

Giving meaning to health technology

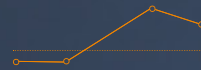
weight
165 lbs



HbA1c
6,7%



step
15200



BMI
20



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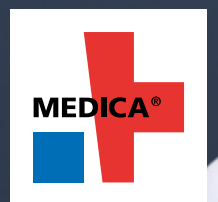
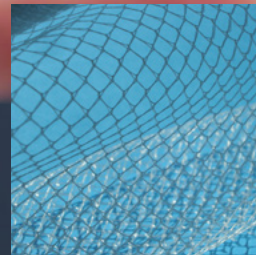
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HEALTH2CARE

Cross-sector alliance for personalised medicine

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Gérald Comtet
i-Care Cluster Manager

For the sixth year in a row, i-Care Cluster, the health technology cluster in Rhône-Alpes, has confirmed its interest in the unmissable Med-Tech event MEDICA. Supporting initiatives in the sector and representing some 60 health technology companies in the Rhône-Alpes region, i-Care, its partners and its institutional supporters underline the power of their network in the international market. Interview with Gérald Comtet, Director of i-Care Cluster Rhône-Alpes.

Gérald, in a few words, what is i-Care?

i-Care Cluster is the Rhône-Alpes cluster dedicated to health technology. The Rhône-Alpes area is rich in expertise and has an excellent reputation in the pharmaceutical, diagnostic and biotech industries, but also in health technology. With these strong regional roots, i-Care Cluster assists companies in this sector to implement innovative strategies in response to market evolution, and we help improve their environment to make them more competitive.

What do you mean by innovative strategies and innovation?

Health innovation has to go beyond technology products, targeting notions of service via faster integration into the regulatory and economic environment. Supporting the transformation of a sequential vision into a systemic representation of innovation in health technology is one of i-Care Cluster's fundamental missions.

How do you see the market?

We are part of a fast-growing industry, and its importance at MEDICA is testament to its dynamism. Health spending is growing steadily and the sector's needs take a variety of forms.

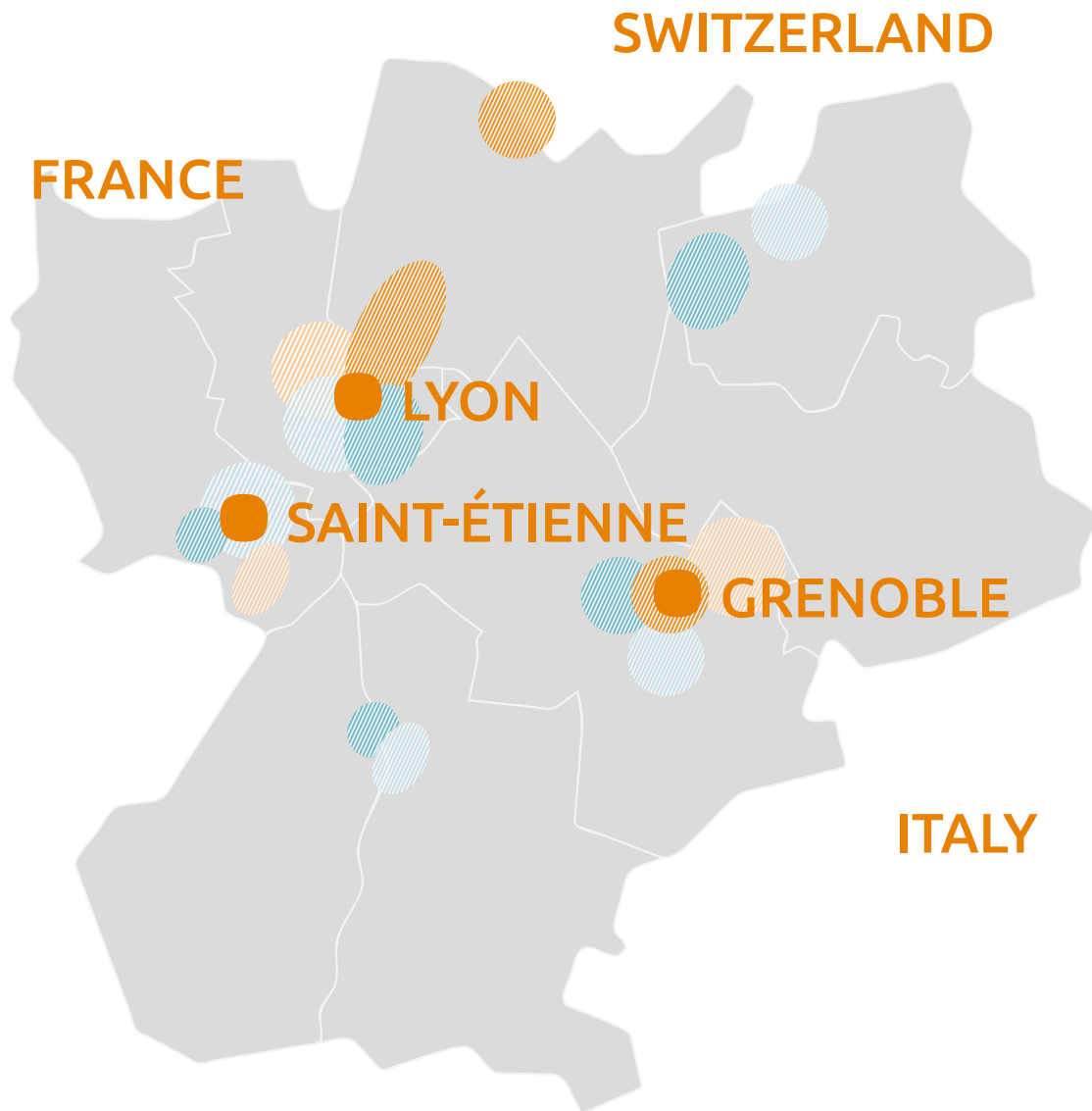
So the range is wide...


All the companies present at our stand offer hardware and software solutions and new therapeutic applications, and they all innovate in their own way. But – and this is what the cluster encourages – always from a viewpoint of reasoned progress and with a symbiosis between manufacturers, users (therapists and healthcare professionals) and the beneficiaries (patients) of the solutions. The notion of service is always important. The initiatives are many, they deserve to see the light of day and they are part of a virtuous spectrum favourable to the healthcare economy. i-Care Cluster brings these energies together, promotes emulation and networks and supports technology in the service of healthcare. And for our partners who are present, MEDICA 2015 is an opportunity to present their products and, beyond that, their expertise to the whole world!


Gérald Comtet


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HOT SPOTS IN RHÔNE-ALPES



 **Implants,**
Biomaterials

 **E-health,**
Autonomy, Prevention

 **IVD,**
Drug delivery, Disposable Equipment

 **Medical Equipment,**
Imaging, Augmented Medicine



1st French region
in Subcontractors
for Med Tech



2nd French region
for medical device
(1/4 of companies)



More than
20 000 employees



Cédric Missonnier - MCO Division Director

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Founded in 1988, the Evolucare group is a publisher of IT solutions in the healthcare sector. It offers public and private hospitals a range of software packages for managing critical care units (operating theatres, anaesthesia, ICU) and medical imaging (RIS/PACS). Cédric Missonnier explains the strengths of Evolucare.

Independent and HL7-compatible

Evolucare is led by a team of experts in medical information technology. Intermediate in size, our company is independent, flexible, responsive and sufficiently robust to devote a significant proportion of its development budget to research. This allows us to produce cutting-edge HL7-compatible tools that are implemented in a variety of medical information systems.

The strength of a modular architecture

Evolucare structures its range of products according to broad fields of activity. From critical care (anaesthesia, reanimation, surgery) to medical imaging (PACS, RIS, Viewers), our solutions are based on a modular architecture with a shared communication layer.

International

Evolucare is opening up to the international markets and already offers solutions in several European countries (Germany, Belgium, Ireland etc.). With its solid experience in IT project management and proven recognition from its customers, its teams are able to «localise» certain solutions. Our «Anaesthesia and Reanimation» and «Medical Imaging» products carry the CE marking.

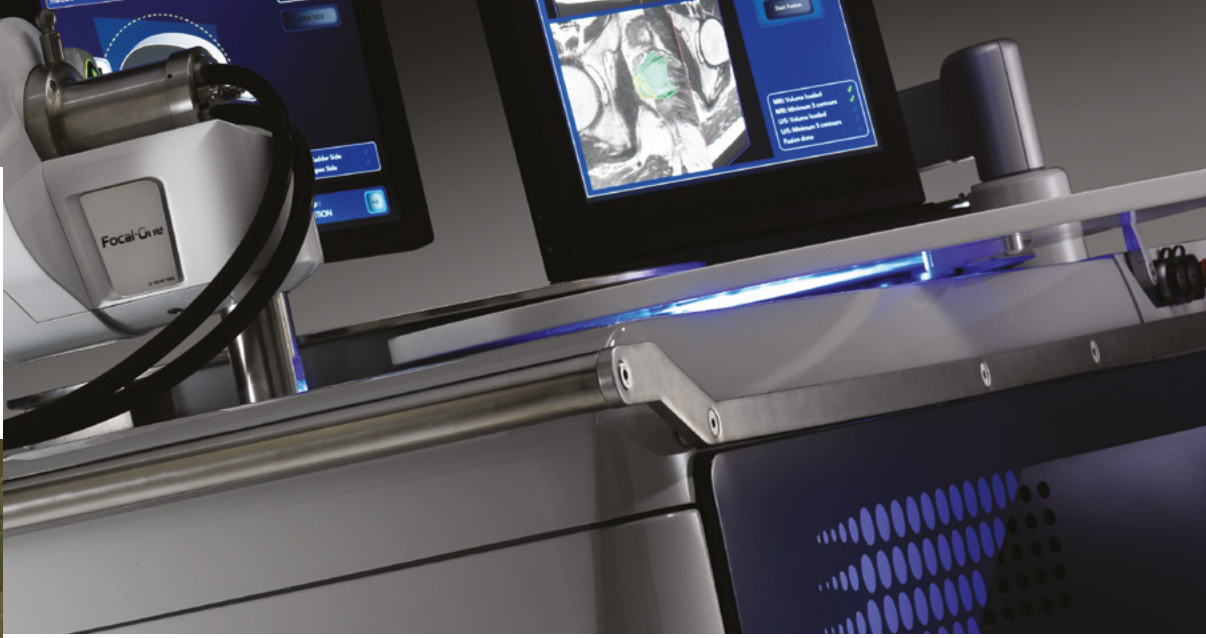
And the future...

With a constant eye on technological development, we communicate with the different stakeholders in health technology and work within the i-Care cluster to maintain the momentum of innovation in the Rhône-Alpes region. In line with the latest technologies and usage habits, we are migrating our proprietary software systems to web and mobile solutions.

20 Years of experience and nearly	180 Biomedical connectors	200 Employees and 11 offices	IHE/XDS Compliance
1,600 Customers	DMP Compatibility	ISO 13485 Certification	LAP Certification



Bringing New Horizons to Therapy



Hugo Embert - Marketing Director

Maude Pavageau - Communications Manager
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Email : mpavageau@edap-tms.com

EDAP TMS has been innovating for 36 years in the field of ultrasound therapy, implementing a variety of technologies to treat multiple pathologies, primarily in the field of urology. Interview with Hugo Embert.



Your local roots seem to be a catalyst for your projects...

The company is the fruit of a collaboration between a manufacturer, EDAP TMS, basic research at INSERM Lyon and clinical research at Hospices Civils de Lyon. Our roots are indeed regional, and they are based on the expertise of these players in the healthcare world. As a solid partnership, we contribute to the dynamism of innovation in Rhône-Alpes to offer a range of high-tech products recognised all over the world.

Is this a new generation of equipment?

The current performance of MRI tools enable us to localise even more precisely the pathogenic areas that need treatment. From this perspective, our HIFU applications (MRI-connectible) designed to treat prostate cancer using ultrasound and ESWL to treat urinary stones respond perfectly to the needs of medical practitioners. Non-invasive, HIFU

uses focused ultrasound and ESWL works with extracorporeal shockwaves. These are the only processes of their kind in the world, created by EDAP TMS, and provide real alternatives to surgery. The service they provide is significant – proven clinical effectiveness and a definite increase in comfort for the patient.

What is the key to your success?

Rather than success, let's talk about the satisfaction of innovating with and thanks to our regional collaborations and institutional support. Let's talk about technological and clinical recognition, because our systems are certified and accredited in many international markets (the FDA is finalizing the review of our HIFU application), adopted by the medical profession and recommended by health authorities. MEDICA 2015 is an opportunity to meet professionals from all over the world, so let's make the most of it to introduce them to our technologies !

€26.8 million

Revenue

6 subsidiaries

Japan, South Korea, Malaysia, Italy, Germany, USA - Offices in UAE and Russia

85%

From exports

10%

Of revenue devoted to R&D

Over 400

Patents registered



Élodie Pacard

Project Manager

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RESCOLL is a service company specialising in technological innovation and, more specifically, polymers, composite materials, adhesive technologies, surface treatments and industrial applications. In its 15 years of steady growth, RESCOLL has developed three areas of expertise for its customers in the medical devices sector: analysis and characterisation; research and development; and manufacturing.



Acknowledged expertise

Recognised and certified as a Technology Resource Centre (CRT) and a Contractual Research Company (SRC) in the field of materials, RESCOLL has applied for some 50 patents in under 15 years! To provide a more targeted response to its partners and customers in the healthcare sector, RESCOLL has created a dedicated unit, RESCOLL Medical.

RESCOLL Medical, initiator of solutions

In its research into tissue engineering products, RESCOLL is working on behalf of its customers on the issue of tissue regeneration and the biomaterials that support it. Before looking at clinical applications, RESCOLL is trying to extract the best from these biomaterials and has set up a platform for forming these materials. High-tech processes such as additive manufacturing and electrospinning are widely used to offer relevant solutions to healthcare stakeholders

RESCOLL, agitator of ideas

This field of investigation is just one example of RESCOLL's research. Its teams are involved in many French and European projects such as TEH-TUBE, Spidiman and Anstomoseal. These are often collaborative research projects, which pool resources and bring together complementary skills to increase the efficiency of innovative studies in which multidisciplinary is an essential component.

Networking

RESCOLL, a member of the i-Care cluster, contributes to the dynamism of the Rhône-Alpes region in terms of health technology. The group present at MEDICA gives our expertise international visibility, which benefits all of us.

Élodie Pacard

€15 million

Revenue

€1.5 million

Per year R&D investment

150

Engineers and technicians

6,000 m²

Of floor space

3 certifications

ISO 9001, ISO 17025, ISO 13485

ERARD®

PRO



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ERARD Pro, a French manufacturer of audiovisual media and equipment, has been offering standard and custom integration solutions to hospitals and medical facilities for over 50 years. Jérôme Obriot answers our questions for the i-Care magazine.



What are your areas of expertise?

Historically, ERARD was a manufacturer of antenna accessories. In the 1970s, the company turned towards the market for furniture and metal mounts for television and developed by integrating the new technology dimension. Present in the healthcare sector, and in hospitality more broadly, we help our customers by supplying furnishings for hospitals and medical facilities that receive and accommodate the public.

Key products?

In healthcare, our wall and ceiling mounts for TV, articulated arms for multimedia terminals, IT solutions for patient files, mobility solutions such as our Hoscar and Moby trolleys for care staff... we have a wide range, with nearly 50 catalogue products.

What is your strong point?

Every development or equipment project is different. Our technicians and integrators analyse the layout and the customer's needs in order to propose the most appropriate solutions in both technical and budgetary terms. We offer both standard and bespoke solutions. A flexible partner rather than just a service provider!

What do you hope to gain from MEDICA?

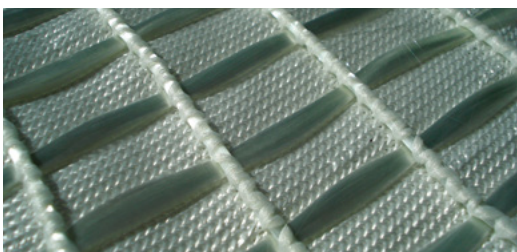
Supported by the dynamic of i-Care and its regional network, we will use the opportunity of the trade fair to talk to healthcare technology professionals from all over the world and, we hope, export our expertise!

Foundation of Erard Pro in 1961	R&D 1 new model patented every year in health technology	30% increase in revenue per year in this market
	20% Of Erard Pro's revenue comes from the health sector	500 Sites equipped with our products in Europe

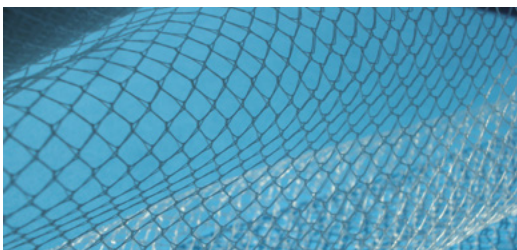


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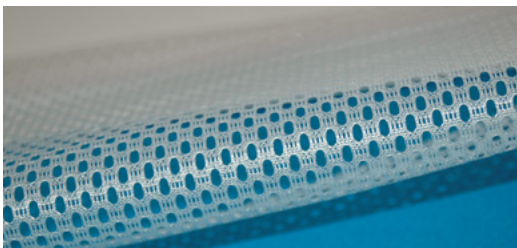
MDB Texinov is designing and manufacturing warp-knitting technical textiles. Based on a textile and polymer expertise, MDB Texinov is developing textile solutions intended for the medical sector (textile supports for wound dressings and implants).



A technology with a wide range of possibilities

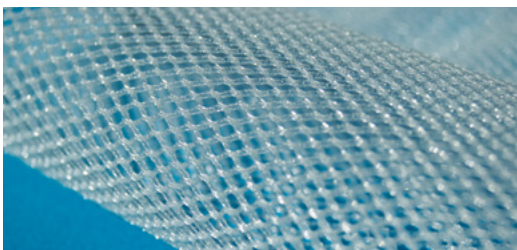
MDB Texinov technology is allowing wide-ranging applications : dressing supports for complex wounds (burns, lesions, ulcers), textiles for implants used in the field of visceral surgery (hernia, prolapse, eventration), urological surgery (female and male incontinence) and orthopaedic surgery (ligaments).

carrying out testing and quality controls on its products. Thanks to this organization, MDB Texinov is meeting very specific requirements based on standard qualities or tailored solutions.



International markets

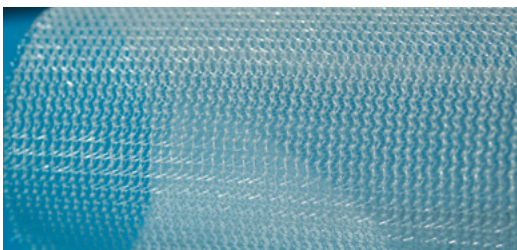
The MDB Texinov team is developing its unique expertise on international markets by reinforcing its various partnerships for developments on international levels. Applied research and sharing of knowledges are key elements for growth. This is the reason why MDB Texinov is relying on the support of the i-Care cluster and AEPI for the current and future projects.



Innovation in the genes

In order to enhance its exceptional know-how in innovation and in the design of functional technical textiles, MDB Texinov has a high-performance Research and Development team and an internal laboratory

Anne Plat



ISO 9001:2008
and
ISO 13485
Certification in 2013

A multidisciplinary
R&D team
of 15
Engineers and technicians



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 Email : a.ciccolella@grenoble-isere.com



Need help to develop your business in France?
 We offer customized solutions! Take advantage of our expertise

- Business and sector information
- Scheduling of visits and meetings
- Real estate proposals & visits
- Assistance in opening and operating your French organization
- HR and recruiting support
- Connection with the local ecosystem
- Research on funding

Where we make the Med “Tech”

Grenoble-Isère, France, a globally unique science centre dominated by digital technology, generating disruptive innovations

- Grenoble-Isère medical devices actors’ main challenges are: diagnosing, treating diseases and compensating disabilities. Come and join a dynamic ecosystem and boost your competitiveness!
- A dense and highly qualified labor pool, to recruit your talents!
- A network of players and facilities to support the development of your project and enhance your innovation

200 Academic research teams	10,300 Jobs	Over 140 Medical technology companies, of which 1/4 incorporate foreign capital and employ 3/4 of the sector’s workforce	World-leading companies BD, Fresenius, Roche Diagnostics, bioMérieux, GE Healthcare, Medtronic
9,000 Students	The only region in France with 4 university hospitals	1 Lasker Award in 2014 for Professor Alim Louis Benabid	



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The Medical Device industry experiences a growth of **6%** per year and represents the most important share of the filed patents compared to the pharmaceutical or biotechnology fields.

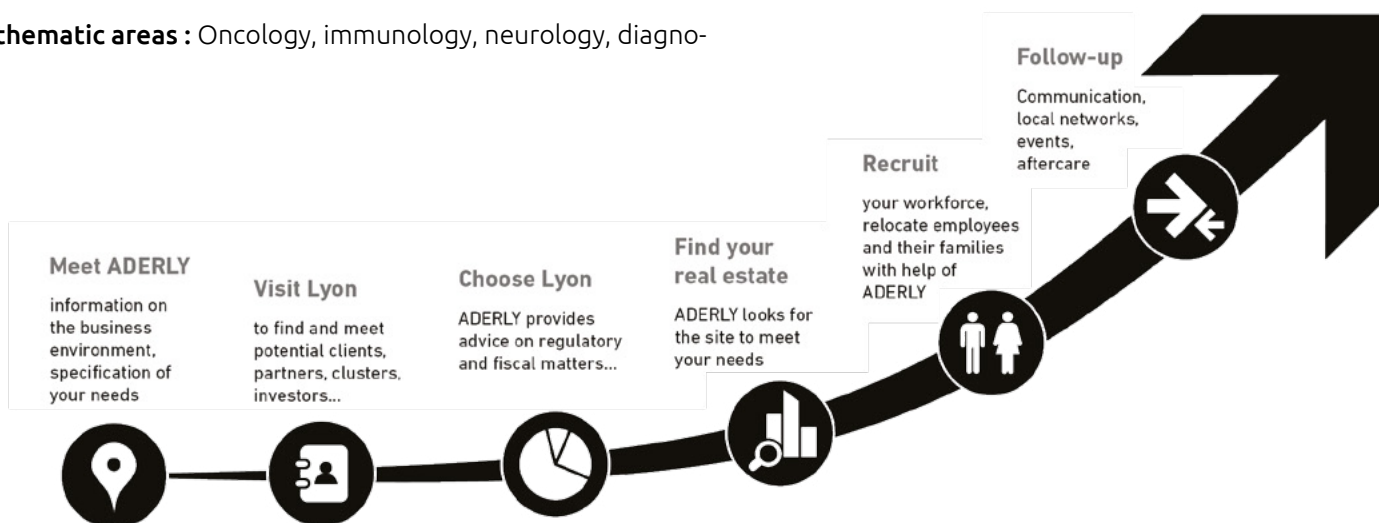
To attract foreign investment (particularly from the USA, Japan, Germany, Italy and the UK), we are emphasising the region's local ecosystem in terms of expertise (J&J, Stryker, Medtronic-Covidien, Fresenius etc.) and the strong presence of subcontractors.

A complete range of skills : R&D, testing, manufacturing, subcontracting, distribution, regulatory consultants, clinical CRO companies, etc.

Broad thematic areas : Oncology, immunology, neurology, diagnosis.

Leaders of all sizes : Small and medium-sized enterprises (SMEs) such as Biom'Up, Edap TMS, Medicea and Spineway and major groups such as Becton Dickinson, bioMérieux, Depuy France, Groupe Lépine, Thuasne, Gibaud, Sigvaris, Zimmer-Biomet...

Multimodal imaging platforms : For both human and animal health, Lyon companies offer some of the most complete solutions in Europe.



Are you interested in setting up here?

Invest in Lyon provides the support you need to help you succeed in your projects in the medical technology sector.

Contact us!

Nathalie Laurent
 nlaurent@investinlyon.com

Adriana Toma
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We have already supported the following companies in Lyon?

- Baxter** in 2014 
- Fresenius** in 2014 
- Nova DFL** in 2014 
- Neurosoft** in 2013 
- Zimmer** in 2008 

A huge network of training, research and hospitals with an excellent reputation	29,000 researchers
35 higher education institutions	25% in life sciences
3 teaching hospitals	9 universities
650 research centres	86 hospitals



Cross-sector alliance for personalised medicine

RHÔNE-ALPES

SUPPORTING AND CONNECTING
20 INNOVATIVE PROJECTS
TO EUROPEAN EXPERTISES

The Health2CARE project is a 2-years initiative (February 2014 - March 2016), co-funded by the European Union and coordinated by the Rhône-Alpes Region. The main objective is to enhance the cross-sectoral cooperation in the field of personalised health, thanks to collaboration between Rhône-Alpes clusters and European experts. Alongside Lyonbiopôle, Minalogic and Plastipolis, i-Care Cluster is contributing by integrating medical technology ecosystem into this regional and European dynamic.

Health2CARE aims to gather different technological and applied sectors in Rhône-Alpes such as biotechnologies, medical devices, plastics, nanotechnologies, software, to investigate new value chains by an open innovative approach. Personalised health mobilizes various techniques and skills, going often beyond the perimeter of existing partnership between actors. Clusters involved in the initiative have a key role to enhance this interdisciplinarity and in-fine to reinforce the competitiveness of companies, more specifically SMEs, on this innovative and emerging sector.

To foster the emergence and the growth of innovative solutions, 2 dedicated calls for Expression of interest have been launched by Lyonbiopôle and i-Care Cluster in the frame of Health2CARE. 20 innovative projects from the Rhône-Alpes region involving multidisciplinary SMEs, start-ups or academic research labs have been selected. All these projects are solutions addressing the personalised health challenge

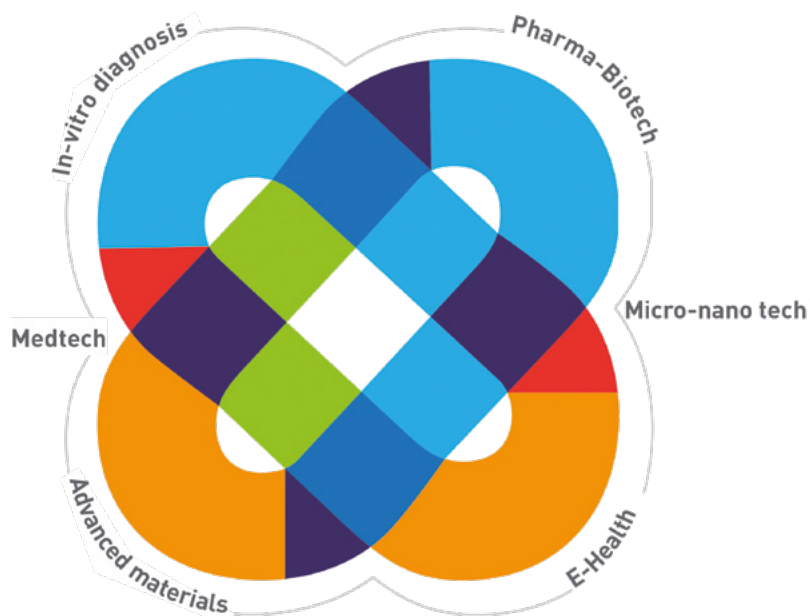
and while integrating multiple technologies applied to healthcare products.

The 10 most promising projects have been selected by a jury of European experts, and awarded for an external expertise from European partners. This support is provided by the implementation of financial envelopes, called "Innovation vouchers" dedicated to facilitate the innovative projects structuration according to project holders needs (business development, private investment, regulatory affairs, etc.)

Thanks to this new cross-clusters support scheme, an efficient way to foster innovation has been demonstrated in the field of personalised health. It is likely that other sectors would benefit from this approach in the future.

More information on the initiative and directory of selected projects :

www.health2care.rhonealpes.fr



PARTNERS





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