

# SUR

MEDICA + COMPAMED 2018



# PRIS

12<sup>th</sup> - 15<sup>th</sup> November 2018

# INGLY

Düsseldorf

# INGE

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# NIOUS

## Austrian Pavilion

MEDICA: Hall 3, 03F56, 03F62, 03F64

Hall 17, 17C20, 17D20

COMPAMED: Hall 8b, 8bF03, 8bF04



## INFORMATION



ADVANTAGE AUSTRIA Düsseldorf  
Österreichische Botschaft - Handelsabteilung  
Koenigsallee 90, 40212 Duesseldorf, Deutschland  
T +49 211 69 50 44 90  
F +49 211 69 50 44 76  
E [duesseldorf@advantageaustria.org](mailto:duesseldorf@advantageaustria.org)  
W [www.advantageaustria.org/de](http://www.advantageaustria.org/de)  
Matthias Adelwoehrer, Österreichischer Handelsdelegierte



ADVANTAGE AUSTRIA Frankfurt  
Österreichische Handelsdelegation  
Unterlindau 29, 60323 Frankfurt am Main, Deutschland  
T +49 69 97 10 12-0  
F +49 69 97 10 12-29  
E [frankfurt@advantageaustria.org](mailto:frankfurt@advantageaustria.org)  
W [www.advantageaustria.org/de](http://www.advantageaustria.org/de)  
Michael Love, Österreichischer Handelsdelegierter



ADVANTAGE AUSTRIA Berlin  
Österreichische Botschaft - Handelsabteilung  
Stauffenbergstrasse 1, 10785 Berlin, Deutschland  
T +49 30 25 75 75-0  
F +49 30 25 75 75-75  
E [berlin@advantageaustria.org](mailto:berlin@advantageaustria.org)  
W [www.advantageaustria.org/de](http://www.advantageaustria.org/de)  
Dr. Heinz Walter, Botschaftsrat für Handelsangelegenheiten



ADVANTAGE AUSTRIA München  
Österreichisches Generalkonsulat - Handelsabteilung  
Ludwigstraße 19, 80539 Muenchen, Deutschland  
T +49 89 24 29 14-0  
F +49 89 24 29 14-26  
E [muenchen@advantageaustria.org](mailto:muenchen@advantageaustria.org)  
W [www.advantageaustria.org/de](http://www.advantageaustria.org/de)  
Dr. Michael Scherz, Konsul für Handelsangelegenheiten



ADVANTAGE AUSTRIA  
Wiedner Hauptstrasse 63  
A-1045 Vienna, Austria  
T +43 (0) 5 90 900-4396  
F +43 (0) 5 90 900-114396  
E [katharina.staszczyk@wko.at](mailto:katharina.staszczyk@wko.at)  
W [www.advantageaustria.org](http://www.advantageaustria.org)  
Katharina Staszczyk, Project Manager

## PREFACE



"It is not the strongest of the species that survives, nor the most intelligent, but the one most responsive to change". No less a figure than Charles Darwin has recognized the importance of innovation, which holds true especially for medical advancement. Clinical and molecular pathology, microbiology, medical technology and life sciences are innovation drivers in all areas of medicine.

MEDICA & COMPAMED, the world's leading medical trade fairs, showcase the future of healthcare and offer unique opportunities to experience the newest trends and technologies, e.g. in the MEDICA CONNECTED HEALTHCARE FORUM or the MEDICA LABMED FORUM, just to name two. With over 5.000 exhibitors from 68 countries, Düsseldorf is the hotspot for the sector from 12. - 15. November 2018.

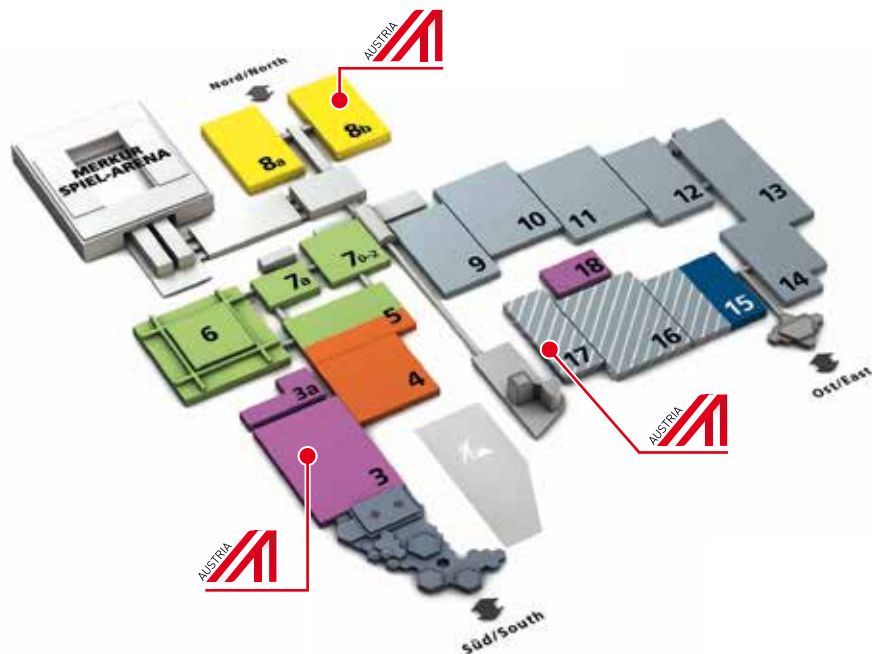
Being a key player in the industry, Austria is strongly present at the fair. It is thus a great pleasure for us to once again host the ADVANTAGE AUSTRIA booth with 40 participating Austrian companies in Halls 3, 17 & Compamed. Use the opportunity to get in touch with fellow experts and to discuss trends and worldwide developments.

With offices in Frankfurt, Munich, Berlin, Stuttgart and Düsseldorf, ADVANTAGE AUSTRIA is the official representative of Austrian business in Germany. Our team is on hand at the fair and will be happy to answer your questions regarding the medical technology sector in Austria as well as the Austrian economy as a whole.

I wish all exhibitors and visitors a successful fair and thriving new and established business relations.

Matthias Adelwoehrer  
Deputy Trade Commissioner

**MEDICA:** HALL 3, 03F56, 03F62, 03F64  
HALL 17, 17C20, 17D20  
**COMPAMED:** HALL 8B, 8BF03, 8BF04



ABA - Invest in Austria	17C20-6
Alge Elastic GmbH	17D20-11
AMACO GmbH	08BF03-3
AT&S Austria Technologie & Systemtechnik AG	08BF04-2
BioProducts - Mag. Thomas Langmann GmbH	03F64-2
CARE diagnostica Produktions- und Vertriebsgesellschaft m.b.H.	03F72-2
CNSystems Medizintechnik GmbH	17D20-7
DIALAB GmbH	03F56-3
EXIAS Medical GmbH	03F64-4
Genspeed Biotech GmbH	17D20-12

## COMPANY | STAND

Greiner Bio-One GmbH	03F72-1
Human.technology Styria GmbH	17D20-2
intelligent motion GmbH	17C20-1
Lenzing Plastics GmbH & Co KG	08BF04-8
LISA - Life Science Austria	17D20-2
LISAvienna - Life Science Austria Vienna	17D20-2
Lithoz GmbH	08BF04-7
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MED TRUST Handelsges.m.b.H.	03F56-2
Mediagent medizinisch-technische Produktions-und VertriebsGmbH	17D20-4
Medizintechnik-Cluster, Business Upper Austria GmbH	17D20-2
Meteka GmbH	17C20-5
Montavit Pharmazeutische Fabrik Ges.m.b.H.	17D20-8
ODELGA MED GES.M.B.H.	17D20-9
PAYER Medical GmbH	08BF04-1
Photonic Optische Geräte GmbH & Co KG	17D20-5
piur imaging GmbH	17D20-1
Remesco HandelsgesmbH	17D20-10
Rolle + Rolle GmbH & Co. KG	17C20-3
SEI WOO HI-TECH POLYMER GmbH	08BF03-2
Sonotechnik Austria Angio Experience GmbH	17C20-4
Stadler Sensorik CNC-Technik GmbH	08BF04-5
Standortagentur Tirol	17D20-2
Technoclone Herstellung von Diagnostika und Arzneimitteln GmbH	03F56-4
THI Total Healthcare Innovation GmbH	17D20-13
TiPY Keyboard Drory GmbH	17C20-2
Tyrolit - Schleifmittelwerke Swarovski K.G.	08BF04-4
UNIQA Capital Markets GmbH	17C20-6
ViennaLab Diagnostics GmbH	03F56-1
Wittmann Battenfeld GmbH	08BF03-1
z-microsystems®	03F72-3

FREE ADVISORY SERVICE FOR FOREIGN COMPANIES INTERESTED IN  
AUSTRIA AS A PLACE TO DO BUSINESS

STAND 17C20-6



ABA - Invest in Austria  
Opernring 3, 1010 Vienna, Austria  
T +43 1 588 58-0  
F +43 1 586 86 59  
E [office@aba.gv.at](mailto:office@aba.gv.at)  
W [www.investinaustria.at](http://www.investinaustria.at)



ABA - Invest in Austria is the Austrian State agency for setting up business in Austria. It provides free advice to companies interested in establishing themselves in Austria as regards all location-related queries, it provides information about the business environment and support in setting up in business.

Range of services:

- Location search and selection
- Search for suitable headquarters and properties
- Company establishment queries, advice and assistance for the establishment process
- Employment and taxation legal matters
- Information on financial assistance and financing opportunities
- Support in recruitment of personnel and much more

SYSTEM SOLUTIONS-INDIVIDUAL PROCESSING AND MANUFACTURING  
STAND 17D20-11



Alge Elastic GmbH  
Rasis-Buendt 10, Industriezone Nord, 6893 Lustenau, Austria  
T +43 5577 82046 0  
F +43 5577 82046 20  
E [alge@algeelastic.at](mailto:alge@algeelastic.at)  
W [www.algeelastic.at](http://www.algeelastic.at)



At Alge Elastic we are the creative force in the textile market. With the fully-integrated production and the high innovation potential in weaving, knitting and finishing techniques, we offer our customers and partners an enormously wide range from a single source. With passion, curiosity and innovation, we are specialized in development and manufacture of new functional materials and high-tech apparel, medical and technical materials. We contribute our extensive textile know-how to the development of new substances and products.



**AMACO**  
flexible printing solutions

AMACO GmbH  
Dornbirner Strasse 19, 6890 Lustenau, Austria  
T +43 5577 8186  
F +43 5577 8186-15  
E [amaco@amaco.at](mailto:amaco@amaco.at)  
W [www.amaco.at](http://www.amaco.at)



We have been developing innovative printing solutions for the packaging industry in the healthcare sector for more than 35 years and we operate as a multinational full-system provider for digital labelling systems.

We provide individual solutions from a single source in accordance with the highest quality standards. Complemented by a broadly classified product range and sophisticated after-sales business, we are always looking forward to facing new challenges. As a reliable partner, we want to accompany you on your way from the planning stage to the actual realization and support you sustainably in all respects.



AT&S Austria Technologie & Systemtechnik AG  
Fabriksgasse 13, 8700 Leoben, Austria  
T +43 3842 200-0  
F +43 3842 200-216  
E [info@ats.net](mailto:info@ats.net)  
W [www.ats.net](http://www.ats.net)



AT&S is the European market leader and one of the globally leading manufacturers of high-value printed circuit boards and IC substrates. AT&S industrialises leading-edge technologies for its core business segments Mobile Devices & Substrates, Automotive, Industrial and Medical.

AT&S has a global presence, with production facilities in Austria (Leoben and Fehring) and plants in India (Nanjangud), China (Shanghai, Chongqing) and Korea (Ansan, near Seoul). The company employed around 10,000 people in the financial year 2017/18.



BioProducts - Mag. Thomas Langmann GmbH  
Roseldorf 59, 2002 Grossmugl, Austria  
T +43 2266 72554 66  
F +43 2266 72554 44  
E [info@bioproducts.at](mailto:info@bioproducts.at)  
W [www.bioproducts.at](http://www.bioproducts.at)



BioProducts is an Austrian manufacturer for molecular assays. We developed Systems for oncohematology, pharmacogenetics and infectious diseases. BioProducts offers PCR Kits for *Helicobacter pylori* clarithromycin resistance testing, SLC01B1, VKORC1, Thrombophilie-Panel and BCR-ABL.

BioProducts is a local dealer for innovative molecular assays too.



CARE diagnostica GmbH.  
Roemerstrasse 8, 2514 Moellersdorf, Austria  
T +43 2252 551 55-0  
F +43 2252 551 55-1  
E [mail@care.co.at](mailto:mail@care.co.at)  
W [www.carediagnostica.com](http://www.carediagnostica.com)



Since 1983, CARE diagnostica has been working in the fields of research, development, production and distribution of diagnostic rapid tests for professional use and for home use. In the colon diagnosis sector CARE diagnostica is among the world's leading manufacturers. The most important requirement of diagnostic products is absolute quality in all respects.

The companies marketing and sales team ensures an individual customer support due to its great flexibility and high level of attention.

CONTINUOUS HEMODYNAMIC MONITORING  
THE NEXT GENERATION IS NON-INVASIVE  
STAND 17D20-7



CNSystems Medizintechnik GmbH  
Reininghausstrasse 13, 8020 Graz, Austria  
T +43 316 723 456  
F +43 316 723 456-2  
E [office@cnsystems.com](mailto:office@cnsystems.com)  
W [www.cnsystems.com](http://www.cnsystems.com)



CNSystems is market leader in developing non-invasive technologies for the continuous assessment of hemodynamics and the autonomic function. The reusable CNAP® finger sensor provides all hemodynamic markers completely non-invasively, which makes our systems easy-to-use in various fields closing the cycle of prevention, (early) diagnosis (e.g. Syncope assessment, research) and complete hemodynamic monitoring (anesthesia). The focus consists in decreasing the risk of complications making first class medical treatment much cheaper, and therefore applicable to all patients as well as easily affordable to hospitals.

DIAGNOSTIC REAGENTS AND LABORATORY EQUIPMENT  
STAND 03F56-3



DIALAB GmbH  
IZ NOE-Sued, Hondastr., Obj. M55, 2351 Wr. Neudorf, Austria  
T +43 2236 660910 0  
F +43 2236 660910 30  
E [office@dialab.at](mailto:office@dialab.at)  
W [www.dialab.at](http://www.dialab.at)



Dialab is a producer and dealer of laboratory diagnostics and laboratory equipment and offers the biggest selection of laboratory diagnostics worldwide. The success of Dialab is based on excellent quality and unbeatable prices.

Dialab has more than 100 employees and subsidiaries in Prague, Budapest, Bratislava, Belgrade and Shanghai. The company is ISO 13485:2003 certificated and a large number of its products have CE certification.



EXIAS Medical GmbH  
Kratkystrasse 2, 8020 Graz, Austria  
T +43 316 922953  
F +43 316 922953 21  
E [office@exias-medical.com](mailto:office@exias-medical.com)  
W [www.exias-medical.com/de](http://www.exias-medical.com/de)



EXIAS Medical is a company located in Graz, Austria that is developing analyzers in the point-of-care and laboratory field since 2014. EXIAS is utilizing the long-term experience of its team in order to develop innovative technology to address the needs of healthcare professionals all over the world.

The first step will be to launch a new generation of Electrolyte Analyzer that will outperform current existing systems in terms of operational performance and usability.



Genspeed Biotech GmbH  
Gewerbepark 2, 4240 Rainbach im Muehlkreis, Austria  
T +43(0) 6648192993  
E [office@genspeed-biotech.com](mailto:office@genspeed-biotech.com)  
W [www.genspeed-biotech.com](http://www.genspeed-biotech.com)



GENSPEED Biotech GmbH was founded in October 2016 as a spin-off of Greiner Bio-One. We develop, produce and distribute rapid tests based on the IVD-CE certified GENSPEED® technology. With a novel combination of microfluidics, miniaturized optical detection and automation, GENSPEED® allows for the first time to detect a multiple of parameters simultaneously and with high sensitivity at the point of care (POC) in just a few minutes.





Greiner Bio-One GmbH  
Bad Haller Strasse 32, 4550 Kremsmuenster, Austria  
T +43 7583 6791-0  
F +43 7583 6318  
E office@dat.gbo.com  
W www.gbo.com



Greiner Bio-One specialises in the development, production and distribution of high quality plastic products for use in laboratories. The company is a technology partner for hospitals, laboratories, universities, research institutes, the diagnostics and pharmaceutical industry and the biotechnology industry.

Greiner Bio-One is divided into three business areas: Preanalytics, BioScience and Sterilisation. The company also operates as an Original Equipment Manufacturer in the fields of life science and medicine.



Human.technology Styria GmbH  
Neue Stiftingtalstr. 2 Eingang B, 1. Stock, 8010 Graz, Austria  
T +43 316 58 70 16  
F +43 316 58 70 16-16  
E office@human.technology.at  
W www.humanttechnology.at



Human.technology Styria (HTS) has been founded in 2004 as a cluster organization with a focus on health technologies striving on improving technologies and services that enhance the human development and health. HTS is developing two areas of strength:

- MedTech: the HTS is supporting companies and research institutions active in medical (micro) electronics, production technologies like precision mechanics or injection molding, materials expertise, automation, biomedical sensor technologies & diagnostic systems, software solutions, biomarker research & application and much more.
- Biotech & Pharma: the members of HTS are active in process development, plant design & engineering, simulation & optimization, scale down & scale up, industrial biotechnology, API development & analysis, flow chemistry & continuous production, packaging & logistics as well as biomarker research for therapeutics.



intelligent motion GmbH  
Hauptstrasse 13, 4552 Wartberg an der Krems, Austria  
T +43 699 17 32340  
E [info@intelligentmotion.at](mailto:info@intelligentmotion.at)  
W [www.intelligentmotion.at](http://www.intelligentmotion.at)



The company Intelligent Motion GmbH is a leading company in the field of automated therapy in the high-end area for rehabilitation as well as high-tech training systems in elite sports.

Currently, two products are produced and sold in various designs:

- Lifter: is a training and measuring device which is already used in elite sports at various sports as well as at Olympic centers and sports universities.
- With the Hirob was developed a robotics concept that helps patients with physical impairments (especially strokes, various neurological deficits, craniocerebral trauma, etc.)

This form of therapy causes: Increased activity of the trunk and back muscles as well as an improvement of the selective pelvic movement, the pelvic erection, the hull erection, the torso stability of static and dynamic equilibrium.



Lenzing Plastics GmbH & Co KG  
Werkstrasse 2, 4860 Lenzing, Austria  
T +43 7672 33000  
E [plastics@lenzing-plastics.com](mailto:plastics@lenzing-plastics.com)  
W [www.lenzing-plastics.com](http://www.lenzing-plastics.com)



Lenzing Plastics is one of the worlds leading producers of polyolefin and fluoropolymer products. The main competence lies in the mono-axial stretching of polymers, a technology which allows the production of films, tapes and yarns with extremely high tensile strength.

The company's 2 divisions are::

- Thermoplastics  
Production of films, fabrics, tapes and multi-layer foil laminates
- Fluorinated plastics  
Production of specialized yarns, fibres and films from the high-tech material and distribution of a wide range of products

Short development times, individual and personal communication with the customer and flexibility have resulted in Lenzing Plastics being the leader in this core technology sector for more than 50 years.



LISA - Life Science Austria  
Walcherstrasse 11a, 1020 Vienna, Austria  
T +43 1 501 75 510  
F +43 1 501 75 900  
E [lisa@daws.at](mailto:lisa@daws.at)  
W [www.aws.at](http://www.aws.at)



Life Science Austria, LISA, is the first point of contact for scientific collaboration, setting up an operation, or funding and sponsoring of projects and businesses in Austria regarding Life Sciences. LISA is a focal program of Austria Wirtschaftsservice on behalf of the Austrian Federal Ministry for Digital and Economic Affairs.

Cooperating partners are ecoplus (Lower Austria), Human Technology Styria, LISA Vienna Region, Medical Technology Cluster (Upper Austria) and Tyrolean Future Foundation / Cluster Life Sciences Tirol.



LISAvienna - Life Science Austria Vienna  
Walcherstrasse 11A, 1020 Vienna, Austria  
T +43 1 501 75 358  
F +43 1 501 75 900  
E [office@LISAvienna.at](mailto:office@LISAvienna.at)  
W [www.LISAvienna.at](http://www.LISAvienna.at)



LISAvienna is the joint life science platform operated by Austria Wirtschaftsservice and the Vienna Business Agency. On behalf of the Austrian Federal Ministry of Science, Research and Economy and the city of Vienna, it contributes to the advancement of life sciences in Vienna.

LISAvienna supports innovative biotech, pharmaceutical and medical technology companies in Vienna that develop and market new products, services and processes. The platform links these companies with development partners and key customers. As a central knowledge carrier, LISAvienna provides input for decisions to advance the life sciences in Vienna and contributes to positioning the city of Vienna as one of the leading European innovation centers.



Lithoz GmbH  
Mollardgasse 85a/2/64-69, 1060 Vienna, Austria  
T +43 1 934 66 12-200  
E office@lithoz.com  
W www.lithoz.com



Lithoz provides industry and research with additive manufacturing systems for the production of high-performance ceramics. Lithoz LCM technology is a slurry-based process, where ceramic powder is homogeneously dispersed in a photocurable monomer system and selectively polymerized through mask exposure. The result of this process is a so-called green body, which is basically a composite of ceramic particles bound within a photopolymer matrix. During the thermal post-treatment the organic matrix is removed via pyrolysis and the particles are densified during sintering produce the final ceramic body. With usage of LCM technology in medicine it is possible to create customized and patient-specific implants, devices and tools made of ceramics.

Bioinert and bioresorbable ceramics show enormous possibilities in modern medicine due to their numerous advantages compared to common materials like metals or polymers. LCM technology allows for fine detailed lattice structures, undercuts and cavities with feature sizes down to 100 µm. By usage of patient-specific implants made with LCM adaption work during the operation can be minimized and ideal fit at the operation site is guaranteed.



Lohmann & Rauscher GmbH  
Johann-Schorsch-Gasse 4, 1140 Vienna, Austria  
T +43 1 576 70 - 0  
F +43 1 577 17 99  
E info@at.LRmed.com  
W www.lohmann-rauscher.at



Lohmann & Rauscher (L&R) is a leading international supplier of high quality medical and hygiene products – ranging from conventional bandages to modern treatment and nursing systems. Created in 1998 from the merger of the two companies Lohmann (founded in 1851) and Rauscher (founded in 1899), L&R has more than 160 years of expertise as a dependable solution provider for its customers.

With more than 4,900 employees, 49 subsidiaries and shareholdings, as well as more than 130 selected partners, L&R is represented in all important markets around the world and achieved sales of EUR 604 million in 2017.

L&R's headquarters are located at the Rengsdorf (Germany) and Vienna (Austria) sites.



MED TRUST Handelsges.m.b.H.  
Gewerbepark 10, 7221 Marz, Austria  
T +43 2626 64 190 0  
F +43 2626 64 190-77  
E [office@medtrust.at](mailto:office@medtrust.at)  
W [www.medtrust.at](http://www.medtrust.at)



MED TRUST is Austrian manufacturer and international specialist in the field of diabetes and metabolism of humans and animals. We offer innovative products and professional sales concepts. The Austrian company is internationally successful with its own high-quality brands Wellion (human products) and WellionVet (veterinary products).



MED TRUST is an Austrian family business, and includes companies in Austria, Germany, Sweden, Greece, Italy, Czech Republic, Bulgaria, Ukraine, Slovakia, Slovenia, Netherlands, Portugal, Croatia.

Our goal is to make life easier for patients and partners with innovative ideas, advice and service.



Mediadent GmbH  
Hans Sachs Strasse 1-3, 9020 Klagenfurt, Austria  
T +43 463 54640 0  
F +43 463 56243  
E [office@mediadent.net](mailto:office@mediadent.net)  
W [www.mediadent.net](http://www.mediadent.net)



Mediadent has been designing perfect, individual furnishings with full steel and stainless-steel furniture for human and dental medicine sectors for over 40 years. The company provides medical work environments at the best price/performance ratios due to its extensive manufacturing experience. Mediadent steel and stainless-steel furniture distinguishes itself with excellent quality, high hygiene standards, ideal functionality, lasting value, sustainability, and durability. Numerous university hospitals in Austria and abroad, military facilities, as well as resident doctors and dentists already serve as references for Mediadent's products.



Medizintechnik-Cluster, Business Upper Austria GmbH  
Hafenstr. 47-51 Bauteil B, Stg. 3, 4. Stock, 4020 Linz, Austria  
T +43 732 798 10-5156  
F +43 732 798 10-5150  
E [medizintechnik-cluster@biz-up.at](mailto:medizintechnik-cluster@biz-up.at)  
W [www.medizintechnik-cluster.at](http://www.medizintechnik-cluster.at)



The MedTech-Cluster of Business Upper Austria, the Upper Austrian Business Agency is the main interface between industry, science and medicine. In total, the MTC's network consists of approx. 230 partners, whereby the MedTech-Cluster's aim is to bring together relevant players from the MedTech-industry in order to doing business together, i.e. becoming mutual cooperation partners in either regional, national or international projects. Since 2002, when the Cluster was founded, there has been a total number of 86 ideas, coming from MedTech stakeholders, which were turned into successful projects.

Based on the main focus on MedTech, the cluster prioritizes its activities on 2 areas of expertise: Digital Health and Medical Materials.



Meteka GmbH  
Viktor-Kaplan-Strasse 7, 8750 Judenburg, Austria  
T +43 3572 851 66  
F +43 3572 851 66-6  
E [info@meteka.com](mailto:info@meteka.com)  
W [www.meteka.com](http://www.meteka.com)



METEKA GmbH is a leading provider of system solutions for the safe management of infectious waste.

With the MEDISTER HF-Waste Decontamination Devices infectious waste is sterilized on-site safely, quickly, and economically. The result is inactivated non-hazardous waste material.



Montavit Pharmazeutische Fabrik Ges.m.b.H  
Salzbergstrasse 96, 6067 Absam, Austria  
T +43 5223 579 26-0  
F +43 5223 579 26-11  
E [pharma@montavit.com](mailto:pharma@montavit.com)  
W [www.montavit.com](http://www.montavit.com)



The Montavit Pharmazeutische Fabrik has been an independent family-owned Austrian company since 1945 and a global provider of innovative medical products, and is represented in over 50 countries worldwide through the company's own marketing offices and strong local partners.

The focus is on Urology, Gynaecology and allergy treatment and also herbal medicines. Flexible and diverse contract manufacturing is a further specialization.

The company sets its standards to meet the needs of patients and medical professionals and the requirements of the markets by its research and development and secure quality management.



ODELGA MED GES.M.B.H.  
Carlberggasse 68, 1230 Vienna, Austria  
T +43 1 89147-230  
E [office@odelga-med.com](mailto:office@odelga-med.com)  
W [www.odelga-med.com](http://www.odelga-med.com)



Odelga Med was founded in Vienna in 1875. Over the years, the company has earned an outstanding reputation, both in Austria and in the international market, as a competent planner and supplier of medical equipment. The activities of Odelga Med encompass health-care, engineering, project management, contracting and the supply of medical equipment.

Product range:

- Project financing
- Turnkey hospital projects
- Supply and maintenance of medical equipment for a variety of specialist fields (orthopaedics, gynaecology etc.)
- Medical equipment packages
- Preparation of invitations to tender
- Production of functional trolleys and furniture for medical applications



PAYER Medical GmbH  
Reiteregg 6, 8151 St. Bartholomae, Austria  
T +43 3123 2881-0  
F +43 3123 2881-911  
E [office@payergroup.com](mailto:office@payergroup.com)  
W [www.payergroup.com](http://www.payergroup.com)



PAYER Medical GmbH is the partner for the development and industrialisation with the emphasis on advanced consumables, fluidics, optical systems and assemblies based on decade-long experience in plastics manufacturing.

The solutions impress with products marked by easy handling, precision and safety, and production methods, optimized in process and cost.

- Experience in the development and manufacturing of components and systems for laboratories and point-of-care diagnostics
- Development, industrialisation as well as consultancy for optical and fluidic modules in medical engineering
- Medical consumables (single and multi-component solutions) which provide added value regarding optimization, functionality and response
- Wide range of services: development, tooling, prototyping, injection moulding and assembling of modules for the medical technology sector, also under clean room conditions



Photonic Optische Geräte GmbH & Co KG  
Seeboeckgasse 59, 1160 Vienna, Austria  
T +43 1 486 5691 0  
F +43 1 486 5691 33  
E [office@photonic.at](mailto:office@photonic.at)  
W [www.photonic.at](http://www.photonic.at)



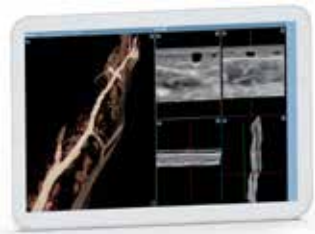
PHOTONIC, a member of the WILD Group, develops, manufactures and distributes optomechatronic products such as universal lighting modules, complete light sources, small surgical lights, photobiomodulation systems and security technology equipment. To satisfy its own standard of genuine innovation, PHOTONIC constantly develops new concepts for use under challenging conditions as well as the necessary miniaturisation and system optimisation - on behalf of clients or as an in-house product.

PHOTONIC is established in segments such as medical technology (endoscopy / microscopy), life science and security technology and is continuously expanding its applications for industrial use.





piur imaging GmbH  
Media Quarter Marx 3.2 / Top 1.07 Maria-Jacobi-Gasse 1,  
1030 Vienna, Austria  
T +43 1 2 650 16 0  
E [info@piurimaging.com](mailto:info@piurimaging.com)  
W [www.piurimaging.com](http://www.piurimaging.com)



piur imaging develops tomographic ultrasound solutions for safe and cost-effective diagnostic imaging of vascular diseases.

The "PIUR tUS" solution enhances existing ultrasound devices by adding three-dimensional tomographic imaging capabilities and provides software for image reconstruction and evaluation of imaging data.

Clinicians thus have access to all the relevant diagnostic information that other three-dimensional imaging processes provide, but without exposing patients to any risk. At the same time costs are reduced and communication and work processes in the clinic are optimised.



Remesco HandelsgesmbH  
Grinzing Allee 5/25, 1190 Vienna, Austria  
T +43 1 328 50 88  
F +43 1 328 29 49  
E [office@remesco.com](mailto:office@remesco.com)  
W [www.remesco.com](http://www.remesco.com)



We have been operating successfully in the medical gloves industry for over 20 years and thanks to this specialization we can provide an outstanding knowledge about products and markets. The acquired expertise and our reliability are appreciated by our customers. We distribute worldwide the new and innovative SafeDon™ hygiene system which is produced by our partner ODELGA Med GmbH in Austria.



**Rolle + Rolle** GmbH + Co. KG  
NEW MEDICAL DEVICES

Rolle + Rolle GmbH & Co. KG  
Schillerstrasse 30, Techno Z, 5020 Salzburg, Austria  
T +43 662 890 416-0  
F +43 662 890 416-16  
E office@rolleundrolle.at  
W www.rolleundrolle.at



Rolle + Rolle GmbH + Co. KG develops, produces and distributes innovative medical products for surgical use.

The main product is the patented (EP 2032065) high power diode laser system Eraser with a wavelength of 1318 nm specially developed for parenchyma surgery and the associated laser fibres and instruments for open and minimally invasive surgery.

The firm has also developed a new illuminated wound retractor system for surgery, which optimizes the lighting during an operation independently of head and ceiling lamps.



SEI WOO HI-TECH POLYMER GmbH  
Businesspark 6, 4615 Holzhausen, Austria  
T +43 7243 51260  
F +43 7243 51260 5  
E sales@seiwoo.at  
W www.seiwoo.at



Sei Woo Austria was founded in the year 2000 by Ing. Peter Lehmann, producing single or multi-component moulded parts for the liquid silicone market ever since. We are specialised in the manufacture of small and micro injection moulding parts which are used in all industries. With the use of our fully-automated micro-laboratory machines and our micro tool standards we can assure, timely test results meaning that we can develop micro parts together with our clients.



Sonotechnik Austria Angio Experience GmbH  
Alte Hollenburger Strasse 4, 9161 Maria Rain, Austria  
T +43 4227 849 91  
F +43 4227 84 992  
E [office@sonotechnik.at](mailto:office@sonotechnik.at)  
W [www.sonotechnik.at](http://www.sonotechnik.at)



Sonotechnik is a medical technology company that acts in the field of angiology, cardiology & phlebology and is a leading producer of vascular diagnostic systems for arterial & venous examination in the German-speaking area.

The AngE, self-developed since 1999, is a fast screening system for PAOD patients. Focus areas are i. a. detection and assessments of blood flow disorders, diabetic foot, ulcer cruris, localisation of occlusions and stress tests. Continuous development and cooperation with experts are the guarantor for opening new ways in vascular diagnosis.



Stadler Sensorik CNC-Technik GmbH  
Gewerbepark Sued 2, 8121 Deutschfeistritz, Austria  
T +43 3127 40930 0  
F +43 3127 40930 46  
E [info@stadlercnc.at](mailto:info@stadlercnc.at)  
W [www.stadlercnc.at](http://www.stadlercnc.at)



Since the company first came into being, Stadler Sensorik has focused on the production of individual parts right through to medium-sized production series from a wide range of materials. Stadler Sensorik processes stainless steels, aluminium alloys, non-ferrous metals, plastics and also special materials such as tantalum, molybdenum and titanium. The focus lies on the production of precision parts with medium right down to the tiniest dimensions.

In order to satisfy the trend towards the delivery of modules, Stadler Sensorik has intensively developed its assembly division in recent years.

Using the following technologies we work on bringing shape to your designs:

- CNC-turning & CNC-milling
- CAD / CAM
- Construction & engineering
- Pipe-wire banding
- Plastic injection moulding
- Laser welding
- Assembling



Standortagentur Tirol  
Ing.-Etzel-Strasse 17, 6020 Innsbruck, Austria  
T +43 512 576 262  
F +43 512 576 262-10  
E [life-science@standort-tirol.at](mailto:life-science@standort-tirol.at)  
W [www.standort-tirol.at](http://www.standort-tirol.at)



Standortagentur Tirol is a service facility of the federal province of Tyrol. It acts as a service provider to the Austrian economy and academia, for services related to research, technology, innovation and cooperation.

The agency drives and supports closer cooperation between organisations and research facilities in certain clusters and establishes links to specialised partners in Europe via the Enterprise Europe Network. It also advises and supports entrepreneurs and researchers applying for subsidies from public research, technology and innovation programmes.



Technoclone GmbH  
Brunnerstrasse 67, 1230 Vienna, Austria  
T +43 1 86373 0  
F +43 1 86373 44  
E [sales@technoclone.at](mailto:sales@technoclone.at)  
W [www.technoclone.com](http://www.technoclone.com)



Technoclone is a world-leading producer of diagnostics tests, equipments and research products in the area of blood clotting.

It offers both global as well as speciality coagulation tests, a fully automated coagulation analyzer the Ceveron® alpha and the new semi-automated analyzers the Ceveron® one, four and ten. The Ceveron® alpha TGA offers the unique feature of a fully automated thrombin generation measurement in the routine: CV Furthermore Technoclone provides a complete range of ADAMTS13 ELISAs, as well a complete portfolio for the new anticoagulants such as for Xa inhibitors and direct thrombin inhibitors.



THI Total Healthcare Innovation GmbH  
Gewerbstrasse 4, 9181 Feistritz im Rosental, Austria  
T +43 4228 30 100 0  
F +43 4228 30 100 - 20  
E [office@thigmbh.at](mailto:office@thigmbh.at)  
W [www.thigmbh.at](http://www.thigmbh.at)



THI was founded in 2009 by a group of professionals who set out to develop and produce the world's most desirable personal protection system for use in total joint arthroplasty procedures.

Reducing the risk of infection during surgery is a top priority. We think, personal comfort is too. THI is a team of passionate, driven healthcare professionals and product designers. Since 2009, we have been committed to continually raise the bar in terms of comfort and protection of personal infection prevention systems. We are dedicated to the development of innovative surgical helmets and gowns.

Our mission is to be the first choice for surgeons and their teams who want more protection while maintaining their personal effectiveness in the operating room.



TiPY Keyboard Drory GmbH  
Annenhofstrasse 68, 3032 Eichgraben, Austria  
T +43 2773 20140  
E [info@tipykeyboard.com](mailto:info@tipykeyboard.com)  
W [www.tipykeyboard.com](http://www.tipykeyboard.com)



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Tyrolit - Schleifmittelwerke Swarovski K.G.  
Swarovskistrasse 33, 6130 Schwaz, Austria  
T +43 5242 606-0  
F +43 5242 633 98  
E [corporate@tyrolit.com](mailto:corporate@tyrolit.com)  
W [www.tyrolit.com](http://www.tyrolit.com)



As one of the world's leading manufacturers of bonded grinding, cutting, polishing, drilling and dressing tools, the family-run company TYROLIT has been synonymous with top quality products, innovative spirit and outstanding service since 1919.

TYROLIT has long-standing experience and a high level of expertise in grinding solutions for use in medical technology. With the wide product range, TYROLIT is therefore able to offer our customers particularly high-quality products for numerous grinding cutting and polishing applications. Furthermore, TYROLIT tools guarantee optimum processes, higher productivity as well as absolute product safety.



UNIQA Capital Markets GmbH  
Untere Donaustrasse 21, 1020 Vienna, Austria  
T +43 1 211 75  
F +43 1 211 75  
E [info@uniqua.at](mailto:info@uniqua.at)  
W [www.uniqua.at](http://www.uniqua.at)



UNIQA HEALTH INVEST is a brand of the UNIQA Group in collaboration with its subsidiary, the PremiQaMed Group. As a minority shareholder, the group invests in successful business models in the healthcare sector, which are managed by distinguished personalities within the respective company, who want to actively shape the future of their organisation.



ViennaLab Diagnostics GmbH  
Gaudenzdorfer Guertel 43-45, 1120 Vienna, Austria  
T +43 1 812 01 56  
F +43 1 812 01 56-19  
E [info@viennalab.com](mailto:info@viennalab.com)  
W [www.viennalab.com](http://www.viennalab.com)



ViennaLab Diagnostics has been successful in developing, manufacturing and distributing worldwide in-vitro diagnostic test systems such as StripAssays® and RealFast™ Assays for genetic diseases and predispositions, pharmacogenomics (personalized medicine) and tumour diseases since its foundation in 1990.

The product range includes, inter alia, diagnostic applications for cardio-vascular risk factors (thrombosis, atherosclerosis), thalassemia, cystic fibrosis (CF), haemochromatosis, familial Mediterranean fever (FMF), milk sugar (lactose)-intolerance, as well as assays which help to predict a patient's response to specific oncological therapy programs (e.g. intestinal, lung and skin cancer), blood clotting, and HIV infections.



Wittmann Battenfeld GmbH  
Wiener Neustaedter Strasse 81, 2542 Kottlingbrunn, Austria  
T +43 2252 4040  
F +43 2252 404-1062  
E [info@wittmann-group.com](mailto:info@wittmann-group.com)  
W [www.wittmann-group.com](http://www.wittmann-group.com)



WITTMANN BATTENFELD offers its customers worldwide a broad product range encompassing the machines of the PowerSeries with EcoPower for all-electric machines, MicroPower for micro-injection molding, MacroPower for large machines and the servo-hydraulic SmartPower as well as Vertical machines. All machines can be offered with integrated WITTMANN robots and peripheral equipment. Data exchange and visualization are realized via WITTMANN 4.0.

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z-microsystems®  
Dr.-Walter-Zumtobel-Strasse 9, 6850 Dornbirn, Austria  
T +43 5572 72 72 0  
F +43 5572 72 72-8620  
E sales@z-microsystems.com  
W www.z-microsystems.com



z-microsystems® concentrates on moulded plastic parts for the medical industry from the initial fluidics development to prototype production (milling / laser), pilot forms, pilot injection moulding, series forms, series injection moulding, coating, bonding and finally packaging. Production is carried out under clean room conditions and is certified by ISO 9001 and ISO 13485 for medical devices.

The strength of z-microsystems® is that it treats the customer's product idea and the fulfilment of the production requirements holistically from the outset, and incorporates this into the overall concept so that there is no differentiation between the injection prototype and the finished product.

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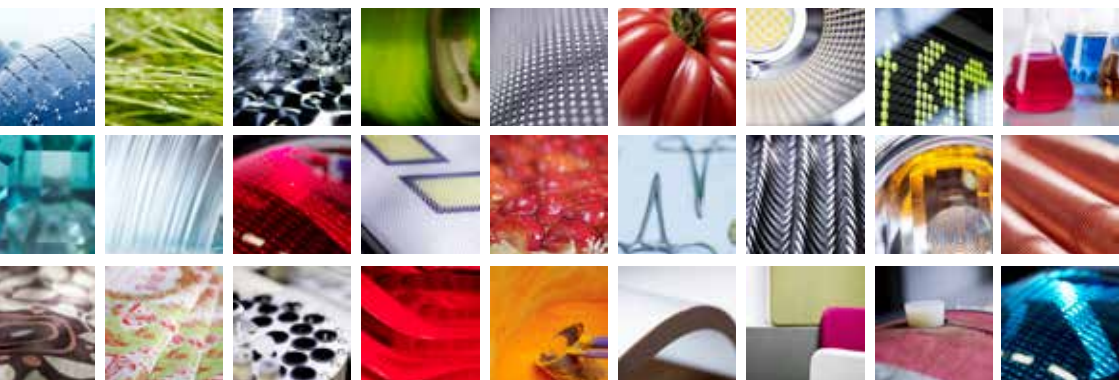


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