



# GHA



German Health Alliance

THE INTERNATIONAL VOICE OF GERMAN HEALTH  
2020

[www.gha.health](http://www.gha.health)



A faint, light gray world map is centered in the background of the image. The letters 'GHA' are superimposed over the map, with a horizontal bar below them that features the colors of the German flag (black, red, and gold) with a gradient effect.

# GHA

German Health Alliance

## **GHA – The International Voice of German Health**

The GHA – German Health Alliance unites the member organizations, activities and competencies of the German Healthcare Partnership (GHP), the German Healthcare Export Group (GHEG) and the German-Sino Healthcare Group (GSHCG). As of 2020, GHP, GHEG and GSHCG operate exclusively under the new name GHA – German Health Alliance, being an initiative of the Federation of German Industries (BDI).

In its multi-sectoral set-up, the GHA consists of more than 100 leading German actors virtually from all sectors, covering a broad range of health expertise and sharing a strong international focus. Furthermore, GHA is working closely together with numerous German and international partner organisations, thus significantly expanding its own network towards connected fields of knowledge.


All this makes the GHA your dedicated and highly suitable access point to German health expertise.

### **GHA - Fostering Quality Access to Better Medical Care**

More than ever, on top of the excellent solutions from single providers it nowadays requires complete solution packages of uncompromised quality which can be flexibly and modularly adapted to the widely varying specific needs and challenges. For this reason, innovation and partnerships are key drivers in the activities of GHA and its members. Quite unique with GHA is its focus and expertise on systemic approaches and strategies for improving health infrastructure.

Consequently, GHA connects stakeholders from governments, private sector, NGOs & foundations and science & academia within its own network and far beyond including international organizations. This specifically enables the GHA to build reliable and sustainable long-term partnerships and cooperations at eye level for jointly strengthening health systems with spe-





cific focuses on Global Health and excellent, highest quality medical technologies, solutions & services necessary to broadly enhance access to healthcare services. The corresponding spectrum offered by the GHA members includes:

- Science & Research
- International cooperation and development cooperation in the health sector
- Planning services and consulting services
- Healthcare architects, engineers and constructors
- Financing solutions
- Turnkey providers
- General equipment for hospitals and healthcare facilities
- Medical equipment, technologies and solutions
- Laboratory equipment, laboratory analysis and diagnostics
- Pharmaceuticals, medication and vaccines
- Hospital Operators
- Digital Health, E-Health, Telemedicine

- Technical services and preventative maintenance
- Training and professional development
- Supply chain management, packaging and transport
- Health insurance providers

Ronald Singer  
Chairman of the Board

Roland Göhde  
Chairman of the Board

## Three decades of the German Healthcare Export Group Export Business Network

Medical technology “Made in Germany” has had an excellent reputation worldwide for decades. A high level of expertise, quality, innovative strength and outstanding services distinguish German medical technology manufacturers abroad.

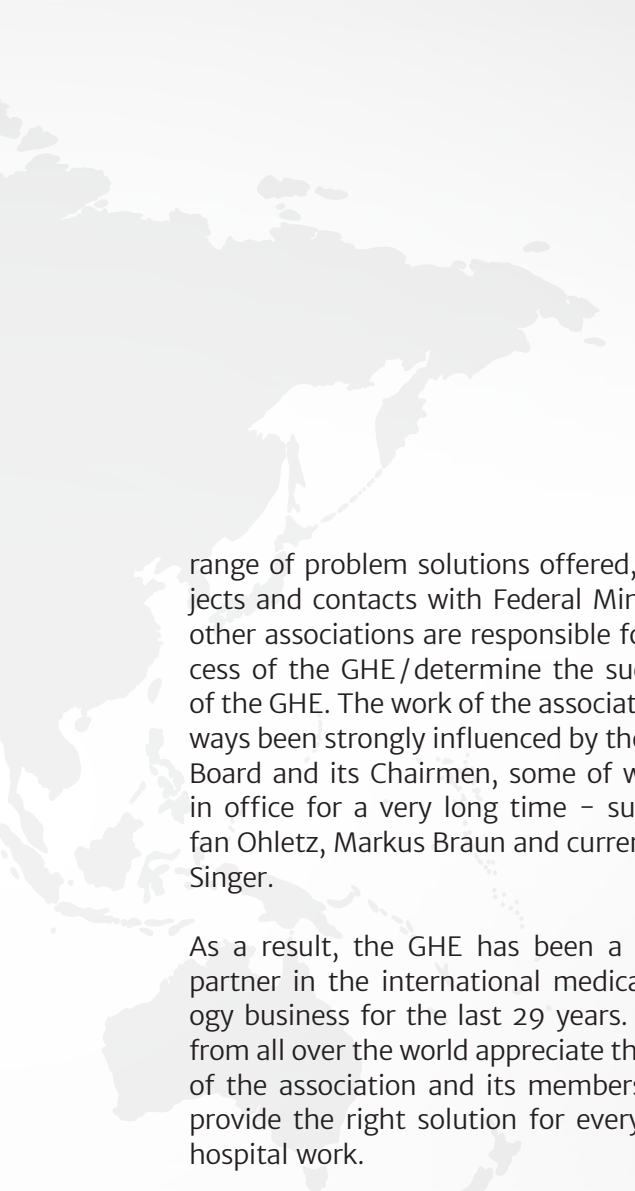
The medical technology market continues to be a growth market. In Germany the medical technology sector is benefiting from an ageing, multi-morbid population with a constantly growing demand for innovative medical technology. Abroad, the development and modernisation of health care systems are creating new demand.

In the wake of the Second Gulf War, which was marked by a dearth of news and a lack of political support, Heinz-Jürgen Witzke of the Beta Verlag publishing house and Udo Pawelka of Sartorius AG founded today's GHE in 1991 under the name “Deutsche Export-Interessengemeinschaft Pharma, Labor, Dental und Medizintechnik” (German Export Interest Group for

Pharmaceuticals, Laboratory, Dental and Medical Technology) in order to focus on foreign trade with the Near East region.

From the outset, the association recognised the importance of exports and placed its focus on them – other associations only followed at a later time. Although the initial focus was on the Near and Middle East, the founding members of this export forum, which included B. Braun, Eppendorf, Atmos and Dräger, quickly expanded their radius to other export markets such as the Far East, Eastern Europe and South America.

From the beginning, the practical benefits for the member companies have stood at the forefront of the work of the association, which has been operating under the name of the German Healthcare Export Group e.V. since 1992 (GHE). Interactions based on trust in a network of like-minded people between the member companies and with the Executive Board, close proximity to the customers, good services, the



range of problem solutions offered, joint projects and contacts with Federal Ministries and other associations are responsible for the success of the GHE/determine the success story of the GHE. The work of the association has always been strongly influenced by the Executive Board and its Chairmen, some of whom were in office for a very long time – such as Stefan Ohletz, Markus Braun and currently Ronald Singer.

As a result, the GHE has been a competent partner in the international medical technology business for the last 29 years. Customers from all over the world appreciate the expertise of the association and its members, who can provide the right solution for every aspect of hospital work.

However, the dynamics in the German medical technology industry are enormous. In addition to high development costs, the ever-increasing complexity of the regulatory requirements nowadays is making market access more dif-

ficult and thereby endangering the cost-effectiveness and innovative strength of the German medical technology industry, which consists mainly of small and medium-sized businesses.

In order to be prepared at all times for future challenges, the GHE is breaking new ground and has merged with the GHP and GSHCG to form the GHA.

Ronald Singer  
Chairman of the Board

Erhard Fichtner  
Chairman of the Board

## German Healthcare Partnership (GHP)

The German Healthcare Partnership (GHP), established in 2010, jointly by BDI and the German government through BMZ, consists of about 50 leading German actors from the private sector, the non-governmental sector, and science & academia. Covering a broad range of health expertise, GHP is addressing the international demand for healthcare system know-how and highest quality solutions & services by building partnerships in Global Health and by providing systemic strategies for strengthening Health Services and Health Systems.

The increased understanding and openness between all relevant sectors towards closer collaboration and innovative partnerships applies directly to the core of GHP's DNA. Thus, since 2014 GHP is focusing on a multisectoral approach and set-up.

Major workfields and activities of GHP include among many others:

- Systemic Calls for Tender (joint BMZ / GIZ / KfW / GHP study)

- Green Hospital (joint KfW / GHP study)
- E-Learning “Managing Hospitals in Low-Resource Settings” (jointly developed by GIZ and GHP)
- Information & Dialogue Platform “Health Crises and Health System Strengthening”
- Coordination of private sector position paper in context to the German Federal Government's new Global Health Strategy to be released in 2020
- Member of the Interim Steering Committee, Global Health Hub Germany
- Member of the Advisory Board of the UN-AIDS Health Innovation Exchange
- Member of UHC2030 Private Sector Constituency

In 2017, GHP initiated the German Global Health Award for honouring personalities, institutions, organizations and companies having rendered outstanding contributions to Germany's role and positioning in Global Health.

Roland Göhde  
Chairman of the Board

## **GSHCG – Everything around the hospital in China**

The GERMAN SINO HEALTHCARE GROUP e.V. (GSHCG) is an association of Chinese and German companies active in the healthcare sector. Based on a framework agreement between the Federal Ministry of Economics and Energy (BMWi) and the National Development and Reform Commission of the People's Republic of China (NDRC), the GSHCG, founded in 2006, aims to strengthen bilateral cooperation in all areas of health care.

The goal is to create the most favorable conditions possible for member companies. The BMWi offers German companies political support in their negotiations and business with the Chinese government.

In the areas of hospital planning, hospital management, hospital investment and development, medical technology and hospital technology, pharmaceutical supply, research & development and vocational training, the GSHCG bundles the initiatives and competencies of its approximately 30 members.

Together with their partners – Federal Ministry of Economics and Energy (BMWi), Chinese Hospital Association, German Healthcare Export Group e. V. (GHE) and Spectaris Fachverband Medizintechnik – the GSHCG supports the interests of its members in China towards the Chinese health administration.

Over the years, the GSHCG has been able to build up an extensive network at both national and provincial level in China. This makes it possible to obtain early information on new projects and background information for the member companies, especially at provincial level.

Together with the German Healthcare Export Group e. V. and the German Healthcare Partnership, GSHCG has merged to form the German Healthcare Alliance (GHA) in order to be able to make its China expertise available to around 100 members in future.

Professor Dr. Manfred Dietel  
Chairman of the Board

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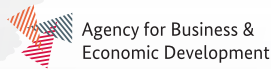
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# GHA

German Health Alliance



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German Health Alliance

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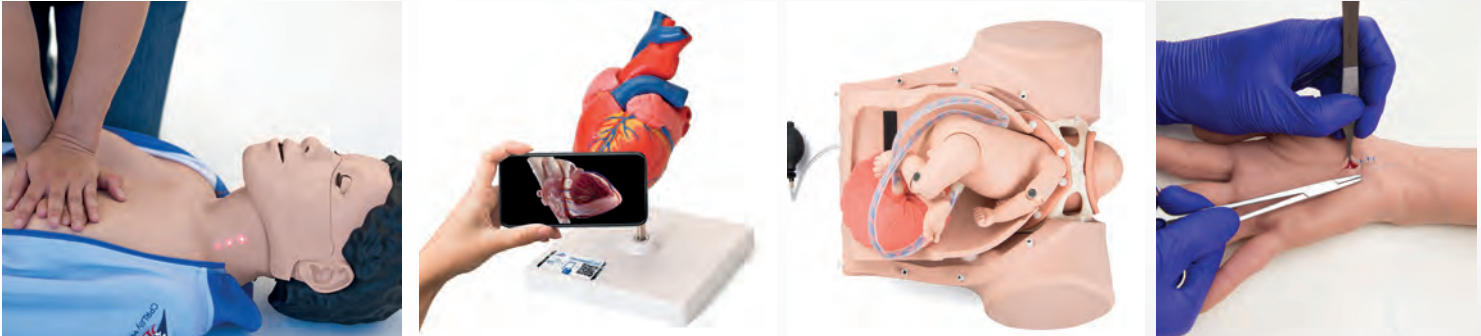
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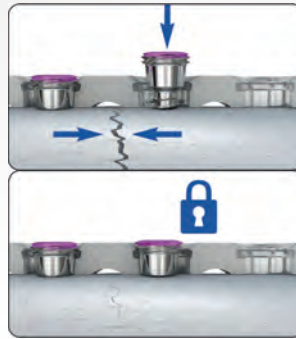
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**aap Implantate AG** is a globally operating medical device company headquartered in Berlin, Germany. The company develops, manufactures and markets trauma products for orthopedics. The IP protected portfolio includes besides the innovative anatomical plating system LOGTEC® and trauma complementary biomaterials a wide range of cannulated screws. Furthermore, aap has an innovation pipeline with promising development projects

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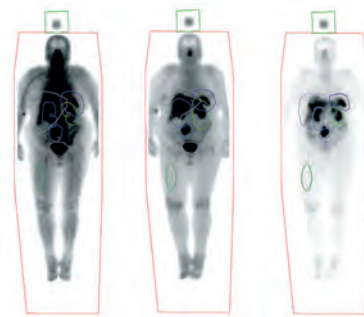


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**ATMOS MedizinTechnik** is based in Lenzkirch, in the Black Forest. The company history goes back to 1888. The experience gained over the past 130 years forms the basis for the extensive knowledge which exists in the family-run business. Always keeping an eye on the demands and needs of users, ATMOS MedizinTechnik develops application-oriented solutions. Safe and reliable – always with the aim to provide the user with maximum support. The

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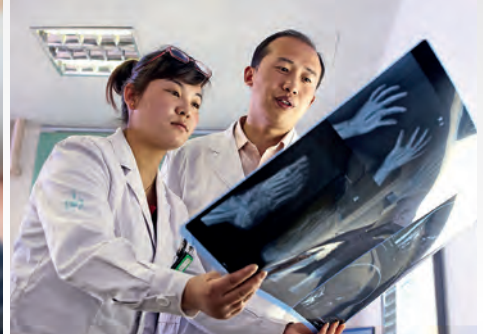
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in Ilmenau / Thuringia is one of the world's leading companies in the special-purpose vehicle industry. We offer our customers innovative products and services of the highest quality in the field of rescue and mobility.

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Our uniqueness and individuality in manufacturing make the difference, and these have been precursors to our success in Germany, within Europe and throughout the rest of the world where our specialist units are deployed.

With an annual manufacturing capacity of over 1,500 vehicles we are one of the pioneering heavyweights in our industry.

**BINZ Ambulance- und  
Umwelttechnik GmbH**  
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# BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland e. V.

**BIO Deutschland** is the sector association of the biotechnology industry and has the objective to promote the development of an innovative economic sector based on modern biosciences. The Berlin-based association has over 330 corporate members and is run by a board of CEOs and managing directors of biotechnology companies. Using a wide range of political initiatives, BIO Deutschland lobbies for improvements to the legal parameters for innovative small and medium-sized enterprises.

BIO Deutschland is member of the Federation of German Industries, BDI, and the European association, EuropaBio, and works closely with other biotech organisations in Europe and the USA. The association is also very active in a broad range of events with the aim of providing biotechnology with a platform for discussion and interaction.



September 2019 the member assembly elected a new board. The new president of BIO Deutschland is Oliver Schacht, Ph. D. (second from left in photo)

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**BIOSCIENTIA**  
INTERNATIONAL



**Bioscientia Healthcare Group** based in Ingelheim near Frankfurt, Germany, is one of Europe's largest providers of medical laboratory services. Founded in 1970, Bioscientia has built its reputation around a philosophy of medical excellence and quality leadership. Through our network of local offices and agents in many countries, we are able to assist our clients by providing an end-to-end solution to cater to

their medical laboratory testing needs from logistics to high-end test results reporting. Our extensive general Test List and special Human Genetic Test List offer our clients comprehensive laboratory diagnostics for a huge battery of both routine and esoteric tests.

Bioscientia is a member of **Sonic Healthcare Group**

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*From Nature for Life*



**Biotest AG** develops, manufactures and markets plasma proteins and biotherapeutic drugs, such as immunoglobulins, clotting factors and albumins. Such drugs are primarily indicated for the treatment and prophylactic use in therapeutic areas of clinical immunology, haematology and intensive care medicine as well as in acute care settings. Biotest's drugs are derived from human blood plasma and help patients

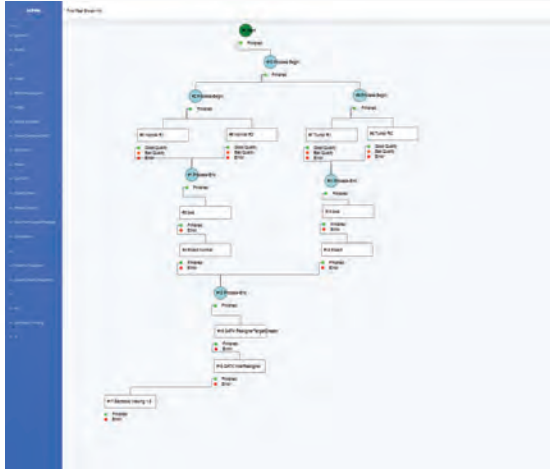
with severe and often chronic, life-threatening diseases of the blood and the immune system. Research, development and production are carried out at the main headquarters in Germany, one of the world leading fractionation facilities in Europe. Biotest's own subsidiaries and cooperating partners represent the global distribution network. Biotest currently employs more than 1,700 people worldwide.

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**BioVariance GmbH** The business activities of BioVariance GmbH focus on providing Precision Medicine for the healthcare, pharma and biotech sector. In cooperation with physicians, BioVariance offers a long-term monitoring of molecular changes in the patient's body to predict the effectiveness, side effects and interactions of drugs as well as to determine the optimal medication and dosage individually. State-of-the-art automatization and parallelization techniques, Machine Learning and mathematical algorithms are combined in customized analysis pipelines to analyze complex biomedical data. Concurrent therapy monitoring with a mobile app improves adherence, especially for patients with complex or chronic diseases.

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**BluCon Biotech** GmbH provides a unique technology by which polymer-grade L-lactic acid can be produced at lowest possible production costs. This will enable the bioplastic PLA (poly lactic acid) to become commercially competitive to fossil fuel based plastics and convert millions of tons of non-degradable plastic waste into biodegradable, environmentally friendly products.

Avoiding the use of sugars and therefore circumventing the competition with food supplies, BluCon's unique technology uses cheap cellulosic or lignocellulosic residues of agricultural industries. This innovative fermentation process with thermophilic bacteria directly converts these raw materials into L-lactic acid in one-step thus converting waste to value.

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# Boehringer Ingelheim



Improving the health of humans and animals is the goal of the research-driven pharmaceutical company Boehringer Ingelheim. The focus in doing so is on diseases for which no satisfactory treatment option exists to date. The company therefore concentrates on developing innovative therapies that can extend patients' lives. In animal health, Boehringer Ingelheim stands for advanced prevention.

Family-owned since it was established in 1885, Boehringer Ingelheim is one of the pharmaceutical industry's top 20 companies. Some 50,000 employees create value through innovation daily for the three business areas human pharmaceuticals, animal health and biopharmaceuticals. In 2018, Boehringer Ingelheim achieved net sales of around 17.5 billion euros. R&D expenditure of almost 3.2 billion euros, corresponded to 18.1 per cent of net sales.

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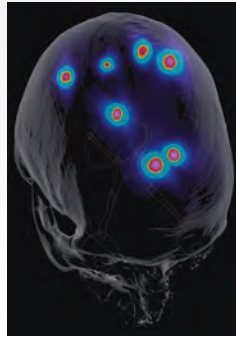
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# BRAINLAB



## **Brainlab AG** – Turning Data Into Better Treatments

Brainlab AG, headquartered in Munich, has been innovating in the areas of surgery, radiosurgery, digital operating room integration, cloud-based image sharing and enrichment since 1989. The company's medical devices and software help physicians and their patients fight cancer and other conditions of the brain and body.

Dedicated to improving access to and consistency and quality of medical treatments, Brain-

lab research and development focuses mainly on patient data integration and enhancement, preoperative planning, robotics and surgical navigation including augmented reality, intra-operative imaging, secure patient data sharing and postoperative analytics.

Brainlab has more than 11,800 systems installed in over 100 countries and employs almost 1,400 people in 18 offices worldwide. To learn more, visit [brainlab.com](http://brainlab.com) or follow Brainlab on Facebook, Twitter, LinkedIn, YouTube and the patient facing portal [brainlab.org](http://brainlab.org).

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# CAPNOMED



**Capnomed®** is a young and successful medical technology company that focuses on the development of innovative processes with medical aerosols. We are devoted to our mission of improving health and well-being of people by using high-end technologies, such as the laparoscopic nebulizer CapnoPen®. Highly efficient injection systems are used in engines of modern vehicles. We have taken advantage of this principle, which has been tried and tested mil-

lions of times, and developed the CapnoPen®. This laparoscopic nebulizer allows precise atomization of medical aerosols. Capnomed® is a company with a highly competent team with an enthusiasm that only start-ups offer. Via a global sales network, we are working with renowned medical facilities across the globe. Our company is based in Zimmern near Rottweil, close to “Medical Valley Tuttlingen”.

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**Carl Zeiss Meditec AG** is one of the world's leading medical technology Companies. With a special focus on ophthalmology, ophthalmic surgery and visualization systems in the field of microsurgery, the company supports health-care professionals in setting new standards of care with proven medical technology and broad application competence based on cutting-edge innovations. ZEISS also offers visualization solutions for dental treatment and gynecology. The company's medical technology portfolio

is completed by future-oriented technologies such as intraoperative radiotherapy.

Carl Zeiss Meditec AG is listed on MDAX and TecDax of the German stockexchange, 59 percent of the shares are held by Carl Zeiss AG. The remaining shares are in free float. Besides the headquarters in Jena/Germany, the company has subsidiaries in Germany and abroad with more than 50 percent of its employees being based in the USA, Japan, Spain and France.

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**CBM** is an international development organisation, committed to improving the quality of life of people with disabilities in the poorest communities of the world. The world is making progress in tackling poverty. However, persons with disabilities are left behind. One in seven of us has a disability. That is more than one billion people around the world! 80 per cent of whom live in low middle income countries.

Based on our more than 100 years of professional expertise, we address poverty as a cause and a consequence of disability. We work in partnership to create an inclusive society for all. The emphasis throughout our work is on local capacity development in poorer regions of the world. This increases service delivery in the fields of healthcare, education, rehabilitation and livelihood.

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## The Charité - University Medicine Berlin

- is the medical faculty of the Humboldt-University Berlin,
- operates at 4 locations inside the city,
- with 3,240 beds, it is Europe's largest university hospital,
- treats approx. 150,000 inpatients and 900,000 outpatients per year in 128 clinics and institutes,
- is equipped with most modern medical devices,
- provides medical care on the highest scientific and organizational level, e.g. in the comprehensive cancer center or specialized units of infectious diseases etc.,
- is the workplace for approx. 15,000 employees, including 3,000 doctors and scientists,
- is a training center for 8,000 students of human medicine, dentistry, nursing education, medical physics and neuroscience,
- is an enterprise with state-of-the-art techniques in management, data processing and an annual turnover of over 1,6 billion €.

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Flow Cytometer  
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Fluorescence Microscopes  
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The **Cytecs** team has a decade's long experience in the development, production and implementation of affordable and secure diagnostics for infectious diseases in resource limited areas. Our products support medical staff in fighting against the major health scourges like malaria, TB and HIV/AIDS. We made the essential CD4 counting for HIV/AIDS patients under treatment accessible for all people in the world by fair prices of about € 2.00 per test. Cytecs maintenance free, LED-based fluorescence

microscopes and freeze dried reagents for malaria and TB help to improve basic diagnostics in developing countries.

Cytecs is also going to support a substantial need in women health care. Our new HPV-test –first time shown on World Health Assembly 2019 in Geneva– individually detects all high risk types of Human Papilloma Viruses, which causes cervical cancer and kills 250,000 women per year.

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**DAHW** is a non-profit organization with over 60 years of experience in medical treatment and social rehabilitation of people affected by neglected tropical diseases (NTDs) and tuberculosis (TB). DAHW works at all levels of development cooperation – from policy advice and technical support to implementation. With offices in Africa, Asia and Latin America, DAHW implements effective, efficient and sustainable medical and social projects in cooperation with experienced local organizations.

DAHW cooperates with a wide network of international and national players in its areas of expertise: health, inclusion, research and humanitarian aid. Over many years DAHW has been an acknowledged and reliable partner for international implementing agencies and a competent partner and service provider to businesses committed to responsible and sustainable change.

**DAHW German Leprosy and Tuberculosis Relief Association**  
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**Deutsche GIZ GmbH** – As a service provider in the field of international cooperation for sustainable development, we help organisations, public authorities and private businesses to optimise their organisational, managerial and production processes. And, of course, we advise governments on how to achieve objectives and implement nationwide change processes. The diverse expertise of our federal enterprise is in demand around the globe – from the German

Government, European Union institutions, the United Nations, the private sector and governments of other countries. We work with businesses, civil society actors and research institutions, fostering successful interaction between development policy and other policy fields and areas of activity. Our main commissioning party is the German Federal Ministry for Economic Cooperation and Development (BMZ).

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# Lufthansa



**Lufthansa has established itself as a state-of-the-art medical transport provider.**

A growing number of passengers availed of LH's unique Medical product portfolio. Lufthansa offers besides Oxygen and Stretcher, the unique Patient Transport Compartment and is the only airline worldwide with such a medical facility that can be installed onboard of a Lufthansa flight and offers competitive service being up to 50% faster than an ambu-

lance jet. Lufthansa has a professional Medical Operation Center being available 7/7 and offers a special "Doctor onboard" program.

To support Medical actions in case of an emergency, Lufthansa is the first airline in the world to equip all long-haul aircrafts with a mobile ECG system. Lufthansa is collaborating with an international Medical escort service, where our passengers can book a nurse or a doctor accompanying them on their trip.

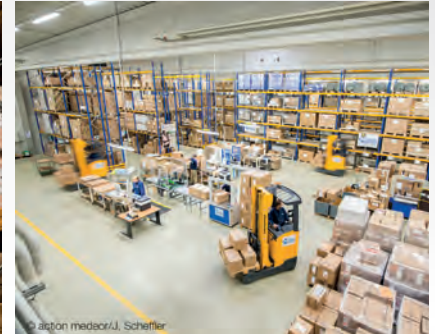
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Essential health services are inaccessible to at least half of the world's population. As a humanitarian aid and pharmaceutical supply organization, **action medeor** has dedicated itself to its mission to achieve the common purpose of advancing the human right to health in every part of the world. Pharmaceutical warehouses in Germany, Tanzania and Malawi combined with a highly professional team of pharmacists, bio-medical engineers, logisticians and

project managers, ensure timely and adequate response in emergency and disaster situations. action medeor takes care that the necessary medicines and health technology are available and urgent medical needs are met in the quickest way possible. action medeor's project department cooperates with local partners to support and strengthen the development of health structures and promotes the local production of medicines.

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# **DIERS**®

BIOMEDICAL SOLUTIONS

The objective of **DIERS** is to offer a comprehensive biomechanical product portfolio for a holistic analysis of the human body. In the product development, value is placed on interdisciplinary use by various professional groups such as orthopaedists, orthopaedic technicians, physical therapists, dentists, orthodontists, sports medicine specialists etc. **DIERS** has meanwhile become a worldwide market leader in the field of optical 3D / 4D postural and motion analysis. Not only of the spine, but also for the complete body.



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# Dräger



## Dräger. Technology for Life

**Dräger** is an international leader in the fields of medical and safety technology. The family-run company was founded in Lübeck, Germany, in 1889. Over the past five generations, Dräger has evolved into a publicly traded, worldwide group.

“Technology for Life” is the guiding philosophy. Whether in the operating room, in intensive

care or emergency response services, Dräger products protect, support and save lives.

Dräger offers its customers anaesthesia workstations, medical ventilation, patient monitoring as well as neonatal care for premature babies and newborns. With ceiling supply units, IT solutions for the OR, and gas management systems the company is at the customer’s side throughout the entire hospital.

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# E&P FOCUS AFRICA CONSULTING GMBH



**E&P Focus Africa Consulting GmbH** advises German and European companies on business development on the African continent and beyond. The focus is on the energy, infrastructure and healthcare sectors. In the healthcare sector, E&P Focus Africa supports companies in the development and scaling of business strategies and develops tailor-made business models. E&P Focus Africa also advises government institutions and the private sector on policy issues to strengthen health systems and measures to combat disease on the African continent. This includes participation in

various national and international conferences and forums on health policy dialogue, Global Health including One Health and Universal Health Coverage (UHC) and the implementation of Sustainable Development Goals (SDGs) focusing on the role of the private sector and global health diplomacy. E&P Focus Africa has extensive networks in the field of international health, including the German Health Alliance (GHA), the German Africa Foundation (DAS), the World Health Summit (WHS), the University of Bonn Centre for Development Research (ZEF) and the Christian Blind Mission (CBM).

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## ec healthcare fund

**EC Healthcare** is a Venture Capital firm focused on investing in companies, technologies and assets in the healthcare field across Europe which are also of interest to the Chinese market. Following an investment in Europe, the next step is to establish joint ventures of these portfolio companies in China which will

develop the corresponding assets locally and then bring them to the market. The areas EC Healthcare is covering within the healthcare sector include therapeutic agents, diagnostic products and medical engineering but also digital approaches.

**EC Healthcare Fund**  
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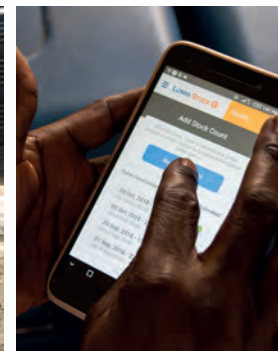
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**eHealth Africa (eHA)** strengthens health systems across Africa through the design and implementation of digital data solutions. With offices in Nigeria, Sierra Leone, and Germany, our global team leverages technology to improve systems for health delivery, public health emergency management, disease surveillance, laboratory and diagnostics, and nutrition and food security. Working with governments and other partners, eHA identifies where technical or programmatic support can improve health outcomes, and develops and implements solutions to provide it. Our expertise lies in using existing, customized or hosted, readily deployable solutions to support strategic decision making and public health program planning and operations.



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**EIZO GmbH** is headquartered in Rülzheim and operates a manufacturing facility in Plauen. The company is a leading manufacturer of high-end monitor solutions for medical imaging applications, with more than 50 years of experience in this market segment. The company has 160 employees working in development, product and quality management, production, sales, and service. EIZO GmbH develops and manufactures innovative quality products of the highest technical level. Its product portfolio includes color and grayscale monitors with a resolution of 1 to 8 megapixels, as well as image management systems and accessories. The products are used primarily in the areas of surgery, endoscopy and cardiology. The manufacturing facility in Plauen is dedicated exclusively to the conception, production and sales of innovative, forward-looking solutions for the operating room. EIZO GmbH offers visual solutions for the operating room, including custom design, creation, integration, service, and maintenance.

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**Elma Schmidbauer GmbH** is an internationally successful company leading in the field of ultrasonic and steam cleaning technology. For more than 60 years, Elma stands for quality and competence with medical cleaning tasks in hospitals and medical practices. The product range encloses ultrasonic and steam cleaning units as well as modular and customer-specific cleaning systems. Elma offers also an online system to measure ultrasonic fields for process qualification and validation procedures.

Tailor-cut cleaning chemicals are developed and produced in the Elma laboratory and are thus able to solve highly complicate cleaning tasks for different medical applications. Elma delivers state-of-the-art technology to customers all over the world due to long experience, innovative research and development and industry-sectorial know-how.

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**EPOS Health Management** works globally to improve the quality and accessibility of health services and systems in developing and threshold countries. Committed to global health, we provide technical assistance through Innovation, Transformation and Excellence (i) advising in health policy and financing for improved governance, equity, and involvement of the

private sector, (ii) creating sustainable health infrastructure and digital services and (iii) promoting primary healthcare and pandemic prevention services. ISO 9001:2015 certified, EPOS has brought tailored and cost-effective high-quality solutions to more than 400 health projects in over 75 countries in the past 34 years.

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# eppendorf



## About Eppendorf AG

Since 1945, the Eppendorf brand has been synonymous with customer-oriented processes and innovative products, such as laboratory devices and consumables for liquid handling, cell handling and sample handling. Today, Eppendorf and its more than 3,300 employees serve as experts and advisors, using their unique knowledge and experience to support

laboratories and research institutions around the world. The foundation of the company's expertise is its focus on its customers. Eppendorf's exchange of ideas with its customers results in comprehensive solutions that in turn become industry standards. Eppendorf will continue on this path in the future, true to the standard set by the company's founders: that of sustainably improving people's living conditions.

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# erbe

power your performance.

## Setting standards since 1851

**As a family-owned and operated business, Erbe develops, manufactures and markets surgical systems for professional use in various medical disciplines all over the world.**

Erbe technology leads the market in many countries and is therefore an inherent part of the working processes in the OR. The products are thus helping to provide the best possible treatment for patients.

The portfolio comprises devices and instruments for electrosurgery, thermofusion, plasmasurgery, cryosurgery and hydrosurgery. By combining these technologies, innovative applications become possible, particularly in general surgery, gastroenterology, gynecology, pulmonology and urology.

The intensive collaboration with renowned users from medical schools and hospitals is the key to success with which Erbe successfully furthers developments in medicine.

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# ERKA.

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# F/ELD



**Field Intelligence Europe GmbH** is a technology company helping governments and businesses make good on the promise of health-care in the fastest growing parts of the world. Our solutions make pharmaceutical supply chain simple, affordable, and effective – helping providers, from the largest health systems to the smallest community pharmacies, ensure access to quality care for their patients.

Shelf Life, our pharmaceutical inventory finance and distribution service makes supply for hospitals and pharmacies a dependable, pay-as-you-sell utility, data-rich route-to-market for manufacturers, and platform for insurers to expand access. Field Supply, our pharmaceutical supply chain management software-as-a-service currently drives the largest digital health supply chain in Africa, helping serve over \$1.2B in health commodities annually.

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# KLS martin

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**DREAM** is a program of the Catholic Community of Sant'Egidio in Sub-Saharan Africa. The focus of DREAM is on medical care for people with HIV using antiretroviral treatment and excellent laboratory services. Other medical services related to HIV/AIDS such as mother-child health, the treatment of tuberculosis and non-communicable diseases are included, too. The program integrates HIV-positive people in the health activities as activists and expert clients.

In close cooperation with the respective national health authorities, with church and state partners DREAM is setting up day clinics for people with HIV/AIDS. All services are primarily intended for poor people and are offered free-of-charge. DREAM is running 50 HIV-treatment centers in eleven African countries (Mozambique, Malawi, Kenya, Tanzania, DR Congo, Guinea, Nigeria, Angola, Cameroon, Eswatini, Central African Republic).

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# HEINEMANN

## MEDIZINTECHNIK



Since 1983, **Heinemann Medizintechnik** is one of the leading ENT Medical Devices manufacturer/supplier in the world. Heinemann Medizintechnik is not only a manufacturer of high-quality ENT treatment units, but also a competent partner for ENT practices planning, as well as your Sales Partner for complete

ENT & Diagnostic equipment. Heinemann has subsidiary Office in Russia and India. In 2016 Heinemann Medizintechnik established Head Representative Office in Tashkent, Uzbekistan for providing its products & services in Central Asia.

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# GETINGE



With a firm belief that every person and community should have access to the best possible care, **Getinge** provides hospitals and life science institutions with products and solutions aiming to improve clinical results and optimize workflows. The offering includes products and solutions for intensive care, cardiovascular procedures, operating rooms, sterile reprocessing and life science, and features well-known and dependable product brands, such as **Maquet**.

Getinge was founded in Sweden in 1904 and today generates sales to more than 135 countries worldwide. During 2018 the net sales amounted to SEK 24.2 billion. Getinge employs over 10,000 people worldwide and has manufacturing sites in France, China, Germany, Poland, Sweden, Turkey and the US.

Visit [www.getinge.com](http://www.getinge.com) for more information.

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# GERMAN TECH



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Through our close cooperation with leading universities and rehabilitation institutions in Germany and China, we are able to offer a wide range of services including planning, delivery and installation, staff training in China and Germany, After-Sales-Service and match-making of medical partners.

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**GFA Consulting Group** is one of Europe's leading consulting firms specialized in development cooperation. Supporting donor agencies, ministries and public clients in the implementation of technical and financial cooperation projects, GFA has successfully carried out over 3,000 projects worldwide since its foundation in 1982. Today, more than 1,600 employees provide management services and technical expertise in various fields.

Medica, GFA's health department, offers expertise in all key areas of public health, namely health financing, disease prevention and control, reproductive health, maternal and child health, nutrition, as well as health systems strengthening, including upgrading health infrastructure. Our services comprise adapted tools and adult learning methodology for cross-sector work, behaviour change communication and e-health solutions.

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**GITEC-IGIP GmbH** is one of Germany's leading consulting firms in international development cooperation. Over the past five decades, the company has performed engineering services in more than 800 assignments in 130 countries worldwide.

We place a distinct sector emphasis on health infrastructure and medical equipment in Asia, Africa and Latin America. This includes

the planning, design and building of clinics, hospitals or laboratories, the procurement, installation and maintenance of medical and non-medical equipment as well as training teams that manage the facilities. The added value of GITEC's consulting services lies in the provision of integrated services, combining expertise in the health care sector, health infrastructure, procurement and training.

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# HAEBERLE



**Haerberle** has been an innovative partner in medical furnishings for close to 90 years. Our versatile cart and trolley systems for a variety of medical applications are now in use all over the world. Some 28,000 different solutions can be configured with our broad standard range alone. This includes equipment carts, visit trolleys and ward trolleys, which are complemented by a comprehensive range of accessories.

In order to adapt our cart and trolley systems to our customers' high-quality medical products, we have developed customised solutions for countless reputable companies. Both in function and design, they are precisely adapted to their specific requirements. We also apply the highest quality standards in our production. And of course, our company is certified according to DIN EN ISO 13485:2016.

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**Health Focus GmbH** is an independent consulting company in the fields of health promotion and social development. Our purpose is to strengthen the resilience of health systems in emerging economies for improved population health. For over two decades, Health Focus has managed complex projects and innovative research in more than 50 countries spanning across Central America, Asia, Europe and Africa. Health Focus' head office is located in Potsdam, Germany; two independent branch offices offer services in Southern Africa (Johan-

nesburg, South Africa) and West Africa (Conakry, Guinea). Our technical team is comprised of physicians as well as economists, health, political and educational scientists. Our clients include the German (GIZ, KfW) and other European governments, the European Union, the World Bank, United Nations organizations (e.g. WHO, UNAIDS), and the Global Fund to Fight AIDS, Tuberculosis and Malaria, in addition to private clients and governments in our partner countries.

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MEDICAL SYSTEMS



### Medical-technical expertise for more than 70 years

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The product portfolio mainly focuses on Patient Temperature Management which will help hospitals to provide a better patient comfort

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**Hospinorm** is an integrated provider for turn-key solutions for hospitals, clinics and to other healthcare facilities with operations across the MENA region, independent from original equipment manufacturers and vendors. In the majority of our projects that we execute we are either developers or EPC contractors with inhouse capacities for front-end engineering and design for medical facilities at any type and size and a provider for operating services, where the investment and equity risk remain with us as sponsor (in so called PPP-schemes or out-sourcing from corporate clients). The group's business activities spanning from (1) logistics, warehousing and distribution, (2) procurement and supply of medical technology equipment, (3) the repair and maintenance and (4) operating services for private and government clinics.



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**hospitalia international gmbh**, based near Frankfurt/Germany and part of the Fresenius Group, is an international hospital project and service company and one of the world's leading suppliers of complete solutions for hospitals.

hospitalia international develops individual solutions tailored to local market conditions and healthcare systems. Already at the planning stage, specific quality standards, individu-

al client requirements and operating costs are taken into consideration. Project-specific process and cost-optimized planning safeguards project viability. The company's great advantage is its independence from manufacturers and suppliers, so it can guarantee individual solutions tailored to the client's requirements. In the past 50 years more than 700 major hospital projects have been completed in over 50 countries worldwide.

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# Ikegami

**Ikegami Electronics (Europe) GmbH** founded in 1970, is a leading manufacturer of specialised cameras, image processing and transmission equipment.

Since 2010 the production and assembling of medical video cameras and other video equipment is established in Neuss/ Germany, so the complete chain of R&D, manufacturing, sales and marketing activities as well as service support for customers in Europe, Africa, Russia, Middle East are offered from one place, close to customers and their demand. On this way, Ikegami Electronics (Europe) GmbH is able to offer high-end medical video systems to its customers as well as development and manufacturing of customized OEM video solutions for various medical applications.

Beside the video cameras for microscopy, Ikegami has consistently created the most advanced products in all image processes, namely image, transmission, processing, recording and display.



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**ITD** is one of the world's leading providers of equipment carts and support arms for medical devices. We can look back on more than 20 years of experience in our market, thousands of satisfied customers and countless project implementations. We use the modular system to enable our customers to easily and flexibly assemble their specific product solutions from standard and near-standard elements. With our quality management system DIN EN ISO 13485,

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We are internationally available in more than 60 countries and offer our customers a direct contact person on 4 continents. We are committed to "creating medical mobility" and forging ahead on this journey.

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# KARL KOLB

## SCIENTIFIC TECHNICAL SUPPLIES



**Karl Kolb GmbH & Co. KG** is a major supplier of laboratory and scientific equipment – with more than 70 years of experience. Our client base encompasses medical and scientific institutes, research and educational departments, ministries and industrial organizations. As an integrator of lab equipment of all kinds, our product portfolio includes more than 40,000 items from 440 manufacturers ranging from standard lab equipment to lab consumables to

special equipment for particular applications in the science, health care, education and industry sectors. Karl Kolb's expertise lies in equipping complete labs as well as in installation, training and after-sales services. As ISO certified company, we guarantee compliance with the highest quality standards on the basis of international norms and by continuous factory trainings of our team.

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**KaWeCo GmbH** is the leading German manufacturer of breastpumps and breastfeeding products. For 40 years, engineering knowledge has been advanced consistently to introduce various types of products in the market. With the brand of »mamivac®«, KaWeCo is represented successfully in more than 50 countries.

For our international customers, we offer customised product configurations made in Germany. KaWeCo owns numerous patents to

maintain a high standard of safety and hygienics in the world of breastfeeding.

From the idea and conceptual design to the engineering and manufacturing of our products as well as advertising and graphics, we unite all work under one roof. This is the reason why KaWeCo is highly flexible in fulfilling customer needs and special requirements faced in international markets. Our global market presence is based on an international network of sales representatives.

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**KfW** has been helping the German Federal Government achieve its goals with respect to development policy and international cooperation for over 50 years. Our role in the field of German development cooperation is that of an experienced bank and an institution specialising in development policy. On behalf of the German Federal Government, primarily the Federal Ministry for Economic Cooperation and Development (BMZ), and the European Union

(EU) we promote and support programmes and projects that mainly involve state actors in developing and emerging economies – from their conception and execution through to monitoring their success. In 2018 we committed EUR 8.7 billion worldwide to 371 new projects and programmes. We finance investments and reform programmes in a range of sectors including health, education, water supply, energy and financial system development.

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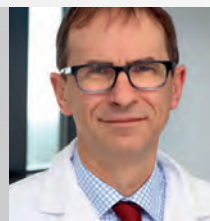


## KRANKENHAUS NORDWEST

**Krankenhaus Nordwest** is a modern specialty care facility in Frankfurt am Main, which belongs to the “Stiftung Hospital zum Heiligen Geist”. Today, Krankenhaus Nordwest is a hospital recognized far beyond the limits of Frankfurt. The hospital has 582 beds across 13 clinics and 5 institutes. As a clinical research center, it is part of the University Center Frankfurt (UCT), which is certified by the German Cancer Aid. The Oncological Center, certified by the German Cancer Society, a body with which all institutes collaborate, is of importance beyond the region. The Clinic for Neurology is one of the largest neurological clinics in Germany comprising a supraregional stroke unit and neurological intensive care unit. In addition, the expertise of Krankenhaus Nordwest is reflected in multiple centers. These include the Obesity Center, the Multiple Sclerosis Center and the Chest Pain Unit (CPU). With its Institute of International Medicine and Telemedicine Krankenhaus Nordwest provides a broad expertise and years of experience in telemedicine and scientific medical projects.



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**m4h** – management4health GmbH was founded in 2012 as a partnership of international health sector professionals specialized in the design, the implementation and the monitoring and evaluation of health projects and programmes in the development co-operation worldwide. Together with our partners, we work towards a shared vision of universal health coverage with accessible,

affordable, appropriate health services for all – through stronger health systems. Our expertise includes health policy and planning, health infrastructure development and equipment procurement, health service delivery and health service management, health information systems, telemedicine, digital health and innovation and health systems research.

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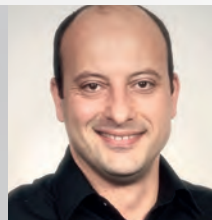
# matachana



**Matachana** represents innovation and progress in demanding projects. With a professional team in research, development, production, sales and service and over 55 years of experience, the company offers customized solutions. Today, MATACHANA employs more than 560 people worldwide and has subsidiaries in Spain, Germany, France, Italy, the USA, Argentina and Malaysia and is represented in over 110 countries on five continents.

MATACHANA continues to grow and today is known as one of the leading international companies for complete system solutions in the hygienic reprocessing of medical and laboratory products. Its range of services includes medical and laboratory equipment, sterilizers, washer-disinfectors, accessories, furniture, process monitoring software, spare parts and maintenance services and training.

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**medavis GmbH** is an owner-managed medium-sized company that has been a specialist in the market for innovative radiology workflow systems for over 20 years. Thanks to its speed, well thought-out workflows and stability, medavis RIS is one of the most sophisticated radiology workflow solutions worldwide. medavis' web-based IT solutions – ranging from referrer portal to teleradiology and workflow monitoring – enable radiologists to network

with colleagues as well as referring physicians across locations and provide a fast and secure flow of information. Established in over 700 installations in more than 20 countries, medavis software is standards compliant, scalable and modular. The strong international network of regional managers and local partners delivers medavis products with perfect service and support.

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# medifa

the medical factory



**The medifa healthcare group unites competence concerning operating rooms under one roof.**

medifa is an owner-run and internationally active complete solution provider in the medical technology. The product and service portfolio covers all operating room requirements from modular wall, door and ceiling systems for turnkey operating rooms, as well as mobile operating tables with accessories, operating lights and examination chairs. medifa is also

one of the largest OEM suppliers in the medical technology sector.

medifa employs 350 people at 3 locations in Germany: Rastatt, Ötigheim and Finnentrop. The planning, engineering and production take place exclusively in Germany with over 90% added value in the company. Our slogan “we care” stands for the consistent orientation according to the needs of our customers.

Visit [www.medifa.com](http://www.medifa.com) for more information.

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## The clean solution

With more than 90 years of experience in ware washing, cleaning and disinfection technology, **MEIKO** is very familiar with requirements in hospitals, clinics and nursing homes.

From individual appliances and combined care units to completely fitted utility rooms – MEIKO provides clean solutions. In high quality stainless steel, compliant with the highest standards, legal guidelines and norms (e.g. Robert Koch Institute, KRINKO, EN ISO 15883) and individually tailored to customer needs.

At the touch of one button MEIKO bedpan washer-disinfectors clean and disinfect any care utensils. Bacteria and viruses don't stand a chance.

This means: hygiene safety for patients and care home residents on the one hand, working comfort for staff on the other hand. And finally: economical, stable and secure processes. With MEIKO you are on the safe side!

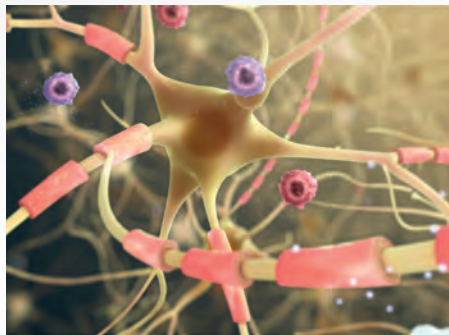
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# MERCK



**Merck** is a vibrant science and technology company. We've been around for more than 350 years, yet our majority owners are still the descendants of Friedrich Jacob Merck, the man who founded our company in Darmstadt, Germany in 1668. Since then, we have become a truly global company\*, with around 56,000 employees in 66 countries. In 2018, we invested a total of € 2.2 billion in research and development (R&D). In our sector Healthcare, our R&D efforts focus on patients with unmet medical needs. We invest substantial amounts in de-

veloping new therapies and medical technologies. Our Life Science experts help scientists and engineers to solve problems at every stage of their work. Through our Performance Materials business we provide high-tech materials and specialty chemical for displays, computer chips and all kind of surfaces. We take responsibility for our products, the environment and the people around us. In doing so, safety and ethical aspects matter just as much to us as business success.

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How can you benefit in the event of an epidemic outbreak? We ensure ...



... revenue stability



... balance sheet protection



... indemnification of lost revenues/  
profits and increased costs -  
even before economic loss occurs



... provision of supportive measures



... tailor-made solutions

**Munich Re** is currently building up the market for epidemic and pandemic risk insurance. With more than 130 years of expertise in evaluating and quantifying risks of any kind globally, Munich Re is one of the world's leading reinsurers. The team of Epidemic Risk Solutions provides tailor-made solutions across all lines of business protecting clients and their balance sheets against the consequences of an epidemic outbreak. This includes the coverage of delay in start-up, business interruption and extraction of workforce caused by infectious diseases onsite or offsite. We also participate in various public/private partnerships aiming to strengthen a society's resilience against epidemics. Epidemic Risk Solutions accompanies client's business expansion to Africa – making investments better plannable and mitigating the risk of project default.

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## Nickl & Partner

Since the founding of **Nickl & Partner Architekten** in 1979, the team has grown to approx. 180 members. Our internationally active office devotes itself to the planning and construction of buildings in the health care, research as well as town planning.

Our goal is to create modern buildings, which positively boost working and living spaces. To us, architecture means understanding and ordering things whilst focusing upon people.

The designs of Nickl & Partner Architekten are based upon the actions and needs of people who work, live and receive health care there. We rank among the leading architect's offices in Germany in the fields of medical facilities, clinics and research institutes.



Universitäres Herzzentrum, Hamburg  
Visualisierung: Nickl & Partner Architekten



Hainersches Kinderspital am Campus Großhadern, München  
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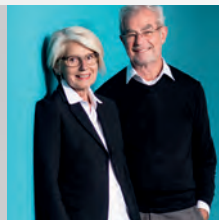
Kaiser-Franz Josef-Spital, Wien  
Foto: Werner Huthmacher, Berlin



Kantonsspital Baden (KSB), Schweiz  
Visualisierung: Nickl & Partner Architekten

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**OR Technology** has been successfully creating innovative and specialised X-ray solutions since 1991. OR is a leading provider of digital X-ray and image management. Its clients include hospitals, universities and specialised medical practices as well as aid organisations, customers from the industry (NDT) and public authorities (security).

OR's know how is based on decades of experience in developing software for digital image processing combined with specialized knowledge in the field of X-ray technology. OR is in a position to offer sophisticated and individually configurable system solutions to partners in medicine and industry. All product development takes place at the company's HQ, based in Germany.

The company's prosperous track record includes several thousand installed X-ray and image processing systems in more than 100 countries worldwide.

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**OptiMedis** is a population health management company that is developing and managing regional integrated care systems in order to improve health, care experience and lower costs. OptiMedis provides central care, research, data and performance management services to regional integrated care systems in Germany. The company is also a renowned expert for advanced health data analytics, real life health-care research and is well connected with health insurers, ministries, medical associations and public services. Its model for regional population health improvement has been recognised by many EU best practice awards and received international attention amongst policymakers, scientists and managers pursuing the Triple Aim. OptiMedis is represented in other EU countries by OptiMedis Nederland BV, OptiMedis BE BVBA (Belgium) and OptiMedis-COBIC UK Ltd.

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# ottobock.



All around the world, **Ottobock** stands for high-quality and technologically outstanding products and services in the field of medical technology. The goal of helping to restore mobility for people with disabilities stands behind each product. That quality of life is closely connected to a maximum of individual freedom and independence is a key concept that has been a major influence throughout the company's 100-year history. The international

activities are coordinated from the head office in Duderstadt. Thanks to the Prosthetics, Orthotics, Human Mobility (manual and power wheelchairs, rehabilitation products) and Ottobock Industrials business segments as well as the Clinical Services Network, the company is capable of offering its customers a nearly incomparable breadth of products, perfectly harmonised solutions and extensive services.

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# PHILIPS

**Royal Philips** is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions. Headquartered in the Netherlands, the company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care. Philips generated 2018 sales of EUR 18.1 billion and employs approximately 78,000 employees with sales and services in more than 100 countries. More information about Philips can be found at [www.philips.com](http://www.philips.com).

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# PHYSIOMED®

TECHNOLOGY FOR THERAPY



**PHYSIOMED ELEKTROMEDIZIN AG** is one of the leading manufacturers of high-quality products for traditional and innovative physical and biomechanical forms of diagnostics and therapy in the areas of rehabilitation, sports and aesthetic medicine.

PHYSIOMED also offers analysis, design and implementation of complete solutions from a single source for facilities in the fields of sports, aesthetic medicine, rehabilitation and healthcare.

Our customers benefit from our experi-

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PHYSIOMED has a very strong position in Germany and is currently exporting its products to more than 83 countries worldwide.

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[www.physiomed.de](http://www.physiomed.de)

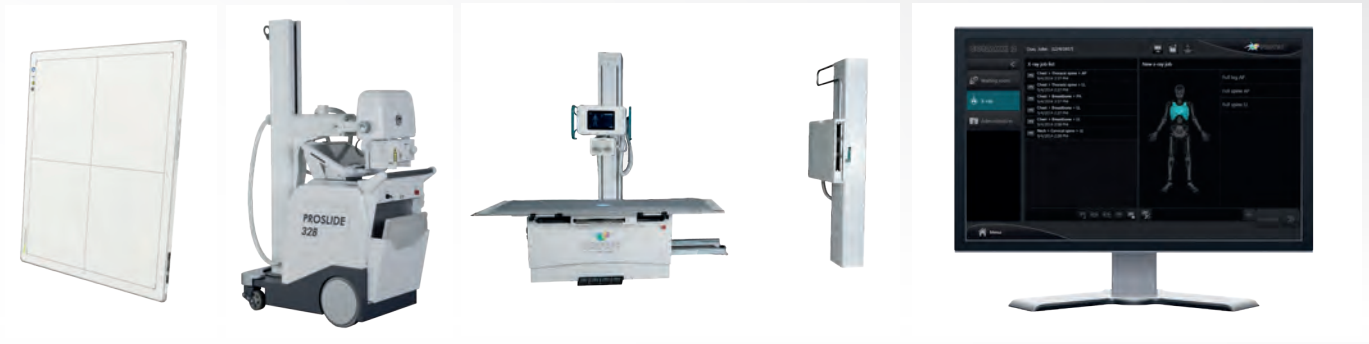


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TEAM | SPIRIT | ABILITY



**Protec** – the synonym for modern X-ray technology with hardware (mechanics) and software engineering from a single source. Started radiology business in 1984, being a global player in digital imaging for almost two decades. Provider of complete X-ray systems designed and produced in Germany since 2009. Comprehensive experience combined with in-house knowledge in any question about X-ray mechanics and software. Full digital solutions

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WE are your single source for all about X-ray.

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# PS TRADE



As a family-run trading company, we are used to taking on many different roles. Sometimes as a project manager, finder of ideas, service provider or even bridge builder. Always proactive and with a boundless passion for the global trade in products, which are able to improve people's lives.

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The San Mobil can be produced in many sizes and is supplied fully fitted. Only high quality materials are used in the San Mobil and it

can be configured completely individually. The mobile's self sufficiency offers absolute added value, as it can be fitted with both solar power and with a generator.

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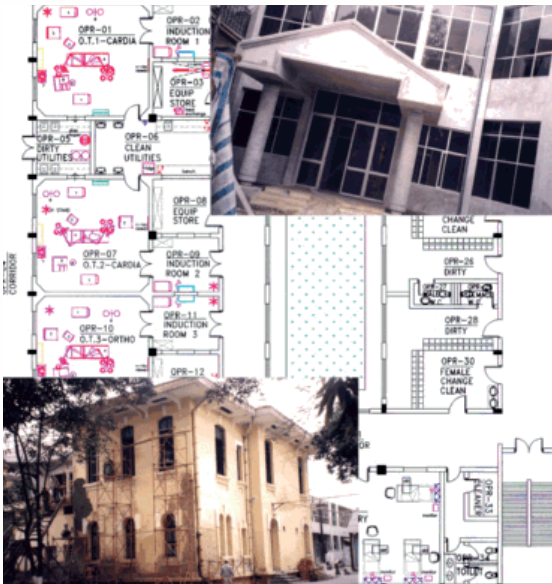
We work together with a variety of manufacturers to make the most of the best possible resources and to be able to fit the latest technologies.

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**SANIPLAN** is a private and independent consulting agency, established in 1982, whose activities are concentrated in the sectors of health care, basic & vocational education and environmental sanitation. Moreover SANIPLAN renders services to Social Investment Funds, institutions which have been created as a key strategy to reduce poverty. SANIPLAN identifies, assesses, plans, monitors and evaluates projects in the fields of technical and financial co-operation, and concerning project implementation, provides technical assistance and consulting services. One of SANIPLAN's key principles is the orientation of project planning towards participation and integration of target communities. Thus, dialogue with user groups, as well as efforts to improve their access to information and to decision-making processes, must be seen as core components of projects.

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# SCAN MODUL



## **Comprehensive supply chain knowledge utilized in a unique concept**

Dealing with the clinical aspect at the front-line of service is any healthcare institution's most important focus. This leaves the non-clinical processes like internal logistics at an often much lower priority but with a huge potential for operational savings. With more than 105 years in the healthcare sector we have devel-

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# drapilux



**drapilux** has established itself as one of the leading providers on the international market for fire-retardant curtains and decorative fabrics. The name drapilux represents intelligent textiles, with drapilux air (air-purifying), drapilux bioaktiv (antibacterial) and drapilux akustik offering well-designed, high-quality, functional fabrics with innovative characteristics for commercial furnishings. More than 50 years of experience in the healthcare industry

guarantee the knowledge of all special requirements for textiles in this area. drapilux is a trade name of the family-owned Schmitz Textiles GmbH + Co. KG. The nearly fully-fledged textile company with production headquarters in Emsdetten is a competent partner for comprehensive textile solutions in the indoor and outdoor sector, and has been for nearly 100 years.

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**SCHÖLLY** is committed to developing, registering and manufacturing safe medical visualization products. Surgeons and patients worldwide rely on it. The certainty that our expertise is helping to make surgery as safe as possible spurs us on, gives us great satisfaction, and guarantees the quality and reliability of our products.

In order to offer our OEM/Private Label customers up-to-date products for existing or new areas of application and market needs we are in constant cooperation with surgeons and

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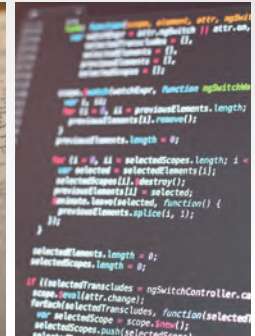
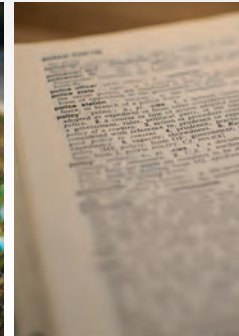


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# Scenarium

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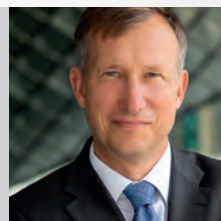


**Scenarium** is an international strategy and policy consultancy in the field of health and social protection. The company was founded in 2013 and has its base in Berlin, Germany. It serves clients around the globe with expertise, passion, flexibility and commitment. Specialising in international management and policy consulting within the health and social sectors, Scenarium offers a range of services. These are grounded in expert analysis that

bridges theory with practice and spans academic, multilateral, corporate and government settings.

Openness, fairness, integrity, and a collaborative spirit lie at the heart of Scenarium's relationships with clients and partners: governments, bilateral and multilateral development agencies as well as private and civil society organisations.

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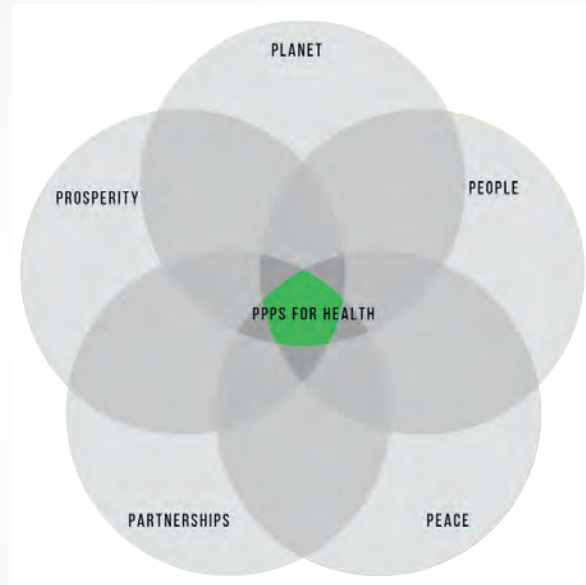
# SDG.17

## CONSULTING

**SDG.17 Consulting GmbH** advocates policies and practices that encourage the development of low-carbon, climate-resilient, innovative healthcare infrastructure delivered through sustainable public-private partnerships in line with Sustainable Development Goals (i.a. SDG. 3 “Health and Wellbeing” and SDG.17 “Global Partnerships”). SDG.17 Consulting GmbH as a member of various international organisations and offers an the following expertise based on the best international practices:

Our Services:

- Solutions for sustainable infrastructure and sustainable healthcare in line with Sustainable Development Goals (SDGs)
- Advisory services on design and implementation of people-first PPPs in the healthcare sector
- Innovative and digital solutions for sustainable healthcare infrastructure’s value chain
- Advisory services for development aid projects in developing countries
- Capacity-building, training and study tours on sustainable infrastructure and PPPs



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# seca

## Precision for health



For more than 175 years the high-quality precision measuring devices from **seca** have given doctors and medical personnel reliable assistance in their daily work. With its medical measuring systems and scales and its innovative integration and service solutions, the world market leader **seca** offers innovative system solutions for ad-hoc assessment and interpretation of the patient's health status. As the leader in medical body composition, we

develop devices that are unmet in precision and quality. The steady flow of innovations and our continuous product optimization have made **seca** the dominant brand in more than 110 countries. For the sake of our customers and sales partners, we have set up 16 branches around the world which give us insight into the needs of local markets and enable us to serve customers and partners quickly and directly. For more information visit [seca.com](http://seca.com)

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# SIEMENS Healthineers

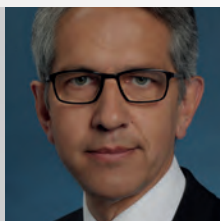
**Siemens Healthineers** enables healthcare providers worldwide to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving patient experience and digitalizing healthcare. A leader in medical technology, Siemens Healthineers is constantly innovating its portfolio of products and services in its core areas of diagnostic and therapeutic imaging and in laboratory diagnostics and molecular medicine. Siemens Healthineers is also actively developing its digital health services and enterprise services.

In fiscal 2018, which ended on September 30, 2018, Siemens Healthineers generated revenue of €13.4 billion and adjusted profit of €2.3 billion and has about 50,000 employees worldwide.

Further information is available at [www.siemens-healthineers.com](http://www.siemens-healthineers.com).



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# SILREAL



**Silreal** is a management consulting firm founded by Chenchao Liu, which advises healthcare companies to enter, expand and find strategic partners in China and Europe. Chenchao combines his expertise in healthcare and his intercultural competencies to enable institutions to excel along the Silk Road. Silreal has partnership with one of the 12 centres of excellence by the Federal Government. He shared his insights with the former Chinese

Minister of Health as well as members of German Parliament. As a Global Shaper of World Economic Forum, Chenchao is regularly invited as speaker and guest by international institutions such as German Federal Foreign Office, G20 Global Solutions Summit, OECD Forum, The Federation of German Industries and Max-Planck Society. He studied chemistry at Technical University Munich and was interviewed by the New York Times.

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**STERIPOWER** is manufacturer of the first touchless hand disinfection device. The aim of the company, which was founded in 2003, is to decisively improve hygiene in all areas of life. The Steripower devices are already being used in medical facilities, in various federal offices, by DAX companies, on cruise ships, in supermarkets, at major events for example the Oktoberfest in Munich as well as in all Sanifair stations.

The Steripower family now includes a large number of products. Particularly suitable are the automatic hand disinfection devices for high traffic locations. This is mainly due to the simple, fast and safe application of the devices. The devices are also popular because of their high quality and reliability. They are developed and manufactured in Germany.

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# STIEGELMEYER



**The Stieglmeyer-Group** stands for premium quality products, developed specifically for the complex demands of day-to-day medical practice in hospitals, care facilities and in home-care. Main products include medical beds, bedside cabinets and other furnishing solutions. As a medium sized enterprise with headquarters in Germany, Stieglmeyer designs and produces for its domestic clients as well as for global markets. The family-run business was founded

in 1900 and today manufactures its products in 4 locations. The company's extensive product portfolio includes the hospital bed Evario with its suitability for all hospital units as well as the care bed Libra with the Vario Safe system for easy adjustments to every need. Another innovative product is the bedside cabinet Quado whose ingenious construction provides mobility and space at the same time.

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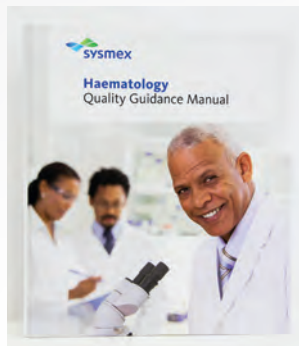
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**Sysmex Europe GmbH** is a subsidiary of the Sysmex Corporation, who is celebrating its 50th anniversary this year. Over the past half century, we have actively set new standards and driven innovation in haematology, haemostasis, urinalysis and oncology. We are now among Europe's top specialist laboratory diagnostics and healthcare companies, and the global leader for haematology diagnostics and service.

We're famous for designing and producing diagnostic solutions for medical laboratories, including automation.

At Sysmex Europe, our activities span the entire Europe, Middle East and Africa (EMEA) region providing 1st and 2nd level support for our stakeholders in in this region, with a service and support network covering more than 110 countries throughout EMEA.

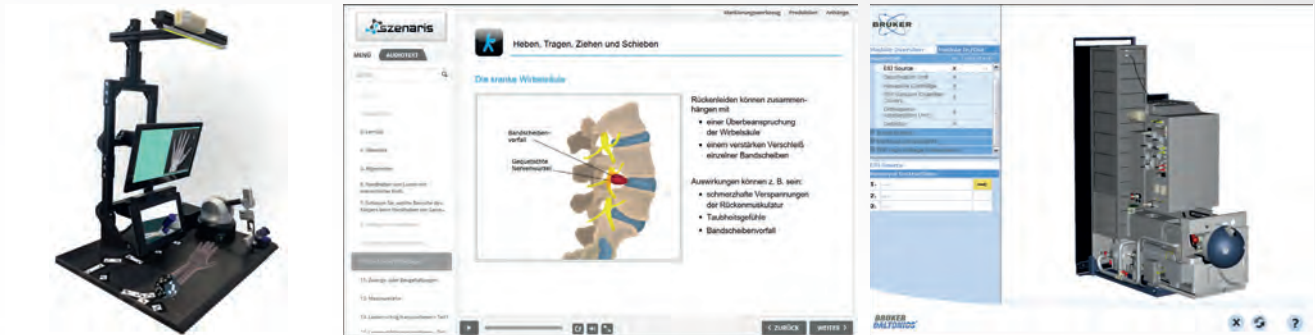


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# TRACOE®



## **TRACOE medical GmbH – Quality by People for People**

**TRACOE medical GmbH**, headquartered in Nieder-Olm / Germany, is one of the leading manufacturers and developers of medical devices and aids for patients with tracheotomies and larynx operations. Their premium product portfolio focuses on tracheostomy tubes for patient care in both hospital settings as well as at home. TRACOE medical GmbH has approxi-

mately 220 employees, incl. 17 sales representatives, exporting its products to 86 countries. In the past ten years alone, TRACOE medical has been granted 19 patents. The company can look back on a 60-year company history; it has been selected three times as one of the TOP 100 companies among German small- to medium-sized businesses and is already being led by the family's third generation. The Managing Directors are Stephan Köhler and Dr. Thomas Jurisch.

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trAIDe  
Health



Are you interested in entering foreign markets? If yes, then you know how challenging it is, to put together the right market entry strategy for each single country. Moreover, you have to find distributors, evaluate them and select your best match. If you choose the wrong strategy or partner, promising export markets can end up causing losses instead of bringing additional sales.

**trAIDe Health** is a global network of health-care experts that helps you to enter new mar-

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Our services:

- individual market entry consulting
- business matching and international distributor mediation
- market entry workshops and seminars

**trAIDe Health** enables you to enter new markets more successfully. contact us.

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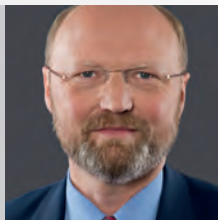
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Research-Based  
Pharmaceutical Companies

The **vfa** is the Association of Research-Based Pharmaceutical Companies in Germany. The vfa represents the interests of 45 of the world's leading manufacturers and their more than 100 subsidiaries in health, research and economic policy. The members of the vfa represent around two thirds of the entire German pharmaceutical market and employ over 80,000 people in Germany. More than 17,000 of them work in research and development.

The use of modern innovative medicines and vaccines requires a sufficiently strong and reliable healthcare system with trained personnel. Therefore research-based pharmaceutical companies engage in health systems strengthening efforts in many countries. In addition the vfa is a co-founder and member of the German Network against Neglected Tropical Diseases (DNTDs).

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## **VISUS Health IT**

We are one of the leading providers of IT solutions in the field of Radiological Image Data Management (PACS), the facility-wide management of medical information (Health-care Content Management System) and the inter-institutional exchange of health data. Characteristic of the JiveX products are the high interoperability and scalability, which open various interfaces in the world of hospital IT systems and are based on the consistent use of internationally recognized standards.

Quality and service are very important to us, which is why we have implemented our JiveX certified international partner program. Our partner network can be found in Europe, Africa, Asia and the Middle East.

JiveX connects all medical specialties and is the universal solution for hospitals, health networks and private practitioners.

JiveX – fast, smart and reliable.

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**[www.visus.com](http://www.visus.com)**

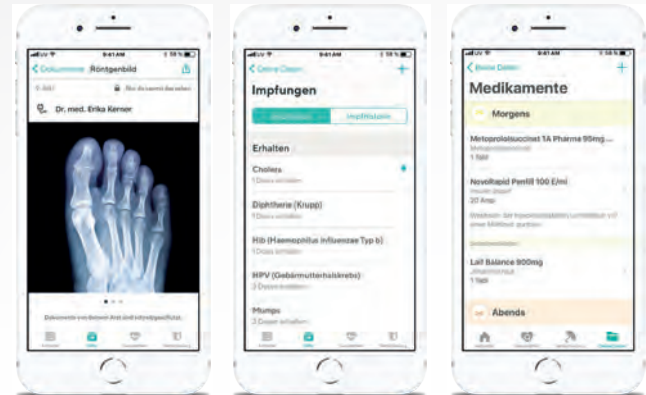


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**Vivy** is a tool for the empowered patient. Vivy sees itself as a secure patient-driven health platform for communicating and sharing information for patients, doctors and insurance companies. Making use of the Vivy App, the patient can access his/her health information at any given time. Easy. Secure. Individual. Through Vivy, encrypted medical documents are made available. In addition, Vivy is reminiscent of medication, vaccine updates, and check-ups. Vivy informs about potential interactions and offers a medication diary. With Vivy, essential emergency information is always at hand. The integrated health check provides individual information and helps to better understand diagnoses. By using Vivy, patients can make better informed decisions.



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# WORLD HEALTH SUMMIT

The **World Health Summit** is one of the world's leading strategic forums for global health. Held annually in Berlin, it brings together leaders from politics, science and medicine, civil society, and the private sector to set the agenda for a healthier future. Over 300 speakers and 2,500 participants from 100 countries take part, including ministers, top scientists, and CEOs.

It is traditionally held under the high patronage of the Chancellor of the Federal Republic of Germany, the President of the French Republic, and the President of the European Commission.

Founded at Charité in 2009, the World Health Summit is built on the academic foundation the M8 Alliance of Academic Health Centers, Universities, and National Academies, a scientific network spanning 18 countries.



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WHS Foundation GmbH  
c/o Charité – Universitätsmedizin Berlin  
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# WiN = WiN

Agency for Global Responsibility

**WiN=WiN** – Agency for Global Responsibility is an experienced consulting agency for economic partnerships (PPPs) and CSR in emerging and developing countries. Over the past 19 years we have accompanied more than 140 sustainability projects successfully for companies of all sizes and industries across Africa, Asia, Latin America and Eastern Europe. Our projects help to reduce business risks and enable growth potential. Creating WiN=WiN situations for our customers, their stakeholders and local people is always our main concern.

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## Partner of the German Health Alliance

**M.A.R.K. med**, a commercial insurance brokerage and employee benefits consultant, focuses on insurance and risk service needs of operations spanning the entire healthcare spectrum. A specialty division of MRH Trowe Group, M.A.R.K. med provides solutions to the unique needs of clients in the healthcare industry. The healthcare practice is known for its expertise and passion in delivering exceptional brokerage and consulting services to hospitals, healthcare centers and general practitioners for more than 20 years. M.A.R.K. med are serving non-for-profit institutions, senior care operators and social welfare organizations alike including those companies involved in the design, development, manufacture and distribution of medical devices and -technology. In addition, the broker is well-versed protecting globally active companies with global insurance requirements.

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A faint, light gray world map is centered in the background of the slide.

# GHA

A graphic consisting of three horizontal stripes: black on top, red in the middle, and gold on the bottom, representing the German flag.

German Health Alliance

[www.gha.health](http://www.gha.health)