



Profile sananet. Market Access for Life Science Companies

sananet was founded in the year 2000 as consulting agency exclusive for the health care market. sananet is specialized to help health care companies to enter new markets and to further develop existing ones. Our clear goal is practical help to make our clients more successful by increasing turnover and profit.

One focus is bringing medical product companies from all over the world to the European market. sananet has a proven track record from many projects to find distributors and to smoothen the way to access the market successfully. Here the core region are the German speaking countries (DACH region).

Another focus is to find strategic partners who would implement your products as OEM or private label into their own product portfolio. This we do – especially with big multinational groups – on an international basis and initiate contacts all over the world.

Beside business planning and market analysis the focus is very practical help for medical start-up and growing companies to succeed in market access and cope with typical obstacles like reimbursement. While sananet has expertise to perform all necessary steps to successfully entering the market, you might desire to carry out some tasks with your own resources to reduce the cost. We are used to this and can integrate it into the project management.

You might get a first impression from our website:

[Sales & Marketing Life Science](#) (how sananet can help individual life science companies to access the DACH health care market)

- [Market Entry Strategy](#)
Very practical help to find the best way into the market, know the hidden rules and avoid costly mistakes and hidden obstacles
- [Market Analysis](#) and [Competition Analysis](#)
We have wide experience in doing market analysis in a hands on attitude to find the most profitable segments and detailed data on your competition
- [Find KOL and References](#)
First reference in the DACH region for your product or clinical partner for pilot trials
- [Reimbursement for Medical Technology](#)
Important for the success is the cost coverage. Help you to analyze the reimbursement for your product, to apply for reimbursement codes or to find alternative ways of cost coverage
- [Building Distribution Network](#)
We find competent and successful distributors for your product
- [Search for Strategic Partners](#)
We find partners if you want to sell your product OEM, private label or via license to big partners

Kind regards

Tilo Stolzke
General Manager