

German manufacturer of innovative products for trauma surgery is looking for distribution partners in the framework of a commercial agreement

Summary

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|-------------------------------|--------------------------------------|------------------------|
| Profile type | Company's country | POD reference |
| Business Offer | Germany | BODE20220711005 |
| Profile status | Type of partnership | Targeted countries |
| PUBLISHED | Commercial agreement | • World |
| Contact Person | Term of validity | Last update |
| Doerthe ZEESE | 11/7/2022 11/7/2023 | 08/09/2022 |

General Information

Short summary

A Berlin based German medical technology company that is active in the field of products for traumatology is looking for a distribution partner for their anatomical plating systems and cannulated screws for orthopaedic surgery. They are aiming at a cooperation in the framework of a commercial agreement.

Full description

A German globally active medical technology company based in Berlin develops, manufactures and markets products for trauma. Their IP-protected portfolio includes - besides an innovative anatomical plating system - a wide range of cannulated screws. In addition, they have an innovation pipeline with development projects such as antibacterial silver coating technology and magnesium-based implants. These technologies address critical and unmet needs in trauma. The company is aiming at a cooperation in the framework of a commercial agreement. They are looking for SMEs or big companies that are interested in distributing the products mentioned above in their own countries or regions. A potential partner should have a focus on orthopaedics and/or complementary products in the field of traumatology. A good network of hospitals and/or final users is necessary.

Advantages and innovations

The main USPs of the anatomical plating system which incorporates the IP-protected locking-compression technology are:

- Comprehensive patent protection (Four patent families)
- Locking and compression in only ONE step
- Coverage of the most common fracture patterns, including elective surgery and periprosthetic fractures
- products with approvals international core and emerging markets (CE, FDA, NMPA (China), ANVISA (Brazil) etc.)
- a thin plate design with better biomechanical properties
- less influence on the peripheral tissue, less soft tissue injury
- higher well-being after the surgery, cosmetic benefits because of less material

Stage of development

Already on the market

IPR Status

IPR granted

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

Partner Sought

Expected role of the partner

The company is looking for a partnership with a big distributor / wholesaler or an SME that is interested in acting as a distributor for the company's products. A future partner should be active in the field of orthopaedics or traumatology and have a network in those fields. The framework of the envisaged cooperation would be a commercial cooperation.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 50 - 249**
- **Big company**
- **SME 11-49**

Dissemination

Technology keywords

- **06001017 - Surgery**
- **06001020 - Physiotherapy, Orthopaedic Technology**
- **06001013 - Medical Technology / Biomedical Engineering**

Market keywords

- **05003003 - Surgical implants**
- **05005015 - Orthopaedics**
- **05004006 - Surgical instrumentation and equipment**

Targeted countries

- **World**

Sector groups involved

- **Healthcare**