
MEDICA

Export Market Visit

16-19 November 2020

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**This is Export.
This is Wales.**

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Taking Wales to the World.

Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, so you won't find a more pro-business Government anywhere.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

CEO Dr Elin Haf Davies has over 22 years' experience within regulatory and rare disease treatment (European Medicines Agency & Great Ormond Street Hospital) and created **Aparito** to ease the burden on the clinical staff and transform the patient experience, and is now recognised as a leader in the med-tech space.

Aparito has been awarded "Digital Health Innovators of the Year" and "Best Remote Patient Monitoring Solution" in the Global Healthcare and Pharmaceutical Awards 2020, establishing it as a patient focussed med tech company improving the patient experience on a global scale across all continents for over 6+ years.

Product/Service

Aparito is a med-tech company specialising in capturing patient generated data and digital endpoints remotely, with a specific expertise in decentralised/ hybrid studies. As a leading provider of mHealth and remote patient monitoring technology with specialist regulatory and clinical expertise, with it's technology, it is possible to capture Real-World Patient Data through a variety of sources. This includes eQuestionnaires, videos, voice, pictures and wearable device integration.

Objectives

To engage with other patient focussed companies to continue to improve the patient experience globally.



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Benson Viscometers design and manufacture specialist laboratory blood analysis instruments called clinical blood viscometers. Benson Viscometers is a supplier of choice to UK NHS, with its instruments currently installed in 50 NHS main hospital pathology laboratories. Its products have also been sold into hospital laboratories in Ireland and the USA.



Product/Service

Benson Viscometers design and manufacture sophisticated clinical blood viscometers. It supplies automated viscometers via sale, contract and rental to hospital pathology laboratories. It also supplies specialist calibration, quality control, sterilisation and cleaning materials to operate the viscometers as well as providing a comprehensive support maintenance and repair service to all viscometer users.

Benson Viscometers can be used to check plasma viscosity so the availability of blood viscosity testing could also drive earlier intervention for Covid-19 patients who are most at risk of serious complications.

Objectives

Benson Viscometers is looking to promote the benefits of its products to key players in the health care industry.



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Biocatalysts is a global biotechnology company that has been producing speciality enzymes for a variety of industries for over 35 years. It has been providing specific enzymes into the diagnostic field for several years and has just launched Proteocut K to the Life Science market.



Biocatalysts has taken its commercial knowledge of producing enzymes at an industrial scale and applied them to producing high-quality, cost-effective enzymes. The company has been built on an ethos of actively working with customers to develop enzyme-based solutions that meet customer challenges.

Product/Service

Biocatalysts offer off-the-shelf enzyme products, an award-winning customised enzyme discovery, development and manufacturing service (EDM) and contract manufacture of your enzyme in its new world class enzyme manufacturing facility. This EDM service offers customers the opportunity to identifying novel enzymes that fit their specific manufacturing or processing needs. The company utilises its knowledge of enzyme chemistry to develop, scale up and manufacture enzymes that are fit for purpose.

Objectives

Biocatalysts attend industry events to meet new potential partners and to offer innovative solutions for the customer to meet their specific requirements. To understand the different market needs and develop enzymes that meet certified standards, provide process efficiencies, cost savings and continuity of supply.



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Concentric Health is a health tech startup transforming the way people make decisions about their health. Concentric's digital consent application is now in use at some of the world's most innovative healthcare organisations.



Product/Service

Concentric is a digital consent application transforming the process of giving consent to treatment.

Objectives

Now in use across leading UK NHS organisations, Concentric Health is looking to support a small number of innovative European healthcare organisations to digitally transform their consent process over the next 6 months.



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FRIO is the award-winning manufacturer of the world's first patented medication and insulin cooling wallets. Using specially developed crystals which transform into a cool gel when activated by water, FRIO wallets are fully rechargeable and stop the degradation of insulin and several other temperature sensitive medications through the process of evaporation.



Even in outside temperatures of up to 37°C, the FRIO wallet keeps their contents within the safe temperature range of 18-26°C for a minimum of 45 hours.

Established in 1996, FRIO exports to over 70 countries worldwide and allows medication users to travel every day safely, without the need for refrigeration.

Be the first to see FRIO's new innovative products.

Product/Service

Medication Cooling Wallets

Objectives

FRIO is currently looking to further grow the company's global partnerships and develop sales in new territories.



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Hybrisan is a team of advanced antimicrobial specialists, engaging in cutting-edge research and development to bring products to the market for a range of industrial and medical requirements.



Hybrisan calculate, develop, and implement bespoke solutions to help decontaminate environments in an effective, eco-friendly, and safe way. It works with clients by understanding their needs and processes, enabling them to research, develop and commercialise products to meet their needs. The company prides itself on developing and implementing its processes to the highest standard, including testing and quality controlling it's product range in-house and providing ongoing training and support.

Hybrisan's key area of expertise includes antimicrobial technology, materials and scale-up of electrospinning processes to a commercially viable scale.

Product/Service

Hybrisan range of products include alcohol free sanitiser, wound dressing technology and reusable face mask materials

Objectives

Hybrisan is looking to promote its range of sanitisers, and build relationships within the medical sector. The company is also looking to showcase its disruptive wound dressing technology and its revolutionary reusable facemask materials.



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JR Biomedical is an ISO13485:2016 certified developer, manufacturer and distributor of in-vitro diagnostic test kits. The company assembles and distributes SELFCheck, a leading brand of CE certified self-test kits to pharmacy and multiple retailers in the UK including Lloyds Pharmacy and Superdrug. JR Biomedical also collaborates with UK universities to develop new rapid diagnostics and innovative IVD technology.



Product/Service

- SELFCheck self-test kits
 - Immunoassay development
-

Objectives

Identify new distribution partners for SELFCheck.



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OsteoPlus manufacture and sell Patient Matched Craniomaxillofacial, Orthopaedic Implants and Surgical Instruments. Its team of design engineers have extensive experience in designing Implants that provide life changing solutions for patients.



OsteoPlus is committed to utilising the most up to date technology and materials to enable it to supply the highest quality devices and services.

OsteoPlus also has a managed services division (EliteMediserv®) offering a range of solutions for companies wanting to set up in the United Kingdom but don't want the costs associated with setting up offices and staffing. OsteoPlus and EliteMediserv® are both certified to ISO13485:2016 and are working to certification in GDP.

Product/Service

OsteoPlus: Patient matched craniomaxillofacial / orthopaedic implants, instruments and surgical guides, general and bespoke surgical instruments, anatomical models for pre-surgical planning and education.

EliteMediserv®: Customer services (front and back office services), warehousing & logistics, hospital loan set management, same day and specialist delivery, QA & RA, sales & marketing consultancy, product development and project management, accountancy/book-keeping, authorised representation and responsible person services for medical devices in the UK.

Objectives

The OsteoPlus mission is to be the best in the industry providing patients with life changing outcomes through anatomically matched devices using leading technologies and materials.

The EliteMediserv® mission is to provide the best possible service and infrastructure to support and grow our clients business whilst effectively managing costs.



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With over 20 years' experience, and over 40 international design awards to its name, **PDR** brings a unique approach. Supplying expert and highly experienced human-centred research, product design and development, interaction and interface design, regulatory and introductory manufacturing services to leading companies globally in a multitude of sectors.

These sectors include medical, aerospace, automotive, military, sports and leisure, industrial, food, cosmetics and personal care as well as both the public and private sectors. Amalgamating the latest technologies and facilities creates an unparalleled capability and world-leading results for its clients.

The team employs a structured, methodical and reliable approach to determine user requirements, discover new product features and service opportunities and validate designs, interactions and interfaces throughout the device development.

The capabilities knowledge and expertise are unprecedented and maintain PDR's position at the cutting edge of knowledge and practice and as a world-leading centre in design and innovation.

Product/Service

- User Insights
- Innovation
- Product & Service Design

Objectives

- To engage and build relations with a new audiences to establish new working relationships
- To maintain good relations and communications with existing clients
- To gain understanding and insight into current technologies and trends developing in the medical sector



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Under **Rocialle** Healthcare's brands, Rocialle and Guardian, high quality medical products have been supplied to the NHS for forty years. Its Welsh site, with one of Europe's largest medical cleanrooms and an e-beam sterilisation plant, focuses on production of sterile packs containing consumables for surgical and medical procedures. Their facility in Scotland supplies surgical drapes, gowns and trolley covers to UK and international markets. Rocialle procedure packs present surgical teams with one sterile pack, containing all the consumables required, increasing adherence to best practice and allowing time previously spent picking and unwrapping to be spent caring. Medical packs extend these benefits to wards, clinics and the community.



Guardian drapes range from a simple drape to a procedure-specific pack. The company's unique role in the surgical textile market is in meeting needs for innovative products, especially high specification drapes, which can feature fluid pouches with drainage, integral incise film, latex-free elasticated inserts and resealable line holders. Its range of gowns suits all types of surgery.

Throughout the COVID-19 pandemic, Rocialle Healthcare has been a leading supplier of PPE to the National Health Service, including gowns, visors and masks, many of which it now makes in the UK.

Product/Service

Theatre Procedure Packs, Medical Packs, Woundcare Packs, Cannulation Packs, Single-Use Surgical Instruments, Sterile Consumables, Surgical Drapes, Surgical Gowns, Tray Wrap, Face Masks, Visors, Goggles and Isolation Gowns.

Objectives

To meet new customers: distributors and end users.



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Salar Surgical is an award winning British company, which was setup in order to develop the world's only sharp safe intravitreal injection device, SP.eye®. The product was successfully launched in 2015 and has seen significant year on year growth in sales since.



Product/Service

SP.eye® is the only intravitreal injection device to control the needle position in three dimensions whilst simultaneously providing complete sharps safety during delivery of anti-VEGF drugs into the eye. SP.eye® delivers precise injections whilst safeguarding users and patients from sharps injury. SP.eye® is compatible with pre-fill syringes, and has been used over 100,000 times worldwide. It is particularly suited to facilitate injections by nurses and allied healthcare professionals.

Salar Surgical can offer SP.eye® as a sterile single use device, or as part of a procedure pack. SP.eye® is CE marked and available throughout the EU, Middle East and Australasia.

Objectives

Salar and its partner, Andersen Caledonia, aim to add to its growing group of distribution partners, and is

seeking partnerships with well-established and trusted territorial and regional distributors, with effective sales forces, particularly in the Middle and Far East, and Latin America.



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TrakCel was established in 2012 combining pharma cold chain and information technology experts. TrakCel's vision is to create a software-driven Cell Orchestration Platform (COP) for the efficient management of advanced cell therapies assisting companies scale up manufacturing from clinical trials to commercialisation.

Product/Service

TrakCel's software harmonises all aspects of advanced therapy supply chains ensuring every patient's safety. The software can be used to manage chain of identity and chain of custody and generate a compliant, auditable record to support regulatory inspections. The technology is being used to ensure that the correct patient receives the correct therapy at the correct time whilst recording who handled the product at which point during the cell therapy supply cycle. The software is used to support personalised cancer vaccines, autologous and allogeneic cell therapies.

Objectives

To introduce TrakCel's software to Medica's delegates and receive

feedback on TrakCel's software which will feed into the continuous improvement programme for its software.



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Weqas is a global provider of quality in diagnostic medicine. Weqas is one of the leading External Quality Assessment (EQA) providers with over 50 years' experience in Quality Assurance, providing solutions in laboratory medicine. Weqas provides over 40 EQA Programmes, including external audit, performance analysis and an educational advisory service.

Product/Service

Weqas has an expert teams of scientists delivering services in Laboratory EQA, Point of Care (PoCT) EQA, Reference Measurement Services, Internal Quality Control (IQC), Quality Control Reference Material (QCRM) and Education & Training.

Benefits of working with Weqas:

- Accredited to ISO 17043, 17025 and 15195.
- Over 40 EQA programmes.
- Access to participant website to keep track of your quality.
- Reference Measurement Service for traceability.
- CE marked IQC and QCRM.

Objectives

- To market its products and services, and to acquire market knowledge and experience as part of a strategic approach to exporting.
- To continue to grow its global markets and to promote high quality EQA and IQC services.

- To create new business opportunities and to be introduced to key influencers and decision makers.
- To raise its profile including the scientific expertise within the company.
- To attend forums and lectures to keep up to date with developments within the industry.



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