



MedFIT

Fostering Innovation in medTech

Connecting you with key innovators
in the medtech and diagnostics sectors

26TH & 27TH JUNE 2018

STRASBOURG - FRANCE

www.medfit-event.com



Organised by:



With the support of:



Institutional partners:



This project is co-funded by the European Union and the European Regional Development Fund:



€60,000 support to the event

Welcome to MedFIT 2018

We are honored to welcome you to Strasbourg for this second edition of MedFIT, where you will be more than 600 from 20+ countries representing large companies, SMEs and start-ups, academics, tech transfer organisations, investors, public organisations, and services companies.

We are proud to welcome such a wide range of profiles and experts which adds to the quality and value of MedFIT.

As a true meeting place to connect with key innovators in the medtech and diagnostics sectors, MedFIT has emerged as the main European partnering event aiming at fostering the emergence of new and innovative technologies and services, as well as at accelerating market access for innovations.

We look forward to seeing many high-potential collaborations be 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, full of meetings and partnership opportunities.

The MedFIT organisers



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Life Sciences and Medical Device

PARIS

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BRUSSELS

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4 AREAS OF EXCELLENCE

IMPLANTS AND PROSTHESES

MEDICAL & SURGICAL EQUIPMENT AND INSTRUMENTATION

INNOVATIVE THERAPY DRUGS

COMBINED MEDICAL DEVICES

HEALTHCARE INNOVATION YOUR ECOSYSTEM



> 245 COMPANIES INNOV'HEALTH CLUSTER

Visibility & networking
Expertise & proficiency : regulatory affairs, expert groups, training
Business Accelerator

> TEMIS TECHNOPOLE

Innovation park (250 ha)
Business **incubator** and business **hotel**
Land & dedicated property
Project engineering

> TRANSFER AND PROMOTION

BIOINNOVATION : new product development center - 4,000m²
Clinical Investigation center - Inserm
French Blood Establishment Bourgogne-Franche-Comté SATT Grand Est

> LEADING INNOVATION

75 labeled project
Artificial pancreas, smart valves, artificial larynx, innovative cancer treatments...

> 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 departement (5,900 students)
ENSMM: Mechanics, Microtechnology and Design

Conception graphique : Pôle des Microtechniques
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MAKE *the* CONNECTION

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Johnson & Johnson Innovation seeks to find the best science and technology partners, no matter where they are, to solve the greatest unmet needs of our time. Positioned at the heart of the world's most creative science hubs, we take a collaborative approach to partnering to advance early-stage innovation.

The next breakthrough idea can come from anywhere. Maybe it will come from you. Together we can transform ideas into healthcare solutions that change lives.

@jninnovation

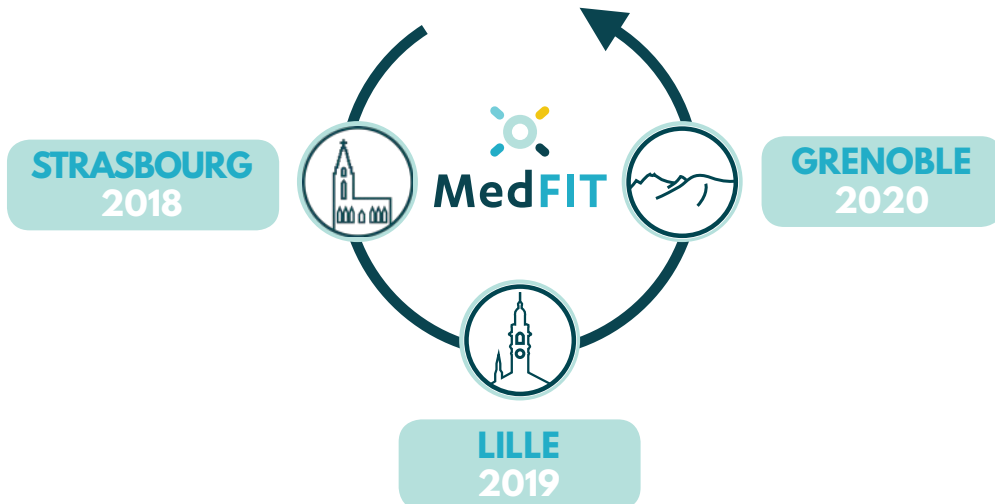


www.jnjinnovation.com

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The Organisers

MedFIT is organised annually and alternates between Strasbourg, Lille and Grenoble.



Eurasanté

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



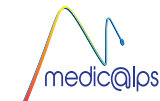
The Nutrition Health Longevity Cluster

A dynamic network that focuses on the main health issues of today, at the intersection of health, biotechnology, and nutrition.



Alsace BioValley

A world-class cluster dedicated to therapeutic innovation and medical technologies. It actively participates in developmental projects for the health industry and supports its members in their approaches to innovation, allowing them to get access to high-level national and international added-value expertise.



Medicalps

MEDICALPS is the HealthTech cluster of the French Alps gathering 100 members that enhances networking and business partnerships among healthcare actors and facilitates access to international markets.

TechnoMed

PARTY

GET ON BOARD
AND KEEP ON NETWORKING!

26th
June
2018

From
6:30 pm

TRANSPORT

A shuttle service is available to take you from the event venue to the barge at 6.15 pm & 6.30 pm

PARTY VENUE

Bacchus Barge
19 A Quai des Pêcheurs,
67000 Strasbourg

Sponsored by UPS:



#BBQ #Cocktail
#Networking #Dancing

The Steering Committee

Industries



Stig Visti Andersen,
CEO,
Visticon



Leo Kretzers,
General Manager,
Bakken Research Center,
Medtronic



Daniel Kroiss,
VP Chief Scientific Officer
CRM,
LivaNova



Stéphane Lavallée,
President,
Surgivisio



Louis de Lillers,
CEO,
CorWave



Antonin Marcault,
New Business Development
and Innovation Manager,
Philips



Arnaud Marie,
Global VP/GM,
Prefillable Syringe
Platform,
Becton Dickinson



Nicolas Ploquin,
Area General Manager
VP for Western European
Markets,
Johnson and Johnson



Cécile Réal,
CEO,
Endodiag



Nils Reimers,
R&D Manager,
Stryker

Associations, clusters



Marco Pintore,
General Manager,
Alsace BioValley



Florent Surugue,
Economic Development
and SMEs Director,
SNITEM



Grégory Vernier,
Executive Director,
MEDICALPS



Etienne Vervaecke,
General Manager,
Eurasanté

TTOs, research institutes



Remke Burie,
Operations Director,
Technical Medical Centre,
University of Twente



Josephine Dixon-Hardy,
Director of Medical
Technology Innovation,
University of Leeds



Terry Gourlay,
Head of Department,
Biomedical Engineering,
University of Strathclyde



Michel de Mathelin,
Director,
I-cube lab



Abhay Pandit,
Scientific Director,
CURAM

Investors



Alessio Beverina,
General Partner,
Panakes Partners



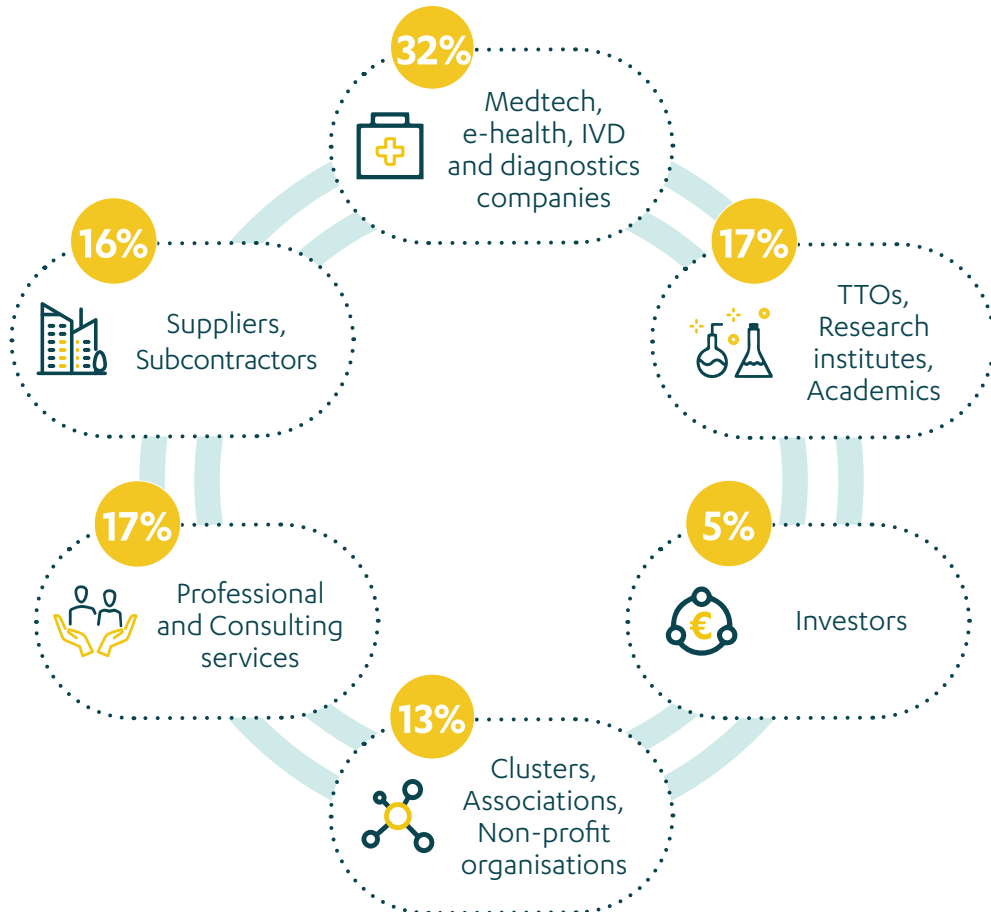
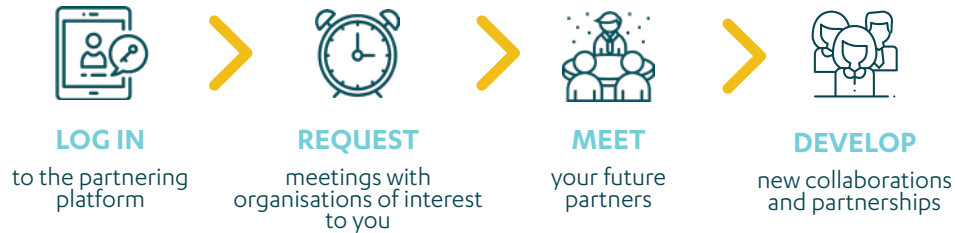
James Greene,
Advisor,
Seroba Lifesciences



Joseph Nathan,
Director New Ventures,
Alfred Mann
Institute at the Technion

An optimum business convention

48 hours to meet your future project partners, accelerate innovation, and obtain funding. MedFIT's business convention is the most efficient way to identify and connect with potential business or research partners and investors.



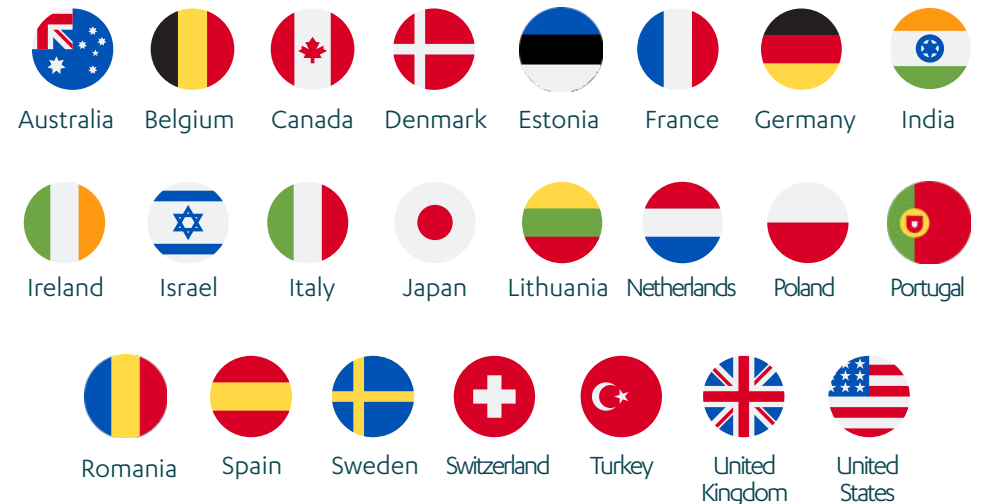
Who will you meet?

MedFIT gathers a broad medtech and diagnostics audience, allowing you to meet the most qualified players on the innovation cycle, from research to market, along with technology regulation and assessment.

600
KEY ACTORS INCLUDING:

Medtronic, J&J Innovation, Macopharma, Baxter, Olympus, Mauna Kea Technologies, Philips, Urgo, Guerbet, Vodafone, Convatec, Schott France, BioCer, Endodiag, Heartkinetics, Verapido Medical, Lattice Medical, Diabeloop, Cala Medical, EIT Health, Deloitte, ICOSA, Innov'health, MEDTEQ, WBC Incubator, MD101 Consulting, Medeuronet, Medical Devices Consulting, Axeme, 3D-Side, Defymed, Vitricell, Mitral technologies, Cohesives, Mitre Medical, Panaxium, Inserm Transfert, FINDMED, Ariel Scientific Innovations, Hadasit, Campus Technologies Freiburg, CURAM Institute, Queensland University of Technology, University of Leeds, University of Bath, University of Edinburgh, University of Twente, Kaunas University of Technology, AMIT Technion, Quadrivium Ventures, BPI France investment, High-Tech Grunderfonds, Seroba Life Sciences, Inkef Capital, Kurma Partners, Kreos Capital, Medevice, Panakes Partners, Baxter Ventures, Turenne Capital, MD Start...

FROM 20+ COUNTRIES
AROUND THE WORLD INCLUDING:



Event Snapshot • Day one

Tuesday 26th June 2018

	MedFIT Conferences & Start-up Slams Hosted Conferences	Meet-the-experts Sessions	Business Convention
08:30 AM 09:00 AM	WELCOME COFFEE		
09:00 AM	MADRID 3 ROOM Understanding SMEs and big players partnerships	Medtech experts Flash meetings	One-to-one meetings
10:00 AM			
10:00 AM 10:30 AM	NETWORKING BREAK		
10:30 AM	CURIE ROOM OPENING PLENARY SESSION: What will be driving growth in the Medtech's future?		
12:30 PM			
12:30 PM 2:00 PM	LUNCH		
2:00 PM	MADRID 3 ROOM What impact does incorporating AI into medtech have on the innovation process?	INNOV'AREA What method should you use to fund your start-up?	Medtech experts Flash meetings
3:00 PM		INNOV'AREA Johnson & Johnson Keynote Pitch	
3:00 PM	MADRID 3 ROOM From concept to successful commercialisation: How can we improve?	Start-up Slams	One-to-one meetings
4:00 PM			
4:00 PM 4:30 PM	NETWORKING BREAK		
4:30 PM	MADRID 3 ROOM eit Health Navigating through the European & the Israeli markets	INNOV'AREA france biotech Panorama France HealthTech	
6:00 PM			
STARTING AT 6:15 PM	TechnoMed PARTY Bacchus Barge, 19 A Quai des pêcheurs, Strasbourg		

TRACK 1
COLLABORATE TO INNOVATE

TRACK 2
FINANCING INNOVATION

TRACK 3
MARKET INNOVATION

TRACK 4
NAVIGATING DIGITALISATION

Event Snapshot • Day two

Wednesday 27th June 2018

	MedFIT Conferences & Start-up Slams Hosted conferences	Meet-the-experts sessions	Business Convention
08:30 AM 09:00 AM	WELCOME COFFEE		
09:00 AM	MADRID 3 ROOM eit Health Accessing the Canadian market: Meet the key players	VARSOVIE ROOM What impact do GDPR & data protection in medtech and diagnostics have on innovation?	Medtech experts Flash meetings
10:00 AM			
10:00 AM 10:30 AM	NETWORKING BREAK		
10:30 AM	MADRID 3 ROOM CANCÉROPOLE Est Innovation in Cancer	INNOV'AREA Start-up Slams Awards Ceremony	One-to-one meetings
11:30 AM			
11:30 AM	MADRID 3 ROOM CANCÉROPOLE Est Big Data & Cancer		
12:30 AM			
12:30 PM 2:00 PM	LUNCH		
2:00 PM	MADRID 4 ROOM PLENARY SESSION: Challenges in Medtech: From a product-based to an outcome-based strategy		
3:00 PM			
3:00 PM	MADRID 3 ROOM Understanding the wishlists of seed & Series A equity investors: What do they expect?	Medtech experts Flash meetings	One-to-one meetings
4:00 PM			
4:00 PM 4:30 PM	NETWORKING BREAK		
4:30 PM	MADRID 3 ROOM The route to a successful Medtech digitalisation: How should you adapt business models?		
5:30 PM			
5:30 PM	END OF MEDFIT 2018		

HOSTED CONFERENCES

START-UP SLAMS

Conference Programme

PLENARY SESSIONS

TUESDAY 26TH JUNE | 10:30 AM - 12:30 PM | CURIE ROOM

What will be driving growth in the Medtech's future?


The medtech industry is undergoing many changes: New regulations, evolution from product-based to value-based healthcare, digitalisation, AI integration... All these transformations are going to have a significant impact on companies, from start-ups to big players, all of whom will need to adapt in order to innovate and keep or increase their market shares. Of course, there will be hurdles to overcome – but it's also a great opportunity for innovation.

In this plenary session, our high-level visionary panelists will discuss what will be driving growth in the sector over the next decade, as well as the ways that medtech players can turn these challenges into opportunities for growth.

#FutureGrowth&Innovation #Digital #Regulations

Moderator:

Karen Taylor 
Director, Deloitte

Guenter Huhle 
MD, Ph.D., Head of
Johnson & Johnson
Innovation,
JLABS EMEA

Sacha Loiseau 
CEO,
Mauna Kea Technologies

Zishan Haroon 
Chairman & GP, JulzCo

Rupert Winckler 
Head of EMEA
New Business development
Medical Systems division,
Olympus Europa SE&CO.KG

WEDNESDAY 27TH JUNE | 2:00 PM - 3:00 PM | MADRID 4 ROOM

Challenges in Medtech: From a product-based to an outcome-based strategy


To facilitate market access and be able to offer products that comply with regulations and local healthcare authorities requirements, the medtech industry needs to move away from a product-based strategy and towards a value-based one. Of course, innovation itself is still crucial, but nowadays medtech players also have to take cost-containment effectiveness, quality and access to care into account: they need to focus on better health outcomes for patients or end users in order to remain competitive.

Our panelists will talk about how they are taking all these aspects into account in order to foster growth and innovation, as well as what strategies you can apply to help you stay on top.

#ValueBasedHealthcare #Innovation #MarketAccess

Moderator:

Nina Wilson 
Chief Medical Officer,
Attomarker Ltd

Anne Osdoit 
Partner, MD Start,
Venture Consultant,
Sofinnova Partners

Kayar Raghavan 
Business Angel,
London Business Angels

Raquel Riera 
Director of Moebio,
BIOCAT

Olivier Delporte 
CEO,
Miracor Medical



TRACK 1 COLLABORATE TO INNOVATE

TUESDAY 26TH JUNE | 9:00 AM - 10:00 AM | MADRID 3 ROOM

Understanding SMEs and big players partnerships

Innovative start-ups often see large corporations as the partners that could best help their businesses mature and grow. Conversely, large corporations are seeking new sources of innovation. The solution: Working together!


Many partnerships should be setup, such as: License agreements, co-marketing, co-development, joint ventures... Of course, implementing a successful collaboration is not so straightforward. How it should be set up depends not only on the start-up's stage of maturity, but also on each partner's expectations.

Are SMEs/Big Players partnerships occurring more often in the medtech sector? Have the big companies expectations in terms of partnerships with smaller companies evolved? Are those deals occurring at an earlier stage of development of the start-ups?

#Startups&SMEs #BigPlayers #Collaboration

Moderator:

Suzanne Elvidge 
Journalist, Freelance
Biopharma & Medical
Writer, Pharmawrite

Rogier Receveur 
Senior Engineering
Manager, Bakken
Research Center,
Medtronic

Benno Lansdorp 
Business Development
Manager Medical
Devices, DEMCON
Medical Robotics

Rob Lips 
CEO, Business
Development, GATT
Technologies BV

Barbara Castellano 
Principal,
Panakes Partners

TUESDAY 26TH JUNE | 3:00 PM - 4:00 PM | MADRID 3 ROOM

From concept to successful commercialisation: How can we improve?

Academic and clinical research in medical technologies is not just about publications and presentations. It is also about being able to bring an idea from its inception to its patenting and ultimately into functioning, new, cutting-edge medical technologies with commercial and clinical applications. Still, translating academic research into commercial results that benefit patients can be a long road that is fraught with pitfalls.

We'll hear concrete examples and discuss the hurdles one encounters when financing research projects and developing technologies before spinning out, licensing out, or setting up and managing public-private collaborations. Our panel of experts will address all these crucial issues and outline the improvements that could be made to accelerate the transfer of technology from the research to the market stage.

#PublicPrivateCollaborations #SpinOut #Licensing


Moderator:

Dan Gelvan 
Founder,
Medtech to Business

Mathilde Desselle 
Project Manager,
Biofabrication,
Queensland Technical
University

Bruno Cochetoux 
General Manager,
JBT HubUp

Tamar Raz 
CEO, Hadasi

Markus Clemenz 
Managing Director,
Founder,
Verapido Medical

Nihal Engin Vrana 
VP, Scientific Affairs,
PROTIP Medical



TRACK 2 FINANCING INNOVATION

TUESDAY 26TH JUNE | 2:00 PM - 2:30 PM | INNOV'AREA

What method should you use to fund your start-up?

When it comes to funding a medtech start-up, there are many ways that you can go about it. Even though VCs are often the main source of funding for companies raising large amounts of capital, there are also other funding options available: Soft money and foundations, business angels and family offices, crowdfunding... Each has its own set of advantages and drawbacks and choosing the right investment for your company is not an easy thing to do.

Because it is essential to be knowledgeable about all these options and to weigh the pros and cons, successful CEOs will be sharing their experience and the choices they made for financing their start-up, providing valuable advice to young entrepreneurs.

#Tips&Tricks #Startups #EarlyStageInvestment

Sacha Loiseau 🇫🇷
CEO,
Mauna Kea Technologies

Kadem Al-Lamee 🇬🇧
CEO,
Arterius

Moderator:

Hans Martens 🇧🇪
Senior Advisor,
European Policy Center

Anke Cassing 🇩🇪
Investment Manager,
High-tech Grunderfonds

Thijs Cohen Tervaert 🇳🇱
Investor in Health and
Technology, INKEF CAPITAL

Daniel Lyle 🇺🇸
Managing Partner,
DeBere Capital Partners

Anne Sissel 🇺🇸
Vice President & Head,
Baxter Ventures

WEDNESDAY 27TH JUNE | 3:00 PM - 4:00 PM | MADRID 3 ROOM

Understanding the wishlists of seed & Series A equity investors: What do they expect?

Recently, investors have become incredibly risk adverse in the medtech industry and they hardly invest without actual clinical trial data. Moreover, not all investors have the same assessment criteria or the same expectations.

This situation is challenging for start-ups and makes it harder to find the right partner to raise equity capital with in the new medtech era. In this session, our panelists will discuss the different approaches investors from Europe and abroad have for funding innovative start-ups, how to get their attention, and what a start-up should do to meet their expectations.

#EarlyStageFinancing #EquityInvestment
#InvestorsExpectations



TRACK 3 MARKET INNOVATION

Navigating through the International markets

Each country has its own set of rules. Accessing different markets means adapting your strategy to comply with completely different processes and requirements. The main factors resulting in varieties in market access are: The process of getting reimbursed for product-use, the deter technology adoption and the complexity and duration of the licensing and regulatory tracks.

These workshops will focus on how to adapt your strategy to the target market, how to overcome hurdles, and will offer services on how best to comply with the country's regulations as well as licensing and reimbursement processes. It will also be an opportunity to meet key local stakeholders and understand local medtech ecosystems.

These workshops are organised in collaboration with Health

#MarketAccess #ClinicalTrialsStrategy

PART I TUESDAY 26TH JUNE | 4:30 PM - 6:00 PM | MADRID 3 ROOM

Navigating through the European & Israeli markets

Dominique Delmas 🇫🇷
Founder & CEO,
Futurs Health Products

Joy Curten 🇩🇪
Business Creation Manager,
EIT Health

Pedro Silva 🇵🇹
Tech Transfer Director,
Instituto de Medicina
Molecular Joao Lobo
Antunes

Thierry Sarda 🇫🇷
Board Member,
Angels Santé

David Shem Tov 🇮🇱
Head of Research
Promotion,
Technion Research
and Development
Foundation

PART II WEDNESDAY 27TH JUNE | 9:00 AM - 10:00 AM | MADRID 3 ROOM

Accessing the Canadian market: Meet the key players

Eric Filion 🇨🇦
Medtech Expert,
LOK North America

Iris Leroux 🇨🇦
Project Manager,
MEDTEQ

Sheryl Thingvold 🇨🇦
Senior advisor of Health
Venture Services,
MaRS Discovery District

WEDNESDAY 27TH JUNE | 9:00 AM - 10:00 AM | VARSOVIE ROOM

What impact do GDPR & data protection in Medtech and diagnostics have on innovation?

Designed to strengthen existing data protection, the GDPR has a significant impact, placing new obligations on medtech businesses as far as handling highly sensitive patient information is concerned. In fact, the GDPR states that collecting data from and for clinical trials increases the risk of the freedoms and rights of natural persons being infringed upon.

Since medtech companies require extensive preparation to adjust their data protection to new standards, and considering the mandatory nature of those standards as well as the looming penalties imposed on non-compliant businesses, how will the implementation of the new regulations affect innovation in medtech?

#GDPR&DataProtection #NewRegulations #Compliance #Innovation

Moderator:

Antonio La Regina 🇮🇹
Former President EMEA,
ConvaTec

Cécile Théard-Jallu 🇫🇷
Partner, De Gaulle,
Fleurance & Associés

Xavier Gobert 🇫🇷
Executive Director,
My Data Trust

Artur Steffen 🇩🇪
CEO, GoClinic



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Further, Together



TRACK 4 NAVIGATING DIGITALISATION

TUESDAY 26TH JUNE | 2:00 PM - 3:00 PM | MADRID 3 ROOM

What impact does incorporating AI into medtech have on the innovation process?

There is no doubt that in the near future, AI will affect the whole healthcare system, as well as care delivery. Incorporating AI into medtech and diagnostics innovations will allow companies to provide personalized care for individuals, from their initial diagnosis to ongoing treatment options. This will empower patients, allow companies to improve their devices over time, and enable them to refine their algorithms as they amass more data. What's more, new cross-industry collaborations, combining different resources and areas of expertise, will enable the creation of innovative solutions that will improve patient care on a global scale.

How will these next level changes affect medtech innovations? How will they be incorporated into existing technologies? Will they be perceived as a revolution or merely as an expected industry development?

#AIIntegration #Medtech(r)Evolution #NewCollaborations

Moderators:

Caroline de Mareuil-Villette 🇫🇷
Partner,
ICOSA

Mathieu Porchet 🇫🇷
Strategy & Development
mission manager,
ICOSA

Luc Soler 🇫🇷
Scientific Director,
IRCAD

François Lescure 🇫🇷
President,
MedecinDirect

Didier Patry 🇫🇷
CEO, France Brevets

Devin Dunn 🇬🇧
Partnership team member,
MEDOPAD

WEDNESDAY 27TH JUNE | 4:30 PM - 5:30 PM | MADRID 3 ROOM

The route to a successful Medtech digitalisation: How should you adapt business models?

As the industry moves towards a value-based healthcare model, digitalisation will reshape the medtech landscape like it has never been before. Bolstered by new opportunities, emerging threats, and disruptive forces, medtech companies need to develop a clear strategy to keep their business models relevant and competitive.

Since digitalisation is no longer a goal but an ongoing journey, what are the keys to getting digital transformation right in medtech from a business point of view? Which strategy is best: Adapting existing business models, inventing new ones, or both? How will new digital solutions be approved, priced, and marketed?

#DigitalTransformation #BusinessModels #Pricing&MarketAccess

Moderator:

Hans Martens 🇧🇪
Senior Advisor,
European PolicyCenter

Paul Timmers 🇬🇧
Visiting research fellow
cybersecurity,
University of Oxford

Christian Hense 🇪🇸
CEO, Universal DX

Thierry Laugel 🇫🇷
Managing Partner,
Kurma Partners

Clément Destoumieux 🇫🇷
CEO & Founder,
Medmesafe

Dan Grunstein 🇮🇱
Co-founder, TokTokDoc

IMAGINE
QUALITY
HEALTHCARE
NO MATTER
WHERE YOU LIVE

Cancéropôle Est session

WEDNESDAY 27TH JUNE | 10:30 AM - 11:30 AM | MADRID 3 ROOM

Innovation in Cancer

- **Chemical Fusion: A General Method for Equimolar Linking Proteins and Payloads**
Sasha Koniev, CEO (Syndivia) - Strasbourg
- **PREDMED® TEST, an innovative in vitro assay (IVDMIA) to identify the most adapted targeted therapies for patients affected with a solid tumor**
Justine FRITZ, Project manager (ADAPTHERAPY) - Strasbourg
- **TAX2 peptide : from discovery to clinical development**
Albin Jeanne (SATT-Nord) - Reims
- **Circulating HSP70-exosomes as cancer biomarker**
Jessica Gobbo (CGFL) - Dijon
- **Active Personalised Cancer Immunotherapy**
Jean-Marc Limacher (ODIMMA) - Colmar

WEDNESDAY 27TH JUNE | 11:30 AM - 12:30 PM | MADRID 3 ROOM

Big Data & Cancer

- **Radiomics and Anthropometry: how to get more from medical images for personalized medicine.**
Pierre DECAZES (Centre de Lutte Contre le Cancer, Henri Becquerel) - Normandie-Rouen
- **Automatic Segmentation using artificial intelligence of Kidney tumours in children (ASKid)**
Florent MARIE (FEMTO-ST DISC) - Besançon
- **Rare is beautiful: exploding Big Data streams in rare genetic diseases**
Kirsley CHENNEN (CSTB/IGBMC) - Strasbourg (Illkirch)

About the Cancéropôle Est

Cancéropôle Est brings together 1,400 scientists and clinicians who join efforts to bring the latest innovations in terms of prevention, screening, diagnostic and therapeutic options in oncology to the 8.4 million inhabitants of the area that Cancéropôle covers (the Grand Est and Burgundy Franche-Comté regions).

Organising, coordinating, and strengthening cancer research by partnering with academic and clinical institutions and bringing together researchers (epidemiologists, biologists, physicists, computer scientists, mathematicians, robot engineers...), healthcare professionals, manufacturers, and patients is a top priority for the Cancéropôle Est. Projects about new technologies, diagnostics, stratification, or cancer patient follow-up will be presented.

www.canceropole-est.org

Panorama France HealthTech

TUESDAY 26TH JUNE | 4:30 PM - 6:00 PM | INNOV'AREA

Eurasanté joins forces with France Biotech and Euronext for the presentation of the 15th edition of its 'Panorama France HealthTech' during the Medfit convention on June 26th. This study, which has been conducted by France Biotech for 15 years will give you key insights on biotech and medtech trends at both French and European levels. The report, presented by France Biotech and Euronext (and written in partnership with KPMG and Bpifrance) covers various aspects: type of companies, products under development and R&D trends, financing through private equity and through financial markets.

Conference programme

4:30 pm - 4:50 pm

Introduction by France Biotech, the French association of entrepreneurs in innovative health technologies/biotech, **Didier Généau**, General Secretary, France Biotech

4:50 pm – 5:20 pm

Presentation of the Panorama: biotech and medtech trends, European comparison and funding, **Chloé Evans**, Project Manager, France Biotech

5:20 pm – 5:40 pm

Financing through financial markets, **Guillaume Morelli**, Head of SMEs Listing France, Euronext

5:40 pm – 6:00 pm

Questions & Answers – Exchange with the audience

About France Biotech

Created in 1997, France Biotech is a French non-for-profit organization that brings together the country's leading innovative health companies and their expert partners. France Biotech's primary mission is to support the development of this industry in France, by improving the tax, legal, regulatory and managerial environment in which these companies operate and by advocating for their recognition as a leading-edge industry. France Biotech also aims to turn French innovative health technologies into world leaders. The organization, which championed the creation of the French Young Innovative Company (JEI) status in 2004, develops a wide range of actions intended to set the innovative health sector on an independent and high-performance course. France Biotech is chaired by Maryvonne Hiance and has more than 180 members.

www.france-biotech.fr

Presentation sessions

Sponsored by:



The Start-up Slams showcase the most innovative medtech and diagnostics start-ups. During these presentations, the selected entrepreneurs will present their project to potential partners and investors who could support their company and receive feedback and advice from our jury of experts.

Come listen to the pitches and meet the innovators in the INNOV'AREA, and attend the Awards Ceremony to discover the winners of the Audience and Jury Prizes!

Keynote Pitch

TUESDAY 26TH JUNE | 2:30 PM - 3:00 PM | INNOV'AREA



Mirren Mandalia, Senior Ventures & Transactions, Johnson & Johnson Innovation

At Johnson & Johnson Innovation, we recognize that a great idea can come from anywhere, and we work with partners at all stages of research and development to nurture the innovation ecosystem and propel the best ideas into solutions for patients. Mirren will provide an overview of Johnson & Johnson Innovation, highlighting how we interact with the entrepreneurial community through our Innovation Centres, JLABS, JJDC, and other initiatives.

Don't miss the pitches!

They have all the innovation you need.

TUESDAY 26TH JUNE | 3:00 PM - 4:00 PM | INNOV'AREA

Ablacare

#Minimally Invasive #Medical Device
#PCOS Infertility treatment

HeartKinetics

#Heart Failure #Non-invasive monitoring
#Connected devices

Lattice Medical

#Breast reconstruction #3D printing
#Tissue engineering

SafeHeal

#Digestive-surgery #Anastomosis-Protection
#Colorectal-Cancer

BMDX

#Point-of-care Testing #Companion Diagnostics
#One-fits-all solution

Miravas

#Endovenous #Steam #Radiofrequency

InfiniteVision Optics

#Intraocular Lenses #Perfect vision #Cataract

WEDNESDAY 27TH JUNE | 10:00 AM - 12:00 AM | INNOV'AREA

Verapido

#Dermaject #Intradermal #Vaccine

Emosis

#Cytomolecular #Thrombosis #International

Hypno VR

#Virtual Reality #Hypnoanalgesia #Pain management

Mitre Medical

#Structural Heart #MR Repair #Beating Heart

Prinsoles

#3D Printing #Podiatry #Insoles

DEOXY Technologies

#Single-cell transcriptomics #Genetic diagnostics
#DNA nanotechnology

Lys Medical

#Endoscopy #Size Measurement #Airways

Defymed

#Physiological #Drug delivery #Diabetes

Cohesives

#Surgery #Suture #Adhesive

Mikro Biyosistemler

#Circulating Tumor cells #Liquid Biopsy #Microfluidics

Awards ceremony



WEDNESDAY 27TH JUNE | 12:00 PM - 12:30 PM | INNOV'AREA

To reward the most innovative start-ups, two prizes will be awarded:

- **Jury prize:** The most innovative Start-up will receive a **€5,000 cash prize**,
- **Audience prize:** The most innovative Start-up will receive a free **6m² equipped booth for MedFIT 2019**.

Your opinion matters!

Vote for your favorite project : www.medfit-event.com/vote

Jury Members :

Mirren Mandalia, Senior Director New Ventures & Transactions, Johnson & Johnson Innovation

Gérard Hascoet, Executive Chairman, MD Start

Stéphane Roecker, Senior Transition Manager, Roecker Consulting

Florent Guyon, Business Development Manager, Statico

Anne Sissel, Vice President Ventures, Baxter Ventures

Corinne Lebourgeois, Managing Director, MedC.Partners

Bervin Bouani, Senior Investment Manager, Turenne Capital

Cécile Real, President, Medevice

Etienne Vervaecke, General Manager, Eurasante

Meet-the-experts sessions

The **Meet-the-experts sessions** give you the opportunity to go over all your strategic needs and make your project move forward thanks to our specialized experts.



9

Medtech experts



30

Minute meetings

How does it work?

2 options:



1/ You already booked a meeting on the partnering platform prior to the event.

You just need to go at the **MEET THE EXPERTS ZONE** for your scheduled appointment.



2 / You haven't booked a meeting yet.

Onsite meeting requests are subjects to availability.

Head to the **MEET THE EXPERTS ZONE** to see if one of our experts is available to welcome you.

Powered by:



The experts



Cyrille Michaud

QA/RA, CE/FDA, SOFTWARE MEDICAL DEVICE LIFE CYCLE MANAGEMENT

Cyrille is a consultant specialized in software medical devices, working alongside medical device manufacturers, primarily start-ups. Typical assignments are establishing the proper QA/RA strategy, setting-up a quality management system, processes relative to the life cycle of a medical software, and working on technical files for CE and FDA clearance.



Sébastien Ferret

CLINICAL EVALUATION, RISK MANAGEMENT, REGULATORY STRATEGY, CE-MARKING

Sébastien is constantly working to help insure the new medical device regulation acts on the performance and safety of medical devices, and not as a burden. Sébastien aims at sharing his experience so that the regulation fits with a company's strategy along with the marketing message conveyed. The regulatory strategy should allow to bring proof of the performance of one's device.



Christine Horvais

HR AUDITS, EVALUATION INTERVIEWS, RECRUITMENT IN SALES-MARKETING-QA/RA-CLINICAL STUDIES-R&D-TOP MANAGEMENT

After more than 10 years in the healthcare industry, Christine founded AXEME – a human resources company specialized in medical devices. Now since 13 years, Axeme has been recruiting talented professionals for biotech, medtech and IVD companies. Its expertise is based on listening capabilities, reactivity, and a deep understanding of the healthcare field and its associated jobs.



Mathieu Charleux

INTERNATIONAL BUSINESS DEVELOPMENT AND STRATEGY

Mathieu brings over 15 years of experience in international business development of medical device companies, from start-ups to well established organizations. Specialized in medical devices, his goal is to always share his experience allowing companies to rethink their business models and international business expansion strategies.



Emmanuelle Dura-Badez
CLINICAL EVALUATION, LITERATURE REVIEW, CLINICAL STUDIES, REGULATORY FILING

Doctor in genomics and health, holding a BSc. in Clinical Studies Investigation, Emmanuelle worked in a university hospital setting on fundamental research and clinical studies project management. Working today to assist medical device manufacturers on clinical evaluation needs, specifically since the revised Meddev 2.7/1 on clinical evaluation reports.



Julien Prouteau

QMS ISO13485, CE-MARKING, PROCESS VALIDATION

Julien assists manufacturers in the design, validation and regulation of all medical devices. From design to market launch and post-market monitoring to industrialization, Julien offers his experience and expertise throughout global projects or on specific issues.



Christine Grasset

PRODUCT DEVELOPMENT, FUNDING INNOVATION

10 years of experience in R&D, and the management of complex projects with various medical device and cosmetics manufacturers. Working on product development projects as a consultant, Christine oversees the quality/regulatory challenges as well as the strategies to finance innovation.



Alain Valorge

ISO13485:2016, NEW MDR 2017/745, CE, 510(K), STED, AMDEC, AUDITS...

Bringing over 15 years experience at various stages of the life of a medical device, Alain helps companies build and grow their internal means to overcome quality and regulatory challenges.



Eric Filion

QA/RA, FDA CLEARANCE, MDSAP, CANADA, USA, NORTH AMERICA, SALES SUPPORT

With more than 25 years of experience, Eric can help medical technology companies of any size understand rapidly the steps necessary to penetrate the North American market. With his knowledge of the many cultural and regional differences of the Canadian and US markets he can help a company understand regulatory requirements, have a better perspective of the target market, put in place the appropriate business development structure while limiting the costs.

The Exhibitors' List & Floor Plan

4CLINICS C10
 ASSOCIATION SANTAKA VALLEY B11
 BIOCER ENTWICKLUNGS-GMBH B4

BOURGOGNE-FRANCHE-COMTÉ FRENCH TECH #HEALTH TECH PAVILION

ADN B10/2
 BIOTIKA / ISFC B10/6
 CISTEO MEDICAL B10/4
 CREATEMPS B10/7
 IDC MEDICAL B10/8
 INNOV'HEALTH B10
 MORPHEE+ B10/1
 PROVISKIN B10/3
 STI GENLIS B10/5
 TEMIS – BESANÇON SCIENCE PARK B10

CARNOT INTERFACES D11
 CFA-LEEM B1
 CNRS INNOVATION B6
 CONICIO A1
 CORTEC GMBH B12
 CTTM A2

GRAND-EST REGION

ALSACE BIOVALLEY C12
 NEXTMED C12
 UNIVERSITY OF STRASBOURG C12

EDUCAT D5
 EUROFINS MEDICAL DEVICE TESTING B5

GRENOBLE METROPOLITAN AREA AUVERGNE-RHÔNE-ALPES REGION

HUB4AIM D12/2
 KOELIS D12/1
 MEDICALPS D12
 RAUMEDIC D12/3
 STIPLASTICS D13

GROUPE JBT B2
 HEALTHTECHTAB C11
 HIRSCH INTELLECTUAL PROPERTY D6
 ICOSA D10
 IFIS DM B1
 INSERM TRANSFERT A6
 INSTITUT CARNOT MICA C14

JAPANESE PAVILION

IMEDEX D16
 KIKUCHI SEISAKUSHO D14
 KINBOSHI INC. D15

LILLE NORTHERN FRANCE REGION

AUTONOMAD MOBILITY B13/3
 BOOST4HEALTH B13/2
 CLUBSTER SANTÉ B13
 EURASANTÉ B13
 LATTICE MEDICAL B13/1
 NUTRITION HEALTH B13/1
 LONGEVITY CLUSTER B13

MAATEL C13
 MACOPHARMA C15
 MAGLE CHEMOSWED AB E1

MEDICAL TECHNOLOGY CLUSTER
 EAST NETHERLANDS 15
 MD MEDICAL DEVICES CONSULTING C2
 MDP A4
 MEDEURONET C2
 NICOMATIC A3
 ONLYNNOV D4
 PURELAB PLASTICS A5
 ROUEN NORMANDY INVEST C1
 SELHA GROUP C13
 THE MARKETECH GROUP D2
 THEME S.A.S. A1
 UPS D7

INNOV'AREA

BMDX ia5
 COHESIVES ia12
 DEFYMED ia14
 DEOXY TECHNOLOGIES ia10
 EMOSIS ia7
 HEARTKINETICS ia3
 HYPNOVR ia8
 LYS MEDICAL ia11
 MIKRO BIYOSISTEMLER ia13
 MIRAVAS ia6
 MITRE MEDICAL ia9
 PRINSOLES ia1
 SAFEHEAL ia4
 VERAPIDO ia2



The Exhibitors

4CLINICS

C10

www.4clinics.com

4Clinics provides services in Clinical Operations, Data Management, Biostatistics, Medical Writing, and Regulatory Affairs with a focus on Medical Devices.

- Full services for PoC, feasibility, safety, CE mark and PMCF studies from synopsis to report including regulatory, legal and operational support.

- Stand-alone services in Clinical Operations, Data Management, Biostatistics, Medical Writing or Regulatory Affairs. 4Clinics has offices in Paris, Brussels, Boston and Kenitra.

ADN

B10/2

www.adn.fr

ADN enables MedTech companies to comply with ISO and FDA requirements. We provide consulting for the Medical Device and In-Vitro Devices Lifecycle management : ISO 13485:2016 / IEC 62304 / ISO 14971 / FDA 21 CFR Part 11 & Part 820 . We can also help you reduce paper work with preconfigured, cost effective software solutions to implement the following processes: Document control, DHF / DMR, CAPA / NCRs / Complaints, Global Market Registration, Submissions and UDI.

ALSACE BIOVALLEY

C12

www.alsace-biovalley.com

Alsace BioValley is a French competitiveness cluster which has for mission to federate, develop and promote health players through innovation. Its priorities are Medicine, Medical Technologies and e-Health. The cluster participates in development projects and supports its members in their R&D innovation approaches enabling them to access high added-value expertise (regulatory, clinical studies ...). It also contributes to its members networking and visibility, in order to boost market access.

ASSOCIATION SANTAKA VALLEY

B11

www.santakosslenis.lt/en/

Association Santakos Slėnis (Santaka Valley) unites and integrates activities of 4 largest research and study institutions of Kaunas: Kaunas University of Technology, Lithuanian University of Health Sciences, Vytautas Magnus University and Lithuanian Energy Institute at the science and business valley «Santaka». The aim of association is to carry out interdisciplinary scientific and applied research, to coordinate technology development and its commercialization.

AUTONOMAD MOBILITY

B13/3

www.autonomad-mobility.com

We provide innovative technical solutions to improve mobility and autonomy for disabled & elderly people. We have developed two electrical motorization kits for manual wheelchairs: NOMAD KIT, the most evolutive kit on the market with the unique self balancing mode - Climb on a sidewalk or drive on rough surfaces won't be a problem anymore - and DUO KIT, the lightest motorization kit, without any joystick, designed for active people.

BIOCER ENTWICKLUNGS-GMBH

B4

www.biocer-gmbh.de

BioCer Entwicklungs-GmbH is a German medical device manufacturer. We are producing haemostatic devices and surgical meshes for hernia repair and breast reconstruction. Founded in 1998, we are selling products all over the world in more than 50 countries with our distribution partners.

The Exhibitors

BIOTIKA / ISIFC

B10/6

www.biotika.univ-fcomte.fr/

Biotika®, integrated into ISIFC, University Engineers French School, catalyzes the collaboration between industrials and hospitals in order to speed up the launching of medical products that are best suited to the needs of clinicians and patients. The aim is to help companies preparing, during the upstream phase, the technical files and getting marketing authorization. Biotika® provides its services for regulatory and quality affairs, clinical evaluations and clinical investigations plans writing.

BOOST4HEALTH

B13/2

www.boost4health.eu

Boost4Health provides practical and financial support to life sciences companies who wish to explore their international growth potential. 11 leading business support organisations in 7 countries across Europe have joined forces into Boost4Health project to help SME to accelerate their international growth. By sharing expertise and networks, and providing practical and financial support, the Boost4Health community helps businesses to expand into new markets within North West Europe.

CARNOT INTERFACES

D11

www.carnot-interfaces.fr

Carnot Interfaces is partnerships in robotics, IT and health technologies with companies of all sizes. It is also the expertise of 5 laboratories and their 800 researchers at your service to innovate!

CFA-LEEM

B1

www.leem-apprentissage.org

Created by "Les Entreprises du Médicament - LEEM" in 2003, the "Centre de Formation d'Apprentis" of LEEM Apprentissage aims to bring new capabilities and skills expectations to the healthcare companies. In order to do this, it proposes, in partnership with universities and schools, 35 higher education training programs in the fields of pharmaceuticals and medical devices. The CFA LEEM Apprentissage, in partnership with the University of Strasbourg, proposes a Master's degree «Regulation of MD».

CISTEO MEDICAL

B10/4

www.cisteomedical.com

Cisteo MEDICAL your partner for developing and manufacturing medical devices. Its work covers all stages of a project from inception to production in a controlled environment of finished medical devices (implants, catheters, instrumentation, diagnostic devices in vitro.) ready for commercialization.

CLUBSTER SANTÉ

B13

www.clubstersante.com

Clubster Sante is a network of 250 companies in the health sector in the Hauts-de-France region. It has three main missions: Information, networking and mutualisation in order to achieve three objectives: Create business opportunities, collaborate to anticipate the market needs and improve the firm's competitiveness.

The Exhibitors

CNRS INNOVATION

B6

www.cnrsinnovation.com

CNRS Innovation, established 1992, is a French public limited company, now a subsidiary of the CNRS and BPI France. Hardly of 25 years of experience in the support and the transfer to the industry of innovative technologies, we help you to build your projects: from the evaluation of your technologies to the elaboration of the strategy of exploitation by way of the analysis of the intellectual property (such as patent landscapes, technology scouting, etc.).

CONICIO

A1

www.conicio.com

Conicio is an industrial design agency offering an integrated design + engineering service for the creation and development of innovative products. This approach enables us to guarantee our clients that their projects will be transformed into products that are aesthetic, functional and industrially manufacturable. Driven by an enthusiastic team of experts in product design, mechanical and materials engineering, Conicio has managed to bring value to multiple medical devices and other goods.

CORTEC GMBH

B12

www.cortec-neuro.com/en

CorTec is a young medical engineering company located in Freiburg, Germany which serves all levels of interconnecting the human body to artificial intelligence. As innovation leaders in neurotechnology we endow the development of new therapies: Either we develop and manufacture single individual components like electrodes and encapsulations or we set up active implantable systems which can process neural information from the human body to control therapeutical applications.

CREATEMPS

B10/7

www.createmps.com

Createmps is the European expert in marking on medical devices - to be implanted or not - on all types of materials, including elastomers, silicones, polymers, metals and textiles. Our workshop masters all marking techniques, stamp and screen printing, laser marking, micro-dosing. We can offer a marking solution that meets your specifications, e. g. USP Class VI inks, non invasive laser, radio-opaque ink, etc. Our production can be manufactured in an ISO 5 clean room. ISO13485 in progress.

CTTM

A2

www.cttm-lemans.com

The CTTM is a Center of Expertise and R&D for companies in the health sector. Its pluridisciplinary team, specialized in materials and biology, develops solutions, designs and produces test batches, pilot batches, or preclinical validations. The CTTM provide additional services like material investigation, Design Engineering (prototypes, 3D scan, structural analysis..).

EDUCAT

D5

www.educat2seas.eu

EDUCAT (Empowerment of Disabled people through the User Coproduction of Assistive Technology) is an European funded project to develop and deliver adaptive, open and modular technology to promote independence and improve quality of life for people with motor impairment and neurological disorders. One of the key objectives of the project is to adopt a co-creation approach which place the end-user at the center of the design, development and testing process. 6 partners are involved. Yncréa is LP.

The Exhibitors

EURASANTÉ

B13

www.lille.eurasante.com

Eurasanté is a development agency dedicated to tech transfer and business development in life sciences sector. We work to promote the growth of the biology, health and nutrition sectors in Lille region. Our experienced project managers help researchers, startups and companies with their development projects. Willing to set-up in France? We provide a full range of services such as real estate, fundraising, recruitment and business development.

EUROFINS MEDICAL DEVICE TESTING

B5

www.eurofins.com

To assist you in the development, registration or quality control of your medical devices, Eurofins Medical Device Testing offers a full range of services in consulting, testing and clinical development. Preclinical regulatory assessment: biological risk, chemical characterization, biocompatibility, microbiology, packaging & cleaning process validation, etc. Clinical services: pre-market studies, PMCF studies, PMS, regulatory consulting, document writing (CER), user tests, etc.

GROUPE JBT

B2

www.groupejbt.com

With more than 50 Years of experience in technical plastic parts market, GROUPE JBT can help you gain a strategic advantage by leading your projects in total confidentiality: - R&D, design & conception of products and medical Devices - Innovation platform: Patentability, market studies, CE marking - Design & manufacture of tools - Injection moulding in cleanrooms (ISO 7) - Multicomponents injection, Overmoulding - Assembling - Production plants: France, Mexico, Tunisia & Hungary.

HEALTHTECHTAB

C11

www.healthtechtabs.eu

The HealthtechTAB is an EC-funded that provides free-of-charge access industry experts with a solid track record in developing and bringing new therapeutics and medical devices to the market. We tailor our support to the needs of carefully selected health tech projects at different stages of development, using a holistic approach to assess, guide and monitor health tech development in one team. Our support is not limited to a predefined timescale, providing help along the journey to translation.

HIRSCH INTELLECTUAL PROPERTY

D6

www.hirsch-iplaw.com/en

The Hirsch IP Law group is a major player in the world of IP. The renown and expertise of our firm, since long recognized at international level, rely on diverse talents sharing the same vision. The group formed of Hirsch & Associés (Barristers) and Hirsch & Partners (Patent and Trademark Attorneys) allows a synergy which is to the advantage of the clients, both from a point of view of efficiency as well as of costs. Our practice includes all aspects of patent, trademark, design, and copyright.

HUB4AIM

D12/2

JBT HubUp, CEA-Leti, University of Grenoble Alps and Grenoble University Hospital have created Hub4AIM for innovative medical devices pre-industrialization. The ambition of this unique and comprehensive offer is to accelerate the development by taking into account at early stage all the requirements linked to the product industrialization, from technology maturation to clinical evaluation, including risk analysis. It is built on a solid and open partnership creating an integrative environment.

The Exhibitors

ICOSA D10

www.icosafirm.fr

ICOSA is a business-oriented intellectual property firm committed to its clients, who they are and what and their business is. Dedicated to the health sector, specialized in Life Sciences and Medtech, we provide tailor-made solutions and IP services – prosecution, strategy & valuation – for building strong patent portfolios and thereby creating valuable assets. ICOSA and its clients, on a worldscale, are at the forefront of future medical innovation.

IDC MEDICAL B10/8

www.idc-medical.com

IDC Medical © (Innovation Disinfection Concept Medical) is a French company that develops an innovative process for high-level disinfection of sensitive medical devices, UVMIST®, applied to industrialized automatons. We're looking for health's partners to build new disinfective automat for futur.

IFIS DM B1

www.ifis-dm.fr

Ifis DM, part of the Institut de Formation des Industries de Santé, provides interactive trainings and tailor-made consulting services throughout the whole Medical Device lifecycle. Dedicated to companies developing, producing and distributing medical devices, Ifis DM helps employees in Quality, Regulation, and Market Access to improve their knowledge and skills in order to better achieve their professional goals, from product development to their commercialization. Ifis DM is a partner of SNITEM.

IMEDEX D16

www.imedex-global.com/fr

Imedex is a Japanese company that designs and manufactures sensors for Cardiac monitoring. Our superior sensors are used in a large number of hospitals in Japan. We have developed a high quality, water resistant resident sensor that can significantly eliminate background noise.

INNOV'HEALTH B10

www.pmt-ih.com

Innov'Health is a Competitiveness cluster's Pôle des Microtechniques cluster that represents and gathers all the industrial companies, research laboratories and the academic world in the healthcare sector in the Burgundy-Franche-Comté region. The cluster's action plan explores, beyond innovation aspects linked to its affiliation with a competitiveness cluster, a broad spectrum related to its members' needs to increase their visibility and network, expertise and business.

INSERM TRANSFERT A6

www.inserm-transfert.fr

As a private subsidiary of Inserm, Inserm Transfert manages economic and societal value creation and the transfer of knowledge from Inserm research laboratories to companies contributing to promote human health innovation.

INSTITUT CARNOT MICA C14

www.carnot-mica.fr

Specialist in functional materials, surfaces and interfaces, the Carnot MICA Institute supports companies in the design and development of their products and services. With his 17 laboratories and technical centers, all experts in materials and innovative solutions, the Carnot MICA Institute offers companies a comprehensive offering, ranging from basic research to industrial applications.

The Exhibitors

KIKUCHI SEISAKUSHO D14

www.kikuchiseisakusho.co.jp/en/

Manufacturer of wearing device by which bodily functions can be improved, supported and enhanced.

KINBOSHI INC. D15

www.kinboshi-inc.co.jp

We manufacture ultra-fine bubble water machine that can cleanse human body surface very efficiently.

KOELIS D12/1

www.koelis.com

KOELIS, The Prostate Care Company, has assisted physicians worldwide in their routine clinical practice since 2006, providing the latest technology for personalized prostate cancer planning and management, from targeted diagnosis to accurate treatment. KOELIS brings to the market a new paradigm in prostate care with advanced, patient-tailored solutions that preserve their quality of life. KOELIS technology has been published in more than 60 clinical reports and treats over 200,000 patients in more than 25 countries.

LATTICE MEDICAL B13/1

www.lattice-medical.com

LATTICE MEDICAL is designing, manufacturing and distributing medical devices for soft tissue reconstruction. Our first application is a breast implant called MATTISSE that brings a real solution for breast reconstruction after cancer. MATTISSE implant gives a natural and personalised reconstruction with a single surgery. It is composed of two 3D printed bioabsorbable materials helping regeneration of autologous fat tissues (adipose tissues) to reconstruct lost volume after mastectomy.

MAATEL C13

www.maatel.fr

MAATEL SAS is a polyvalent electronic engineering company and its business includes work in digital electronics, analog and power management, embedded software and mechanical design. MAATEL has successfully developed medical products for international markets in the EU and the USA for over 25 years. MAATEL's engineers and technicians have thorough knowledge of and experience in, regulatory and medical device standards (IEC 62304, ISO 14971, EN 60601-1 FDA, CE mark...). ISO 9001 & ISO 13485.

MACOPHARMA C15

www.macopharma.com

As Transfusion medicine evolves towards new cell therapies, Macopharma has started to diversify into biotherapies and has developed a wide range of products to assist its customers in the fields of cell & tissue therapy, regenerative medicine and transplantation. Thus the Biotherapy range of products provides solutions for every step of the cellular therapy process from collection, processing, expansion and cryopreservation of stem cells, up to the treatment and transplantation of cells or organs to patients.

MAGLE CHEMOSWED AB E1

www.maglechemoswed.com

Magle Chemoswed is a Swedish specialty pharmaceutical and medical device company that develops and manufactures a broad range of pharmaceutical ingredients and medical devices based on its unique patent protected bio-degradable polymer technology base. Currently, the Company has formulations with application in Advanced Wound Care, Surgical/Diagnostics and Drug Delivery. Our R&D have adapted our technologies to create gels, sponges, fibers and films used across our markets.

The Exhibitors

MD MEDICAL DEVICES CONSULTING C2

www.medical-devices-consulting.com

Our consultants based in France, UK, Germany, Spain and the Nordic Region offer specialised Executive Search and Selection, Interim Management, Board Appointment and Recruitment services for innovative medtech clients. Our services are provided by consultants with long experience in leading commercial success in medical devices franchises across Europe. Our specialities include: cardiology, electrophysiology, general laparoscopic and robotic surgery, urology, orthopaedics, gynaecology and wound care. Our experience and successes make us a strong partner for your medtech businesses.

MDP A4

www.mdp.fr

For more than 35 years, MDP design, develop and produce mechatronic systems for the medical industry. Since 2014, MDP is the official subsidiary in France and R&D and production Center of maxon motor group (leader in high technology drives). From in-vitro diagnostic instrumentation to active implantable medical devices, MDP has a strong expertise into motors, mechanics and electronics. MDP supports medical innovations thanks to its ISO 9001 and ISO 13485 certifications.

MEDEURONET C2

www.medeuronet.com

An international consulting services firm with offices in Strasbourg and London, medeuronet helps innovative medtech companies achieve success in Europe. Our expertise covers the key milestones of the Medtech RoadMap, taking our clients from idea through to commercialization. We build long-term relationships that drive momentum and add maximum value. Along the way, we provide insight, resources and a network of connections through our online platform www.medtechengine.com

MEDICALPS D12

www.medicalps.eu

Founded in 2000, MEDICALPS is the HealthTech cluster of the French Alps. Located in Grenoble, MEDICALPS gathers roughly 100 members including startups, SMEs, global actors, research centers and universities. MEDICALPS aims to promote the local ecosystem, facilitate technology deployment and international development of our members and structure the local healthcare sector by developing shared industrial resources.

MEDICAL TECHNOLOGY CLUSTER EAST-NETHERLANDS 15

The smart manufacturing industry (High Tech Systems and Materials) is characteristic for the Twente region in East-Netherlands. We are seeing opportunities in the medtech cluster. Companies are looking for each other like the realization of the Techmed Center at the University. From that perspective, a Technological Medical (TechMed) cluster is being developed with participants Demcon Medical Systems, University of Twente, Development Agency East NL and World Trade Center Twente as participants.

MORPHEE + B10/1

www.morphee.eu.com

MORPHEE + device is the only fall detection system that: - protects the privacy of patients and preserves the confidentiality of acts of care through the absence of image. - solves the problem of forgetfulness and rejection of sensors: Morphée + works without any sensor carried. - reduces accommodation costs by automating some of the recordings or surveys that are currently done manually by caregivers. - reduces the medical and financial consequences of falls by alerting carers or caregivers.

The Exhibitors

NEXTMED C12

www.strasbourg.eu/nextmed

Nextmed is an international benchmark for improving health care and enhancing medical skills. The nextmed city, located within the Strasbourg Teaching Hospital complex, provides an umbrella for all those involved in developing medical and surgical devices, including surgeons, researchers, engineers and manufacturers. Over €1 billion of public and private funding have so far been invested in the site's buildings, facilities and R&D projects since 2009.

NICOMATIC A3

www.nicomatic.com

With a global presence, Nicomatic (ISO9001:2008 & EN9100:2009) designs & manufactures innovative rectangular micro connectors & switching solutions for harsh environments. With full in-house manufacturing & design our products are: High performance connectors (CMM, DMM, Microflex), FFC & Jumper cables, components for man-machine interface & custom made connectors.

NUTRITION HEALTH LONGEVITY CLUSTER B13

www.nhl-cluster.com

The NHL Cluster is the only French cluster to combine Nutrition, Biotechnology and Health. The NHL Cluster focuses on the fields of prevention and treatment of life-style related diseases. We identify opportunities (technology, market, product, financial aid), we facilitate exchange between potential and existing members, we contribute to collaborative R&D projects between academia, national and international public research institutions and private companies. NHL Cluster, Your Innovation Partner

ONLYNNOV D4

www.onlynno.com

ONLYNNOV is the leading french insurance broker for Medtech. We also insure all kind of Medical Devices, Biotech, Pharma, CROs, ... Our full range of insurances includes product/professional liability, biomedical research liability, financial risks from seed to IPO, property risks, stock & transit, employee benefits, etc... BRAND NEW : we have created a unique insurance offer to prevent you from regulatory risks, such as CE certificate suspension or cancellation. Ask us!

PROVISKIN B10/3

www.proviskin.com

ProviSkin sells innovative products dedicated to the research in dermatology for the pharmaceutical, cosmetic, and veterinary industries. The company is organised in two division: the provisioning and treatment of skin samples for third party, and the development and sales of laboratory material and products. The materials and products patented by ProviSkin (K-Skin, D-Skin) are conceived to maximize the efficiency of their clients' in vitro and ex vivo studies and tests, by optimizing their research process on human and animal skin samples.

PURELAB PLASTICS A5

www.purelabplastics.com

PureLab Plastics is a long-time expert in high-precision injection molding dedicated to Life Science, Medical and Healthcare industries. Plastics Center of Excellence of the Gilson Inc. group, our Engineering team offers custom development services from concept to commercialization. We are committed to developing and producing high-quality plastic products (DDS, medical devices, consumables) meeting the high-specification requirements of the life sciences industry in ISO7 - ISO8 environments.

The Exhibitors

RAUMEDIC

D12/3

www.raumedic.com

RAUMEDIC specializes in processing medical-grade thermoplastic polymers and silicones at five production sites in Germany and the United States. As a partner of the international medical technology and pharmaceutical industry, the polymer specialist develops and produces customized components, including tubing, catheters and molded parts as well as complex groups of components and systems for diagnostic and therapeutic uses.

ROUEN NORMANDY INVEST C1

www.rouennormandyinvest.com

1 hour from Paris, the international leaders of Pharmacy, Medtechs and Robotics illustrate the attractiveness of Rouen. 190,000 jobs in health, 3200 public and private researchers, 30000 m² of University R&D platform. From design to pre-clinical trials to market, we have the skills to support your innovation.

SELHA GROUP

C13

www.selhagroup.com

Selha Group supports its customers in the design and production of electronic equipment. This group of 900 people is recognized as a premium integrator in Medical, Telecom and Aerospace markets, providing its customers with a competitive and long-term turnkey solution. Selha group covers all activities required for HW and SW development, certification, industrialization, manufacturing and testing of medical devices up to class 3.

STI GENLIS

B10/5

www.sti-genlis.com

Specialist in WIRING and CONNECTING, manufacturer of electrical harnesses, electrical cabinets, specialist in PRECISION ASSEMBLIES implanted in Burgundy (FRANCE 21) since 1988. Our products and services: Electrical wiring: wire cutting, wire stripping, terminal crimping, electrical testing and electric harnesses: manufacture of electrical harnesses. Electrical boards, boxes and cabinets: electrical wiring, electrical and electronic integration, assembly.

STIPLASTICS

D13

www.stiplastics.com

As a specialist in plastic injection, Stiplastics has been a partner to the health and pharmaceutical industries for over 30 years. We design and manufacture simple, innovative solutions and medical devices to improve users' everyday life, mainly in the areas of respiratory diseases, drug delivery, pre-analytics and connected health.

TEMIS – BESANÇON SCIENCE PARK

B10

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...

The Exhibitors

THE MARKETECH GROUP D2

www.themarketechgroup.com

Since 1995, The MarkeTech Group (TMTG) has been an international leader in providing global Voice-of-Customer marketing research to the healthcare industries including: Medical imaging, medical devices and in-vitro diagnostics, healthcare IT, pharmaceutical. TMTG Solutions are market opportunity assessment / tech transfer, new product roadmap, pricing optimization, value proposition and go-to-market execution

THIEME S.A.S.

A1

www.thieme.eu/fr

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 VO.

UPS

D7

www.ups.com

The UPS team helps you meet the challenges of your healthcare supply chain in a strategic, efficient and proactive manner. With our 3,000 logistics experts in the healthcare field and an established global infrastructure, we can quickly customize and mobilize state-of-the-art solutions for all your urgent and temperature sensitive shipments. UPS continues to expand our healthcare capabilities with acquisitions including CEMELOG and Poltraf and Marken, a wholly-owned subsidiary of UPS.

The pitchers

Ablacare

AblaCare is developing a device for the treatment of PolyCystic Ovary Syndrome (PCOS) related infertility, based on an effective and demonstrated surgical predicate and an access and delivery path routinely used by fertility physicians.

BMDX

ia5

BMDX has a novel key enabling technology for ultra-fast, simple and cost-optimized in vitro diagnostics. Our products enable MedTech and diagnostics companies to offer laboratory-grade near-patient diagnostics for decision-critical biomarkers at the point of care.

COHESIVES

ia12

Cohesives develops surgical adhesive solutions for surgery with an adhesion 10 times stronger than existing surgical adhesives currently used.

DEFYMED

C12/ia14

ExOlin® is an innovative device that allows physiological delivery of drugs using a simple sub-cutaneous injection through current injection device (syringe, pen, pump...). Proof-of-concept is made on diabetes management for insulin delivery.

DEOXY TECHNOLOGIES

ia10

DEOXY Technologies develops a platform for massively parallel single-cell transcriptomics. The technology enables genetic diagnostics on the single-cell level, with applications in the assessment of tumor heterogeneity and immunology.

EMOSIS

C12/ia7

Clinically-centred cytomolecular routine in vitro diagnostic and companion tests of thrombotic disorders, exploiting cell-based coagulation paradigm by using new generation of microflow cytometers enabling user-friendly individual testing of thousands of patients cells in few seconds.

HEARTKINETICS

ia3

HeartKinetics develops the Kino-cardiograph (Kino), a non-invasive tele-monitoring wearable solution born from space research, which aims at revolutionizing the existing model of heart failure (HF) disease management.

HYPNO VR

ia8

HYPNO VR leverages virtual reality to make the benefits of medical hypnosis available to the largest audience possible: patients, health professionals and health institutions.

The pitchers

INFINITEVISION OPTICS

With its adjustable intraocular lens Precisight® the company aims at providing the best possible vision to patients after cataract surgery.

LATTICE MEDICAL

B13/1

LATTICE MEDICAL develops MATTISSE, a breast implant for a personalized and natural reconstruction with a single surgery. MATTISSE is a 3D printed implant fully bioabsorbable using autologous adipose tissues to reconstruct breast.

LYS MEDICAL

ia11

Lys Medical develops a unique decision-aid device for airways specialists dedicated to provide sizes and dimensions where approximations are the current gold standard.

MIKRO BIYOSISTEMLER

ia13

MikroBiyosistemler develops tagCTC, a stand-alone lab-on-a-chip platform for circulating tumor cell (CTC) isolation and enumeration for early cancer diagnosis and prognosis, with competitive edge on performance, cost, and time-to-result.

MIRAVAS

ia6

The Hybrid Vbox from the French start-up Miravas is a medical device unique in the world combining two endothermal techniques (steam and segmental radiofrequency) to treat outpatient venous disease as an alternative to surgery.

MITRE MEDICAL

ia9

Mitre Medical has developed the Mitral Touch® device to provide cardiac surgeons an "Off-Pump" beating heart version of mitral annuloplasty, offering a less invasive and safer approach to treat mitral valve regurgitation (MR).

PRINSOLES

ia1

3D Printing of insoles for podiatrists.

SAFEHEAL

ia4

Colovac is an innovative digestive anastomosis protection device, designed to reduce complications and obviate the need for ostomies for colorectal -cancer patients. Colovac is a fully reversible implant, placed until the anastomosis is healed (for about 2 weeks).

VERAPIDO

ia2

DERMAJECT® intradermal injection device for highly standardized skin injections (intracutaneous, Mantoux) of all intradermal drugs and fluids is Verapido Medical's first CE marked and marketed product for targeted drug delivery to the skin, immune and lymphatic systems for e.g. therapeutic cancer, influenza or other vaccines, immunotherapies, allergy tests and insulin.



Don't miss their pitches and the awards ceremony!
(Details p. 22-23)



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STRASBOURG AND THE GRAND EST REGION:

A HOTSPOT FOR MEDTECH INNOVATIONS

The French/German/Swiss BioValley is where more than 45% of the European medtech market is located, drawing renowned leaders such as Stryker, GE Healthcare, Brüker, Zimmer and innovative start-ups, in addition to medtech scientific experts and influencers who are based out of 13 research institutes and laboratories. Furthermore, Strasbourg's medtech campus brings together industrial, scientific, and clinical talent, as well as a complete range of additional services to help companies design, develop, and launch the medical devices of tomorrow onto the European market.

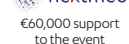


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