

NOVEMBER 14-17, 2016

A background image of a medical professional in a white coat and blue tie, holding a stethoscope. A blue ECG line is overlaid on the image, with a horizontal line extending from the stethoscope's chest piece to the right.

**BELGIUM  
AT MEDICA,  
DÜSSELDORF**

# FLANDERS INVESTMENT & TRADE

3J74, 4G39, 17D61, 17D57

**FLANDERS  
INVESTMENT  
& TRADE**



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www.flandersinvestmentandtrade.com

📧 @FlandersTrade \ 📷 @InvestFlanders \ 🌐 linkedin.com/groups

CEO: Claire TILLEKAERTS

Delegates: Hilda DEBIE & Liesbet HUYGE

The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for. This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The agency identifies, informs, advises and

supports overseas enterprises by establishing production and research facilities, contact centers, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of the Flemish economy, but also an extensive network outside of Flanders.

We have just that for you. Do visit our web-site and discover our worldwide network. With over 100 offices we are bound to be conveniently located near you, wherever you are.



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www.flanderscare.be

Delegate: Carine BOONEN

The Government of Flanders created the program Flanders' Care as a driver for innovation. The mission statement of Flanders' Care is "to measurably improve the quality of care through innovation and responsible entrepreneurship". It has to ensure that by 2020, Flanders ranks among the top regions of Europe, and stands out as an economically sustainable and caring society.

Social and demographic developments are undoubtedly the greatest challenge for our care and welfare sector. In 2020, 21% of the population will be over the age of sixty-five; proportionally, the number of persons over

the age of eighty in this group is increasing even faster. This trend will have a major impact on our society, policy and the sustainability of our care system.

Flanders' Care views this development as an opportunity to guarantee the quality of care through innovation, and at the same time to create opportunities for entrepreneurs. Quality of care and industrial supply are closely intertwined. Entrepreneurship is crucial to provide the right solutions for the increasing demand in care needs and to keep people as long as they will at home.

# EXPERTISE & EXHIBITORS

<b>Specialization</b>	<b>Exhibitors</b>
Clothing- Nursing articles	ANNE-LORE BY VAN HERCK
IVD medical devices	APDIA
Care homes and homecare platform	APERI
Dressings	BEDAL
Management software	BESCO
Patient care	CARE COMFORT
Patient warming	CF-SYSTEM
Heat extraction medical devices	CRYO-HUMAN
First aid products, food industry	DETECTAPLAST
Medical care and nursing auxiliary materials	EUROPEAN SLEEP RESEARCH INSTITUTE
Negative Pressure Wound Therapy, devices & consumables	HAROMED
Slides, test cards, bottles & pipettes consumables	IMMUNO-CELL
Exercising and revalidation equipment	MEDBIKE
Mobile air purification, isolation rooms, low/ high pressure chambers	MEDIC CLEAN AIR
Ultrasound development and accessories	MEPY
Urology medical devices	MINZE HEALTH
Non-woven medical clothing	MONO-USO
Skin care products	MYCARTIS NAQI® NV/SA

Physical, rehabilitation & sports medicine medical devices	NINIX MEDICAL
Biomarker solutions	MYCARTIS
Thermos-plastic semi-finished medical devices	ORFIT INDUSTRIES
Mechanical wound care treatment	ORTHO-MEDICO
R&D	PILIPILI
Regulatory affairs and quality assurance	QARAD
Silicone dressings and patches	RESKIN MEDICAL
Computerized storage and distribution systems	VANAS MEDICAL
Software and hardware for digitalization and interpretation of blood grouping reactions	VIDIMSOFT

[MEDICA](#) FROM BELGIUM

## \ ANNE-LORE BY VAN HERCK

17D61 \ FIT



Gasthuisstraat 46  
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T +32 14 58 84 80  
info@van-herck.be  
www.van-herck.be

Contacts: Anne-Lore VAN HERCK &  
Hans VAN HERCK

Keywords:

Nursing articles for care sector.  
'Wearing meets caring'

Activities:

Producer and distributor of nursing articles for elderly and psychiatric patients. Looking for new distributors in a variety of countries.

Products, Solutions and Services:

Nightwear & underwear for people with plucking and smearing behavior with special fasteners (Close-up). Our range includes nursing blankets, side rails protectors, fixing aids, positioning pillows, tear-resistant duvets and clothing for people under psychiatric care. In the anne-lore collection we offer also fire resistant bed linen with no dust cover.

## \ APDIA

3J74 \ FIT



Raadsherenstraat 3  
BE-2300 TURNHOUT  
T +32 14 45 35 99  
marian.pelkmans@apdia.be  
www.apdiagroup.com

Contacts: James KESSELS &  
Marian PELKMANS

Keywords:

ELISA • Infectious diseases • HIV •  
MAIPA • Cysticercosis

Activities:

apDia focuses on the development, manufacturing and commercialization of innovative IVD medical devices. This is done in close collaboration with companies and research centers like universities.

Products, Solutions and Services:

ELISA Instruments, HIV, Giardia lamblia, Malaria, Cysticercosis, CRP, hsCRP, ASLO and MAIPA are current products. apDia aims at producing according to well documented work procedures and highest international standards, assuring a reproducible outcome, reliable products and compliance to the regulatory requirements.

## \ APERI

17D61 \ FIT



YOUR PERSONAL  
CARE ASSISTANT

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T +32 50 14 02 80  
info@aperigroup.com  
www.aperigroup.com

Contacts: Peter DESAEGHER,  
Ief VANCOUILLIE &  
Kim BENOOT

### Keywords:

Technological care platform  
• Non stigmatizing design • Open standards •  
70 % less energy consumption • For  
professional care homes and home care

### Activities:

Aperi offers a care platform fitted for professional care homes, but also fitted for people who wish to stay longer in their homes by offering them the same quality of integrated care technology they would expect in professional care homes.

### Products, Solutions and Services:

Aperi is a technological device that integrates all possible care devices and communication tools in order that everyone gets the information they need at the right moment. Aperi is based on open standards so it can be connected to any system: emergency alert sensors, home electronics, RFID-protocols, ... Furthermore we combine social integration with a non-stigmatizing care and signaling platform

## \ BEDAL

17D61 \ FIT



Agoralaan Abis BE-  
3590 DIEPENBEEK  
T +32 11 28 69 02  
alexander@bedal.be  
www.bedal.be

Contacts: Alexander VAN DAMME &  
David DE MUNTER

### Keywords:

Intravenous therapy • Exit site shielding • Dressing  
• Showering and washing • Patient autonomy

### Activities:

Bedal produces and distributes the Bedalpatch, a single use transparent dressing to cover the intravenous exit site during washing or showering. The Bedalpatch allows the infusion line to stay connected during washing, while ensuring no water enters the exit site. This single use dressing is placed over the fixation dressing during washing, and is removed afterwards.

### Products, Solutions and Services:

The Bedalpatch is a transparent dressing that allows a patient to wash, with a connected infusion line, while creating a watertight seal over the exit site.

# \ BESCO

17D61 \ FIT



Aardbruggenstraat  
81 BE-3570 ALKEN  
T +32 11 48 53  
10 info@besco.be  
www.besco.be

Contacts: Bert LANTIN  
Jos BESSEMANS

#### Keywords:

CSSD management • Track & Trace • Instrument level  
• Data Matrix • Laser & Data matrix camera

#### Activities:

Track & Trace and managements software for CSSD. Specific hardware (Besco laser a camera for data matrix). A total solution to trace and management on instrument level.

#### Products, Solutions and Services:

SteMaTo™: manages the entire instruments process. Track & Trace on instrument level in the CSSD, it also supports the organization of the entire cycle of sets and instruments: CSSD, OR, nursing services and others. Besco Laser & Laser Marking Soft-ware: Laser technology accessible for each hospital to mark all your instruments with data matrix and useful for all type of materials and labelling. SurgiScan Data Matrix camera: The fastest and most functional scanner for surgical equipment.

# \ CARE COMFORT

4G39 \ FIT



Arend De Keyserestraat 6  
BE-9700 OUDENAARDE  
T +32 55 50 80 40  
stefan@carecomfort.be  
www.carecomfort.be

Contact: Stefan BLYAU

#### Keywords:

Comfort care • bed linen • Anti-tear textile products • Innovation and development • Flame retardant

#### Activities:

Producer and distributor of medical devices. We are looking for additional agents/distributors for growth and geographical reach.

#### Products, Solutions and Services:

We focus on comfort care for the patient. We wish to offer conceptual products intended for dependent and heavily dependent persons. Products: pajama's, nursing blankets, side rail protectors, positioning pillows, anti-tear bed linen and clothes, flame retardant bed linen. Care Comfort can offer you at any moment a ready-made solution of high quality.



## \ CF-SYSTEM

17D57 \ FIT



Betekomsesteenweg 47C  
BE-3200 AARSCHOT  
T +32 16 60 62 53  
info@cf-system.com  
www.cf-system.com

Contacts: Bart VANDENBROECK &  
Jan VAN DEN BERG

### Keywords:

The revolution in patient warming without air circulation  
Cruise controlled normothermia • Innovative Nano carbon technology • Anti-decubitus mattress • Wireless transport blankets

### Activities:

As an expert in the field of normothermia, CF-system is looking worldwide for distributors in order to provide intelligent & efficient patient warming to every single surgical patient.

### Products, Solutions and Services:

Achieving and maintaining normothermia with the first intelligent solution for total patient warming. Controllers featuring closed loop technology, providing medical professionals with cruise controlled PW during surgery. Anti-decubitus 3D-spacer fabric mattresses with improved efficiency thanks to innovative nano-carbon coated polymers. Wireless battery powered blankets for pre- and post-operative warming.

## \ CRYO-HUMAN

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2160 WOMMELGEM T  
+32 495 76 60 99  
sales@cryohuman.be  
www.cryohuman.be

Contact: Jeffrey DE WISPELAERE

### Keywords:

Controllable • User friendly • Cost saving • Less pain • Hygienic and safe

Activities: Cryo-Human guides the natural recovery capacity of the human body after traumas, by specific heat extraction from the inflammation area. The main focus of Cryo-Human is on quality and results. Therefore, we run our own production in Belgium with high quality standard.

Products, Solutions and Services: Cryo-Human treatments limit the negative effects of the inflammation reaction and strengthens the effect of the body's own defense mechanism. Research has proven that Cryo-Human (in comparison with ice and coldpacks) penetrates deep, cools very efficient, lowers the CRP-value by 150%, makes the swelling disappear, speeds up the recovery process and brings down inflammation quickly.

# \ DETECTAPLAST

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Detectaplast®



Lodewijk de Raetlaan  
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M +32 477 19 20 28  
info@detectaplast.be  
www.detectaplast.be

Contact: Wouter JACOBS

## Keywords:

Blue • Detectable • Plasters • Haccp • Belgium

## Activities:

Detectaplast was established in 2002 to fulfill the need for detectable first aid products in the food industry, catering & kitchens. Food safety has become our priority and we now offer a complete range of metal & X ray detectable blue plasters, hygiene products and other first aid products according to HACCP, IFS and BRC standards. We deliver worldwide to distributors who supply to food companies, bakers, butchers, great kitchens, catering companies, etc. We private label our products as well.

# \ EUROPEAN SLEEP RESEARCH INSTITUTE

3J74 \ FIT



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BE-3001 HEVERLEE  
T +32 16 89 81 91  
info@esri.be  
www.esri.be

Contacts: Stijn DE KEYSER, Germain  
DE KEYSER & Bram WYERS

## Keywords:

Medical device • Decubitus • Pressure ulcers  
• Alternating mattresses • Care equipment

## Activities:

At ESRI you can rent or purchase anti-decubitus systems. We have a whole array of different target groups: from neonatal to geriatric patients, and from very light-weight to obese patients.

## Products, Solutions and Services:

ESRI specializes in high-quality medical care and nursing auxiliary materials. Our core business is the prevention of decubitus. The sales and renting of anti-decubitus systems is based on a 24/7 service across Belgium and Europe. We offer "customized" forms of collaboration and numerous training opportunities and are always looking for new partners in Europe and the world.

# \ HAROMED



Beukenlaan 21  
BE-9051 SINT-DENIJS-WESTREM  
(GENT) T +32 9 326 05 10  
info@haromed.com  
www.haromed.com

Contacts: Haroun VEREecken &  
Anja COEN

17D57 \ FIT

#### Keywords:

Negative pressure wound therapy • Woundcare

#### Activities:

- development & distribution of Negative Pressure Wound Therapy (NPWT) devices and consumables (Exsudex®)
- development & distribution of advanced skin repair & scar care products (SurgRepair®)

#### Products, Solutions and Services:

- Negative Pressure Wound Therapy devices and consumables (Exsudex®)
- Advanced skin repair & scar care products (SurgRepair®)

# \ IMMUNO-CELL



Motstraat 72/8 BE-  
2800 MECHELEN  
T +32 15 43 31 88 info@immuno-  
cell.com www.immuno-cell.com

Contact: Danny BOTERDAEL

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#### Keywords:

Diagnostic slides • Test cards •

Bottles Activities:

Manufacturer

#### Products, Solutions and

Services: Manufacturer of:

- Teflon printed slides for IFA
- Test cards for LATEX and RPR
- Sample bottles & Dropper bottles
- Pipettes for use in test kits

# \ MEDBIKE

4G39 \ FIT



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sales@med.bike  
www.med.bike

Contacts: Nancy POUILLART &  
Steven DECOMMER

Keywords:

Revalidation • Motion Therapy • Manufacturer •  
Medical Therapy Goals • Paraplegia, Parkinson

Activities:

MedBike manufactures equipment both for exercising and revalidation, combining Industrial design, Aestheticism and Quality. Innovative design for rehabilitation purposes and stress assessment.

We designed the medBike® for safe and effective professional Motion Therapy, both for domestic and professional usage.

Products, Solutions and Services:

The medBike® concept. Safe and effective professional Motion Therapy for both domestic and professional usage. Motion Therapy Training stimulates the metabolism, helps strengthen muscles, improves bone density, and enhances physical and mental well-being.

# \ MEDIC CLEAN AIR

17D57 \ FIT



Melkmarkt 35 BE-  
2000 ANTWERP T  
+32 3 860 70 60  
info@mediccleanair.com  
www.mediccleanair.com

Contact: Hendrik VAN PASSEL

Keywords:

mobile air purification • isolation rooms • low pressure chambers • high pressure chambers

Products, Solutions and Services:

MedicCleanAir®: an efficient and clinically proven solution to reduce nosocomial infections, upgrade air quality, and create negative or positive pressure (isolation) in existing patient rooms. Level ISO8 – 7 or even ISO6 with pressure difference up to 20 Pascal. Installation time and results: 1-day max.

Proof: 14 years of clinically proven track record with highly ranked University hospitals and with governmental specialists in infection control and epidemiology.

No more discussions about air quality in my department !

# \ MEPY

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T +32 477 30 47 26  
T +32 473 35 13 63  
szlamka@mepy.be • eelbode@mepy.be  
www.4echo.com • www.mepy.be

Contacts: Line SZLAMKA &  
Nico EELBODE

Keywords:

Ultrasound Guiders • Urology Ultrasound •  
Needle Guiders • Ultrasound cover and Gel • MSK  
Ultrasound

Activities:

Ultrasound development and accessories

Products, Solutions and Services:

Guiders, Covers, Scanners, Ultrasound

# \ MINZE HEALTH

17D61 \ FIT



Scheldestraat 73 BE-  
2000 ANTWERP T +32  
479 24 91 43  
info@minzehealth.com  
www.minzehealth.com

Contact: Gilles TAS

Keywords:

Urology • Uroflowmetry • Voiding diary •  
Urodynamics • HomeFlow

Activities:

Minze Health develops medical devices and services for the home with a focus on the urologic specialty.

Products, Solutions and Services:

Minze HomeFlow is an integrated approach to LUTS assessment, tailored to all ages and sexes at home. It's the first on the market to combine uroflowmetry with a complete voiding diary in one test. The service embodies an internet connected uroflow device, controlled by a mobile app that allows patients to interact with the uroflow device, keep a voiding diary of themselves or their child and interact with the caregiver without having to travel multiple times to the hospital.

# \ MONO-USO

17D57 \ FIT

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BE-8790  
WAREGEM T  
+32 56 60 81 51  
Delphine.busschaert@mono-  
uso.com www.otmedical.com

Contact: Delphine BUSSCHAERT

## Keywords

Non-woven clothing • Producer • Quality •  
Service • Medical

## Activities:

Mono-Us0 is a producer of non-woven medical  
clothing.

## Products, Solutions and Services:

Mono-Us0 is a professional manufacturer  
specializing in non-woven products for medical  
use, such as surgical gowns, clean air suits,  
surgeon jackets, patient gowns, visit gowns,  
shoe covers, caps, face masks and other  
medical products.

# \ MYCARTIS

3J74 \ FIT



Technologiepark 4 BE-  
9052 ZWIJNAARDE T  
+32 9 241 11 40  
info@mycartis.net  
www.mycartis.net

Contact: Joris SCHUURMANS

## Keywords:

Biomarker Tools • Diagnostics • Multiplex  
biomarker analysis • Evaluation™ platform

## Activities:

MyCartis delivers innovative solutions for  
biomarker analysis, thereby bringing the  
personalized healthcare concept closer to reality.

## Products, Solutions and Services:

On their road to validate and use biomarkers on  
a larger scale, MyCartis develops broadly  
available biomarker solutions through technology  
and bioassays. The Evaluation™ technology  
allows multiplex analysis of multiple biomarker  
types in a rapid, easy and accurate way.  
'Collaborate to Innovate' is our motto and  
therefore we are looking forward to help you  
transform your biomarkers into workable assays  
for both research or clinical application.

# \ NAQI® NV/SA

4G39 \ FIT

**NAQI®**  
SKIN CARE INNOVATORS

• Stadsbeemd 1037 NAQI® Cold Hot packs •  
BE-3545 HALEN  
T +32 13 46 01 90  
info@naqi.com  
www.naqi.com

Contacts: An DE BRUYN &  
E.M. GEYSKENS

Keywords:

Physiotherapy • Sports lotions • Massage therapy •  
Private label production

Activities:

NAQI® is a Belgian manufacturer of high quality skin  
care products for physical therapy and sports.

Products, Solutions and Services:

NAQI® Massage Lotions • NAQI® Sports Lotions  
• Private Labels production

# \ NINIX MEDICAL

4G39 \ FIT

  
**NiniX Bionix**  
Medical 3D Technology

Kleine Monnikenwerve  
9 BE-8000 BRUGGE  
T +32 50 32 89 60  
T +32 475 73 18 43  
info@ninix-medical.com  
www.ninix-medical.com

Contacts: Bob DE MEYER &  
Harold HASPELAGH

Keywords:

Innovative solutions • Engineering • Manufacturing •  
ISO13485 • Physical, rehabilitation & sports medicine  
• 3D Isokinetic Back evaluation

Activities:

- Makers of the BioniX Sim3 Pro: 3D Isokinetic Back evaluation
- Partner for design, engineering and manufacturing of your medical devices: experience the unique synergy of our team of in-house design, mechanical, electrical & software engineers and clinical experts.
- Distributor of AlterG Anti-Gravity Treadmill for Belgium - Luxembourg

Products, Solutions and Services:

BioniX Sim 3 Pro • AlterG Anti-Gravity Treadmills &  
Bionic Leg • Design, engineering & contract  
manufacturing

## \ ORFIT INDUSTRIES

3J74 \ FIT



Vosveld 9a BE-  
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+32 3 326 20 26  
welcome@orfit.com  
www.orfit.com

Contacts: Johan FOCQUET &  
Hans DEPRETTERE

### Keywords:

Splinting • Immobilization Systems for Radiation Oncology • Prosthetics

### Activities:

Our core expertise is manufacturing thermos-plastic semi-finished medical devices in sheet form by means of extrusion technology.

### Products, Solutions and Services:

- Thermoplastic splinting materials for Physical Rehabilitation
- Patient positioning and immobilization systems in Radiation Oncology
- Thermoplastic sheet materials for prosthetic sockets

## \ ORTHO-MEDICO

17D61 \ FIT



Mutsaardstraat 47  
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T +32 54 50 40 05  
js@orthomedico.be  
www.orthomedico.eu

Contact: Jo SCHOPS

### Keywords:

Innovative mechanical wound care treatment confirming triple aim targets • Neurologic treatment walking device for kids

### Products, Solutions and Services:

- SANUWAVE is a non-invasive, effective and easy-to-use technique for treating various wound care problems. This unit can be used in any multidisciplinary and transmural setting. Supported with evidence based studies and specialized protocols.
- TAOS is an innovative walking aid for children with neurological disorders as cerebral palsy or spina bifida.



# \ PILIPILI

17D61 \ FIT

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www.pilipili.be

Contacts: Steven DEHOLLANDER &  
Brecht BONTE

Keywords

product • design • innovation • differentiation •  
engineering

Activities:

INDUSTRIAL PRODUCTDESIGN &  
ENGINEERING Pilipili - product design &  
engineering - is an R&D partner for conceptual and  
technical development of consumer goods, medical  
applications (pharmaceutical packaging, laboratory  
equipment, surgical instruments, electro-medical  
devices) and industrial equipment since 1996.

# \ QARAD

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**qarad**

European Regulatory Services

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39 chantal.huysmans@qarad.com  
www.qarad.com

Contacts: Dr. Dirk STYNEN,  
Dr. Maurizio SUPPO &  
Chantal HUYSMANS

Keywords: CE marking • Authorized Representative  
• Performance Evaluation • E-Labeling Services •  
Quality Systems Implementation

Activities:

Qarad is a consulting company specialized in  
Regulatory Affairs and Quality Assurance. It  
assists IVD and Medical Device manufacturers  
with CE marking and quality system  
implementation. It also acts as Authorized  
Representative. Moreover, Qarad offers E-  
Labeling Services for online distribution of  
Instructions for Use in full compliance with  
European and FDA regulations. Qarad supports  
IVD and MD manufacturers through training, gap  
analysis, risk assessments and more.

Products, Solutions and Services:

E-Labeling Services • CE-marking Services •  
Authorized Representative Services • Performance  
Evaluation Services

## \ RESKIN MEDICAL

3J74 \ FIT



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s.haentjens@reskin.eu www.reskin.eu

Contact: Stany HAENTJENS

### Keywords:

silicone dressings, skin protection • silicone wound contact layer, wound care

### Activities:

Production & distribution of a portfolio of silicone dressings and patches such as:

### Medical:

- silicone bi-elastic dressing to protect fragile skin
  - silicone wound contact layer
- OTC-drugstore:  
blister patch, mosquito patch, wound patch, scar patch,...

### Sports:

- bike patch, ski patch, running patch, nipple patch, breast patch

## \ VANAS MEDICAL

17D61 \ FIT



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9120 MELSELE T  
+32 3 568 33 00  
medical@vanas.eu  
www.vanasmedical.eu

Contact: Kim NEIRYNCK

### Keywords:

Medication management • 24-24h available • Cost reduction • Patient safety • User friendly

### Activities:

Vanass Medical is a global provider of computerized storage and distribution systems for medicines and medical supplies on the wards in Healthcare facilities (= Unit based Cabinets).

### Products, Solutions and Services:

Computerized medication cabinets are used in health care facilities in order to optimize the storage and distribution process of medication on the wards. The use of these solutions improves the patient safety and reduces the costs.



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Gitsbergstraat 9A BE-  
8800 ROESELARE  
T +32 51 54 12 00 • T +32 475 79  
84 14 piet.cools@vidimsoft.com  
www.vidimsoft.com

Contact: Piet COOLS

Keywords:

blood grouping • gel cards • Vidimscan • blood grouping cards • vidimplate

Activities:

OEM developer of software and hardware for digitalization and interpretation of blood grouping reactions in all existing gel cards.

Products, Solutions and Services:

The Vidim-scanNextGen is an open system consisting of a hardware reader with software that enables full digitalization and interpretation of the blood grouping results. Users can choose or change their gel cards, but the software enables them to continue to work with the same reader and software. Multiple gel cards of different suppliers can be used at the same time. At the Medica we are showing for the first time a completely USB powered reader that does not need external power.



**Flanders**  
State of the Art

**Flanders Investment & Trade**

**Embassy of Belgium Israel**

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