

Business Cooperation Database

Profile Extraction

Produced the 16/02/2010

General Information

Profile ID	20100203044
Summary	A German company manufacturing spinal implant and other medical instrument systems is looking for distributors of medical devices.
Creation Date	03/02/2010
Last Update	09/02/2010
Expiration Date	03/02/2011
Status	Active

Intermediary Information

EIC-Code	DE150228-06
Name	Industrie- Und Handelskammer Schwarzwald-Baar-Heuberg
Abbreviated Name	
Address	Romaeusring 4
Postal Code	78050
Town	Villingen-Schwenningen
Country	Germany
Telephone	+497721922120
Fax	+497721922180
E-mail	warfia@villingen-schwenningen.ihk.de
www-address	http://www.schwarzwald-baar-heuberg.ihk.de
Contact Person	
Title	Mrs
First Name	Ingrid
Family Name	Schatter User
e-mail	schatter@villingen-schwenningen.ihk.de
Telephone	+497721922120
Company Information	
Year established	2007

Turnover	10 to 50
Number of Employees	10 to 49
Activity Codes (NACE-Code)	Hospital activities Hospital activities
Company's Products / Activities (main products, services, core activities)	The company is manufacturer of a wide range of medical equipment and is looking for distributors especially of spinal implant and instrument systems.
Contact Languages	Spanish
Certification/Quality standard	ISO9000
Already Engaged in International Co-operation	Yes
Percentage of Trans-National Activities	50 or more
Co-operation Proposal Information	
Co-operation offer	
Co-operation Request	Commercial Co-operation Trade Intermediary services (agent, representative, distributor)
Target countries	Armenia Austria Belgium Bulgaria Cyprus Czech Republic Denmark Estonia Finland France Greece Guadeloupe Hungary Iceland Ireland Israel Italy Latvia Lebanon Lithuania Luxembourg Malta Martinique Netherlands Norway Poland Portugal Romania Slovakia Slovenia

Spain
Sweden
Switzerland
Turkey
United Kingdom
United States

Full description :
(Specification of co-operation request / offer)

The German company manufactures a wide range of medical equipment and has successfully obtained a range of unique products gaining continual process of development. The company will focus on spinal implants and instrument systems and is searching for exclusive agents or distributors. Specific details need to be discussed individually.

Main advantages the company could offer to a potential partner

The business partner will be responsible for the active marketing and sales of a complete premium product portfolio in its sales territory. The products are German/Swiss origin, developed and manufactured by a worldwide known and reliable company. The distributor is free to define the price in its territory, so the profit depends on his activities.

Partner Information

Type of Partners

Company

Field of Activities

Trade (Buying/Selling)

Number of Employees

1 to 9
10 to 49

Previous Experience

No Preference

Expected input of the partner (Description of what is being expected from the co-operation partner)

Ø Experienced in the latest spine technologies,
Ø Reliable and worthy of credit, Ø Contact to end-users, Ø Good market knowledge, Ø Dynamic sales staff, Ø Well versed in the national health regulatory authorities.