. The BRC campus has grown to become a leading international research center with more than 340 highly qualified researchers, scientists and support teams with 33 different nationalities working across multiple Medtronic business units. We will continuously excel in therapy innovation, clinical and economic evidence, regulatory approval and global translations.

Join us in our commitment to take healthcare Further, Together.
Learn more at [Medtronic.com](https://www.Medtronic.com).

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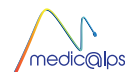
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Techno Med PARTY

**JUNE
28TH**

**7.00
PM**

**La Bastille
GRENOBLE**



COCKTAIL



NETWORKING



DANCING

Get on board and continue the networking!

PARTY VENUE

**Cable-car Bastille, Quai Stéphane Jay
Room Lesdiguières - 38000 GRENOBLE**

TRANSPORT AND ACCESS

**A shuttle service is available from
Alpexpo to the Bastille from 6.15 PM**

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