

# “Doing Business in Saxony”

A business trip for Scandinavian enterprises to Saxony, Germany  
in the sector of Life Sciences  
May 30<sup>th</sup> – June 1<sup>st</sup> 2018



Germany is the most important business and trading partner for Scandinavian countries. Within Germany, the state of Saxony is **one of the most dynamic economic regions** with a long industrial history. The economic structure is shaped by the automobile industry, machine and tool manufacturing, industrial engineering, environmental/energy technology as well as the most dynamic life science. Around 350 companies committed towards **biotechnology, pharmaceuticals, medical technology, e-health and health economics** successfully cooperate with more than 30 research institutions and clusters, in order to implement innovative projects.

Norwegian and Swedish companies interested in initiating cooperation and partnerships for business development with Saxon enterprises are invited to learn more about Saxony as a business location, its technological competences and innovative products in the bio- and medical technology as well as health economics sector.

Therefore, **Saxon State Ministry of Economics, Labour and Transport (SMWA)** and **Saxony Economic Development Corporation (WFS)** are organizing an economic business trip (BBA-project) for top level decision makers from Norwegian and Swedish companies. The delegation is focusing on the following economic sectors:

- Health Economics
- Medical Technology and Equipment
- E-Health
- Ambient Assisted Living (AAL)
- Supporting areas and Non-University Research

The **BBA-project program** includes workshops, site visits and match making opportunities with selected companies from Saxony as well as informal discussions and cultural events. The delegation is scheduled to take place from May 30<sup>th</sup> to June 1<sup>st</sup> 2018.

## BBA-project overview

### Conditions and Costs

Please note, that the BBA-project is financed by funds of the **Saxon State Ministry of Economics, Labor and Transport (SMWA)** and coordinated by the **Saxony Economic Development Corporation (WFS)**.

The costs for the organization of the project, matchmaking with German companies, site visits within Saxony, the welcoming event as well as transfer in Germany and catering during the group program will be financed by the **Saxon State Ministry of Economics, Labour and Transport**.

The Scandinavian participants bear just the cost for flights and accommodation in Saxony. The team in Germany will pre-book a middle-class hotel for the complete group.

### Draft of programme of the BBA-Project

29 <sup>th</sup> May	• Arrival in Germany, group transfer from airport to Dresden
30 <sup>th</sup> May	• Official greeting at Saxony Economic Development Corporation (WFS) • Company visits I and II • B2B workshop with the possibility to present yourself (Networking and Matchmaking)
31 <sup>st</sup> May	• Additional on sites visits in the region of Saxony
1 <sup>st</sup> June	• Additional company visits and project evaluation • Departure

Answers from the questionnaire will help us to create a suitable program in Saxony with the best matchmaking-possibilities and correspondence with your interest. The communication throughout the delegation and project will be in English.

### Benefits for Scandinavian participants

- Company visits and bilateral meetings with German participants - direct access to innovative German technology and advanced insight into the Saxon business world.
- Match-making with potential business partners from Germany for technical cooperation / JV's / production and more.
- Widen and enrich your business network in Germany and Europe.
- Get to know innovative solutions e.g. consequences of population aging through new digital health concepts.

## Examples of participating companies from Saxony\*

Company / webpage	Industrial Sector	Products & Services
<b>biosaxony e.V.</b> <a href="http://www.biosaxony.com/en">www.biosaxony.com/en</a>	Biotechnology & Medical Technology Cluster	Biosaxony is the <b>association of the biotechnology/medical technology sector</b> in the region of Saxony. Its members represent the various companies, research institutes and lobbyists working in biotechnology and medtech and the related areas of engineering and material sciences in Saxony.
<b>Dr. Henke MTE</b> <a href="http://drhenke.de/en/">drhenke.de/en/</a>	Medical Training and Education	<b>Simulators &amp; phantoms</b> for new surgical operation technologies and new instruments according to client's needs. <b>"Model Construction,"</b> as well as the production of training videos and animations.
<b>FHR Anlagenbau GmbH</b> <a href="http://www.fhr.de/cms/en/">www.fhr.de/cms/en/</a>	Mechanical and Plant Engineering, Medical Technology	Vacuum coating equipment for mass production/industry and small batch production. Vacuum processing equipment for R&D and teaching.
<b>HEALTHY SAXONY / Carus Consilium Sachsen GmbH</b>	Health Economics, personalised health care, telemedicine	<b>Central information and communication platform</b> for the promotion of overarching cooperation of the health economy in Saxony.

<a href="http://www.carusconsilium.de/">www.carusconsilium.de/</a> <a href="http://www.healthy-saxony.com/">www.healthy-saxony.com/</a>		Projects: “ <b>CCS Telehealth Ostsachsen</b> “ – development of <b>telemedicine infrastructure for hospitals in East Saxony</b>
Hergert GmbH Reha Sanitärtechnik <a href="http://www.hergert-gmbh.de">www.hergert-gmbh.de</a>	Sanitary Engineering	Manufactures <b>barrier-free products</b> made of stainless steel for <b>sanitation and rehabilitation</b> .
KEK GmbH <a href="http://www.kek-dresden.com/en/">www.kek-dresden.com/en/</a>	Stainless Steel Manufacturing	Manufactures stainless steel laboratory equipment, clean room and catering equipment.
ORTHOVITAL GmbH <a href="http://www.ortho-vital.de/">www.ortho-vital.de/</a>	Orthopaedics and Rehabilitation	Manufactures individual <b>orthopaedics and prosthetics</b> and develops <b>rehabilitation technology</b> .
PG40 GmbH <a href="http://pg40.iimdo.com/">pg40.iimdo.com/</a>	Medical Technology Consulting	Business consulting, data security and IT solutions. Project: <b>diafyf</b> - build <b>actionable real-time information to predict current and future treatment options for diabetes patients</b>
Realists – RSST GmbH <a href="http://www.realists.de">www.realists.de</a>	Surgical Training	Innovative surgical training services, simulation systems for different patient cases and pathologies. Project: <b>RealEar</b> - <b>realistic simulation of the inner ear</b> <a href="https://youtu.be/9tcfWvPJxk">https://youtu.be/9tcfWvPJxk</a>
Rollstuhlbau Bräunig - Inh. Sascha Kröner <a href="http://www.braeunig-rollstuehle.de">www.braeunig-rollstuehle.de</a>	Wheelchair Construction	Compact design indoor, attendant-propelled, foot-propelled and custom-made wheelchairs.
stamos + braun Prothesenwerk GmbH <a href="http://www.prothesenwerk.com">www.prothesenwerk.com</a>	Health Economics Orthopaedics and Prosthetics	High-quality silicone prostheses, R&D: production process of Fused Deposition Modelling (FDM).
Theratecc GmbH & Co KG <a href="http://www.theratecc.de/">www.theratecc.de/</a>	Dental IT	<b>Digital checkbites, Software for orthodontics</b> , Innovation award 2013 <a href="https://www.youtube.com/watch?v=eElqraaOCqU">https://www.youtube.com/watch?v=eElqraaOCqU</a>

\*According to your profile and interest additional participants in Saxony will be acquired.

## Interested in taking part in the delegation?

Please send us the registration form by **27<sup>th</sup> April 2018**.

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**We are looking forward to your participation and meeting you in Saxony!**



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