



## References sananet Consulting for Life Science and MedTech

sananet is consulting medical technology manufacturers, biotechnology companies and other life science enterprises to successfully enter the German sprucing markets (DACH-Region) since 2000.

Beside market analysis and finding the best way to enter the market, the focus is very practical help for medical technology companies to succeed in market access. We have a proven track record to find reference sites, distributors or strategic partners for new innovative products.

- Help with Market Access to European Health Care Market  
<https://sananet.com/en/medical-device-consulting/sales-marketing/health-care-marketing/>
- If you look for a reference site or a KOL who does a first study we can initiate these contacts.  
<https://sananet.com/en/medical-device-consulting/sales-marketing/find-kol-and-references/>
- To locate an adequate distributor for Germany and potentially other countries is a standard service of our consulting agency.  
<https://sananet.com/en/medical-device-consulting/sales-marketing/building-distribution-network/>
- To find strategic partners who would sell your products under their brand.  
<https://sananet.com/en/medical-device-consulting/sales-marketing/search-for-strategic-partners/>
- We can support to get Reimbursement for Medical Technology  
<https://sananet.com/en/medical-device-consulting/sales-marketing/reimbursement-for-medical-technology/>

3D-LifePrints	UK	<a href="http://www.3dlifeprints.com/">www.3dlifeprints.com/</a>
Abbott	Germany	<a href="http://www.de.abbott/">www.de.abbott/</a>
ADVITOS (Hepawash)	Germany	<a href="http://www.advitos.com/en/">www.advitos.com/en/</a>
Cedic Srl	Italy	<a href="http://www.cedicbio.com/">www.cedicbio.com/</a>
Diamed	Germany	<a href="http://diamed.de">diamed.de</a>
Echosens	France/China	<a href="http://www.echosens.com">www.echosens.com</a>
Efferon	Germany/Estonia	<a href="http://efferon.com">efferon.com</a>
Hospitech Respiration	Israel	<a href="http://www.hospitech.co.il">www.hospitech.co.il</a>
IGEA S.p.A.	Italy	<a href="http://www.igeamedical.com">www.igeamedical.com</a>
Inovitec	Israel	<a href="http://www.inovytec.com/">www.inovytec.com/</a>
KroniKare Pte Ltd	Singapore	<a href="https://kronikare.ai/">https://kronikare.ai/</a>
Medtronic	Germany	<a href="http://www.medtronic.com">www.medtronic.com</a>
MTS (Omnicell)	USA	<a href="http://www.omnicell.com">www.omnicell.com</a>
MyStem	USA	<a href="http://mystem.eu/">mystem.eu/</a>
Nanordica Medical	Estonia	<a href="http://www.nanordica.com/">www.nanordica.com/</a>
Novartis	Germany	<a href="http://www.novartis.com">www.novartis.com</a>
Osteolabs	Germany	<a href="http://www.osteolabs.de">www.osteolabs.de</a>
Polaroid Therapeutics AG	Switzerland	<a href="https://polaroidtherapeutics.com/">https://polaroidtherapeutics.com/</a>
QinFlow	USA	<a href="http://www.qinflow.com">www.qinflow.com</a>
Resonance Health	Australia	<a href="http://www.resonancehealth.com">www.resonancehealth.com</a>
Tzora	Israel	<a href="http://www.tzora.com">www.tzora.com</a>