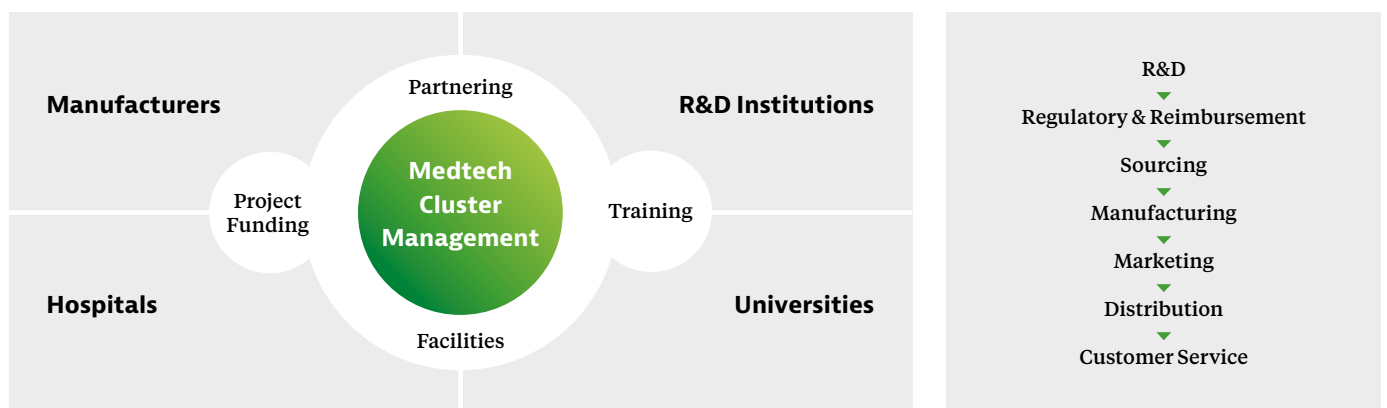


Medical Technology Clusters in Germany

ISSUE 2017/2018

Germany's technology clusters provide benefits along the entire value chain

Germany boasts more than 30 specialized medical technology clusters



Germany is Europe's largest medical technology market and ranks third internationally. With more than 1,200 medical device manufacturers (>20 employees) and two thirds of revenues generated outside its domestic market, Germany is also home to a very successful medical technology industry. Throughout the world, products "Made in Germany" have achieved an excellent reputation for their leadership in quality, innovation, and design. The foundation of this success is a well-established collaboration between private sector companies, hospitals, contract research institutions, and academia.

Germany is home to more than 30 specialized cluster networks focusing on medical technology. Their goal is to achieve continuous innovation in research and development as well as in manufacturing by connecting companies, hospitals, universities, and other research institutions. Dedicated cluster management teams help obtain funding for joint R&D projects, provide shared facilities, and organize educational training programs for their members. Working closely with local

cluster experts, Germany Trade and Invest (GTAI) can support international companies by identifying and contacting key clinical opinion leaders. Moreover, matching partners and service providers can be found to assist with product certification, reimbursement procedures, and product development.

This publication provides a countrywide overview of selected clusters and networks recognized by the national "go-cluster" excellence program in accordance with the guidelines of the European Cluster Excellence Initiative (ECEI). Interested companies are welcome to join one or more clusters regardless of geographic location.

GTAI assists international companies in setting up business operations – such as R&D centers, manufacturing facilities, and sales and service centers – in Germany.

➔ For further information and contact details please visit us online at: www.gtai.com/medtech

Promoting Innovation

Cluster activities are promoted by the German federal government. Individual cluster research activities are supported by a number of funding instruments, many of which focus on partnering projects also open to international companies.

1 go-cluster certified



BioConValley
www.bioconvalley.org

Selected Area of Activity

- Plasma tech
- Telemedicine

Selected Members

- Companies: 20
- Universities: 5
- Research Institutes: 12

2



Life Science Nord
www.lifesciencenord.de

Selected Area of Activity

- Medical imaging
- Minimal invasive technologies
- Implantology
- Bone healing
- Hygiene & Infection
- E-Health

Selected Members

- Companies: 500
- University Hospitals: 2

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Auditory Valley Oldenburg
www.auditory-valley.com

Selected Area of Activity

- Audiological diagnostics
- Technical hearing aids
- Implant development
- Assistive technology
- Audio signal processing
- Cognition and acoustics

Selected Members

- Companies: 4
- Hospitals: 2
- Universities: 2
- Research Institutes: 5

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BioRegionN
www.bioregion.de

Selected Area of Activity

- Plasma technology
- Diagnostics
- Biomedical technologies
- Implants
- Acoustic hearing technology
- Dental technology

Selected Members

- Companies: 73
- University Hospitals: 2
- Universities: 4
- Research Institutes: 14

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InnoMed e.V.
www.innomed-magdeburg.de

Selected Area of Activity

- Neuro medtech
- Diagnostics
- Ambulance vehicles
- Gas sterilization
- Ultrasonic measurement
- Medical software
- Reprocessing of devices
- Intelligent catheters
- Telemedicine
- Medical imaging

Selected Members

- Companies: 25
- University Hospitals: 1
- Universities: 2
- Research Institutes: 1

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HealthCapital Berlin Brandenburg
www.healthcapital.de

Selected Area of Activity

- Medical imaging
- Minimally invasive medicine
- Cardiovascular diseases
- Neurology
- Oncology

Selected Members

- Companies (Medtech): 300
- University Hospitals: 2
- Universities: 31
- Research Institutes (Life Sciences): 23

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InnovativeMedizin.NRW
www.innovative-medizin-nrw.de

Selected Area of Activity

- Personalized medicine
- Population medicine
- Data-driven medicine
- Biologization
- Human-technology interaction

Selected Members

- Companies: 534
- University Hospitals: 7
- Universities: 8
- Research Institutes: 37

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medways e.V.
www.medways.eu

Selected Area of Activity

- Ophthalmology
- Implants and endoprotheses
- Optical and biotechnological diagnostic tools
- Sensors

Selected Members

- Companies: 34
- University Hospitals: 1
- Universities: 3
- Research Institutes: 7

Medical Technology Clusters in Germany



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optonet e.V.
www.optonet-jena.de

Selected Area of Activity

- Ophthalmology
- Implants and endoprotheses
- Optical and biotechnological diagnostic tools
- Sensors

Selected Members

- Companies: 94
- University Hospitals: 1
- Universities: 3
- Research Institutes: 7

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biosaxony
www.biosaxony.com

Selected Area of Activity

- Medical devices
- Radiation oncology
- Medical imaging and software
- Medical engineering
- Point-of-care diagnosis

Selected Members

- Companies: 200+
- University Hospitals: 2
- Universities: 9
- Research Institutes: 14

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go-cluster certified



Optence e.V.
www.optence.de

Selected Area of Activity

- Optical, laser and LED technology

Selected Members

- Companies: 66
- University Hospitals: 6
- Research Institutes: 4

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healthcare.saarland
www.healthcare-saarland.de

Selected Area of Activity

- Hearing defects/hearing impairment
- Hospital hygiene
- Neuroprosthetics
- Health IT
- Ambient assisted living
- Laboratory technology
- Medical biotechnology

Selected Members

- Companies: 116
- University Hospitals: 1
- Universities: 3
- Research Institutes: 4

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go-cluster certified



Medical Valley EMN e.V.
www.medical-valley-emn.de

Selected Area of Activity

- Diagnostic imaging
- Treatment systems
- Telemedicine
- High-tech implants

Selected Members

- Companies: 500
- University Hospitals: 1
- Universities: 1
- Research Institutes: 20

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go-cluster certified



Forum MedTech Pharma e.V.
www.medtech-pharma.de

Selected Area of Activity

- Medical devices
- Mobile & digital Health
- Biomaterials
- Pharma diagnostics
- Electronics & IT

Selected Members

- Companies: 705
- University Hospitals: 6
- Universities: 21
- Research Institutes: 37

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BIOPRO Baden-Württemberg
www.bio-pro.de

Selected Area of Activity

- Minimally invasive endoscopes
- Implants, prostheses
- Robotic systems
- Diagnostics (focus on personalized medicine)
- E-Health

Selected Members

- Companies: 603
- University Hospitals: 6
- Universities: 19
- Research Institutes: 10

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MedicalMountains AG
www.medicalmountains.de

Selected Area of Activity

- High quality surgical instruments
- Minimally invasive surgery
- Innovative implant technology

Selected Members

- Companies: approx. 400
- University Hospitals: 5
- Universities: 11
- Research Institutes: 24

Promoting Innovation

Financial support is provided by the European Union (EU), the German federal government, and the individual German federal states. Research and development incentive programs primarily provide funds for personnel costs associated with R&D projects. Additional costs for instruments and equipment may also be eligible if they are clearly used for the relevant R&D project.

R&D Incentives in Europe – Horizon 2020

The EU's Horizon 2020 program offers financial support to transnational research and innovation projects at the European level. Support is allocated in the form of grants covering up to 100 percent of project expenditure. Horizon 2020 is the world's largest research funding program, with a total budget of more than EUR 77 billion, and will run until 2020.

The European Commission normally publishes calls for proposals for specific research topics. A call contains detailed information about the expected research topics, the participation rules, and the funding modalities.

R&D Incentives in Germany

A number of national programs exist at the federal level. Some of these programs are limited to specific research topics and individual calls for projects while others are open to all research fields. The Central Innovation Program for SMEs (ZIM) is the best known federal program and is designed to reimburse the cost of single and joint R&D projects realized by SMEs. Grants of up to 55 percent of a maximum sum of EUR 380,000 in eligible expenses per project and partner can be awarded. The 16 German states also offer their own R&D support programs. While some of these initiatives focus on specific cluster subjects, open technology programs are more common.

European Cluster Excellence Initiative

The European Cluster Excellence Initiative (ECEI) was launched by the EU Commission in 2009 as part of the European Union's efforts to foster growth and creation of world-class clusters across the EU. The European Secretariat for Cluster Analysis (ESCA) was subsequently established in order to offer practical advice to Europe's cluster management organizations. Today, ESCA is a network of cluster experts from more than 30 countries that consults cluster policy makers and promotes cluster management excellence through benchmarking and quality labelling of clusters and their management organizations. In Germany, 10 cluster networks with activities in the medical technology sector have already been ECEI certified.

Germany's go-cluster Excellence Program

The Federal Ministry for Economic Affairs and Energy launched its "go-cluster" excellence program integrating the country's strongest cluster management organizations. While clusters included in the go-cluster program are vanguards of innovation, the purpose of the program is to increase their international visibility and the implementation of innovative services. Accordingly, go-cluster offers specific services to its individual target groups: cluster managers, cluster players and representatives from government, science and business. At the time of publication, 22 German cluster networks with activities in the medical technology sector have been awarded go-cluster status.

R&D Grant Programs



OUR SERVICES

About Us

Germany Trade & Invest (GTAI) is the foreign trade and inward investment agency of the Federal Republic of Germany. The organization advises and supports foreign companies planning to expand into the German market and assists German companies seeking to enter foreign markets.

Investment Location Germany

GTAI provides close-to-market information to international companies looking to enter German markets. Our specialist industry teams prepare all of the relevant information essential to business success in Germany. GTAI's comprehensive range of information services includes:

- Market and industry reports
- Market entry analyses
- Business and tax law information
- Business and labor law information
- Funding and financing information

Business Location Services

GTAI supports international companies from market entry to business start-up in Germany. Expert project teams advise and assist in the business establishment phase. GTAI's range of free services includes:

- Legal and tax-related project support
- Funding and financing advisory services
- Site visit organization
- Local partner and network matchmaking
- Public and private partner coordination

All investment-related services are provided entirely free of charge. Our specialist industry teams have hands-on experience in their respective industries and treat all investor enquiries with the utmost confidentiality.

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