

# Beyond the bubble: The power of collaboration

Erwin Holtland, MedTech Twente



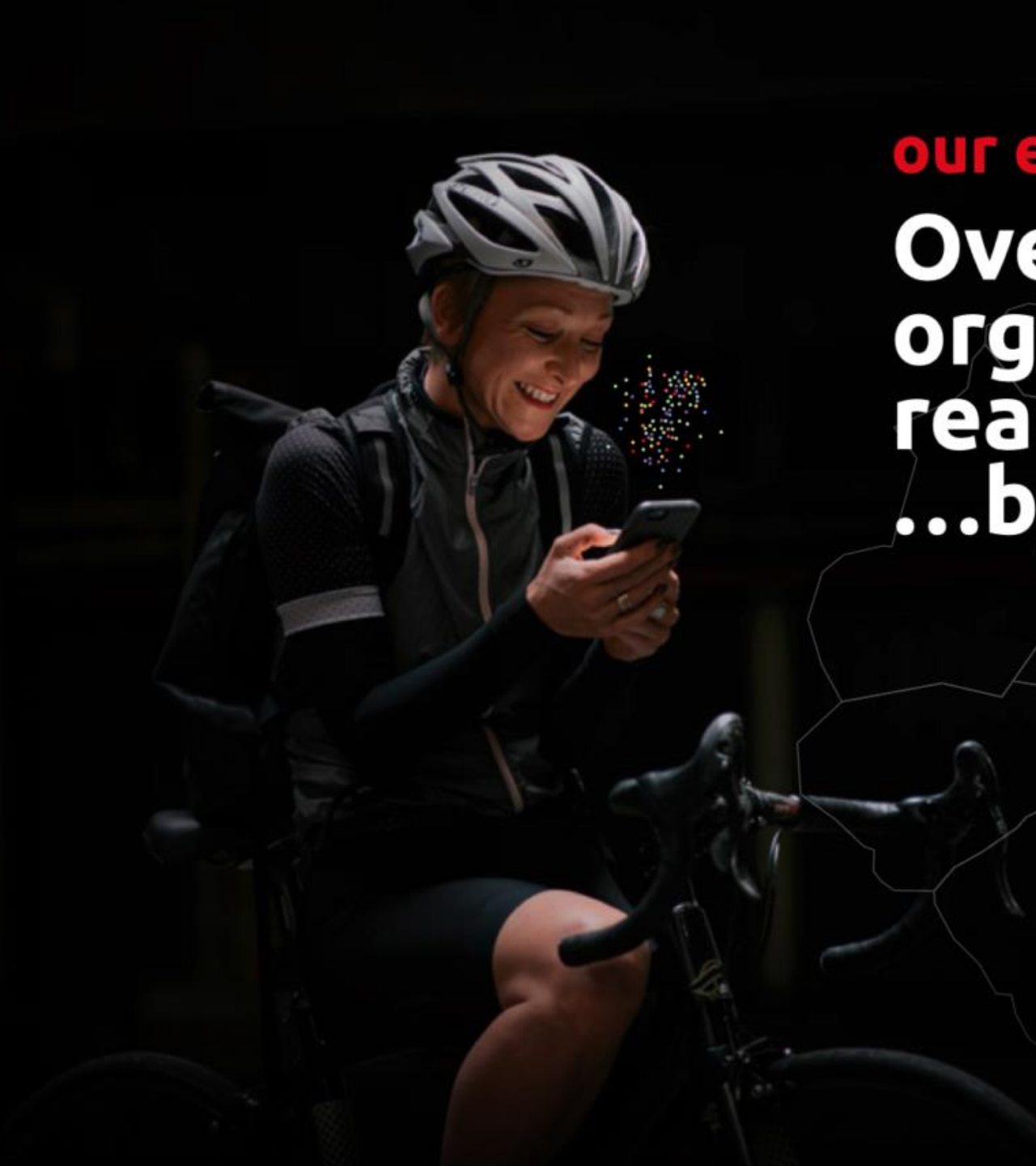
# **MEDTECH TWENTE**

**we accelerate the community that pioneers and  
develops innovative medical technology, together!**



**our ecosystem**

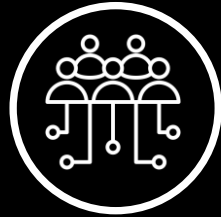
**Over 100 medtech  
organisations can be  
reached in minutes  
...by bike**



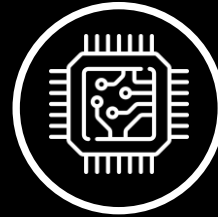


# ERWIN HOLTLAND

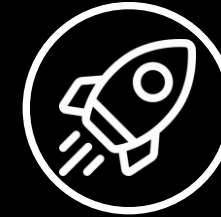
**MEDTECH  
TWENTE**



**MedTech Twente Business  
community manager**



**Investment Manager  
PhotonDelta**



**Board member microfluidics  
scale-up company**



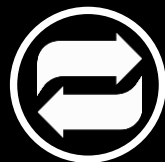
**MSc. Business Administration /  
MBA TSM Business School**



**TUKKER by birth**



**Venture capital  
100+ deals Tech companies**



**13 years tech-transfer  
UNIVERSITY OF TWENTE**



**GLANERBRUG**



**Follow me on LINKEDIN!**

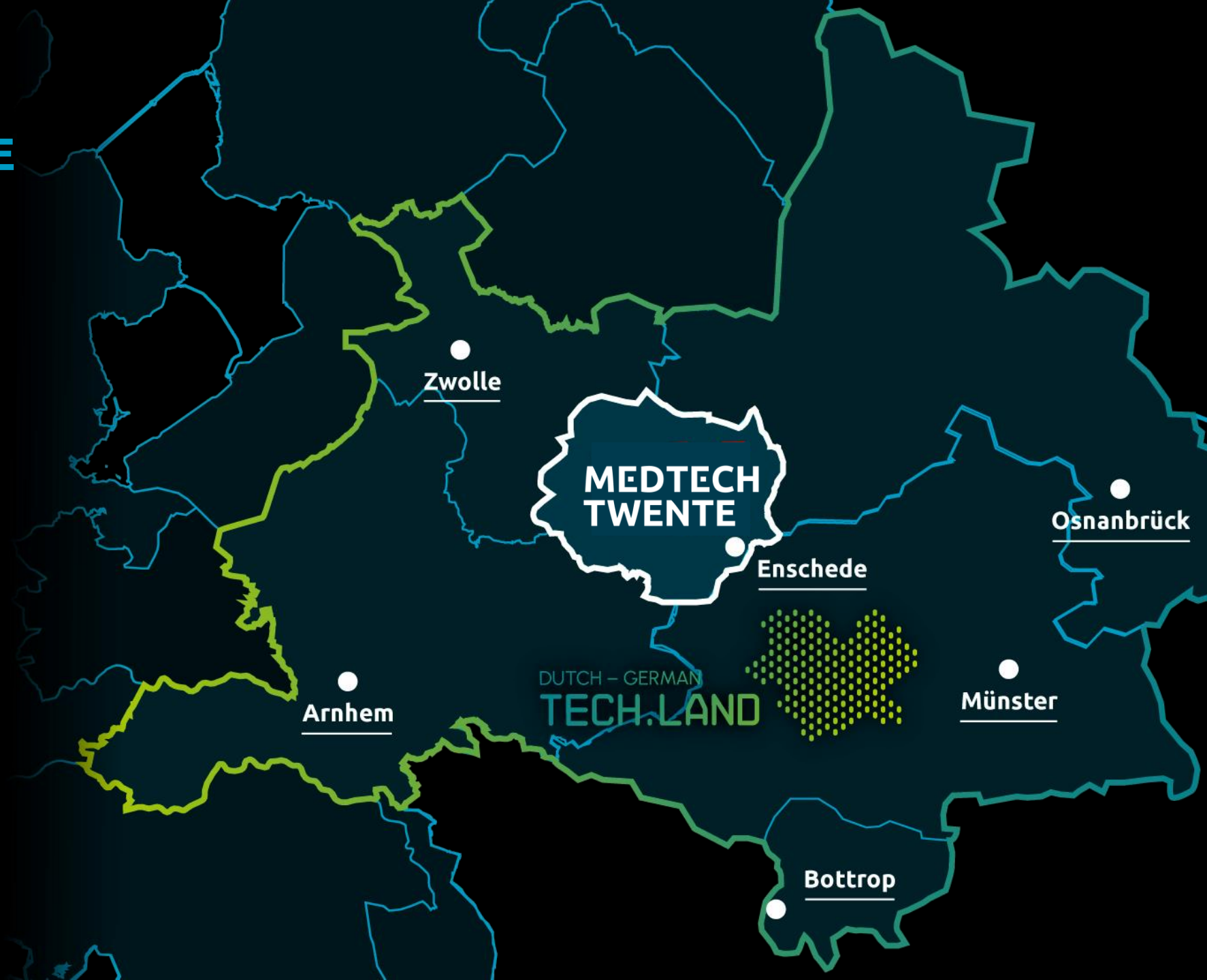
# MEDTECH TWENTE at the ❤️ of Dutch-German collaboration

4.9 Million +  
Inhabitants

480K+  
Companies

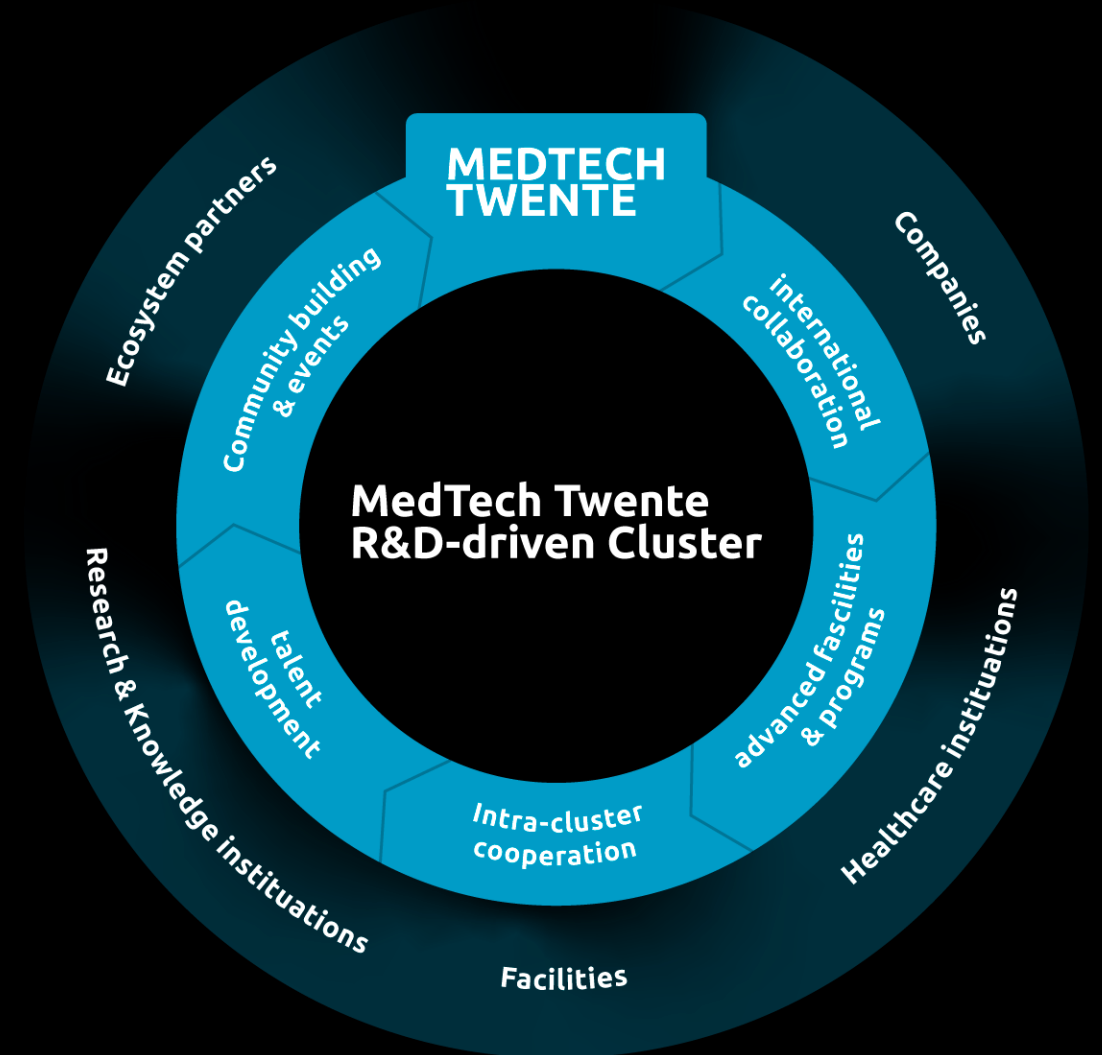
20+  
Universities

238 Billion+ Euro  
Gross Domestic Product



# MEDTECH TWENTE: FUELING A THRIVING MEDTECH ECOSYSTEM

- 1. Providing answers to the big challenges in Healthcare**
  - i.a. Aging population, increasing costs
- 2. Creating highly productive jobs**
  - added value estimated around €177k per employee
- 3. Fostering innovation**
  - Second highest number of patent applications (after digital communication)
- 4. Creating economic value**
  - The Netherlands has the largest export of medical devices in Europe

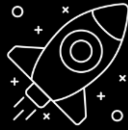




# CLUSTER CHARACTERISTICS



**100 companies**  
50% startup /  
scale-up  
50% SME / Large



**Young & growing  
cluster**  
5 new spin-offs  
every year



**Strong  
technology  
partners**



**3 research institutes**  
**2 hospitals**  
c. 40.000 students &  
3000 researchers



**R&D Based**



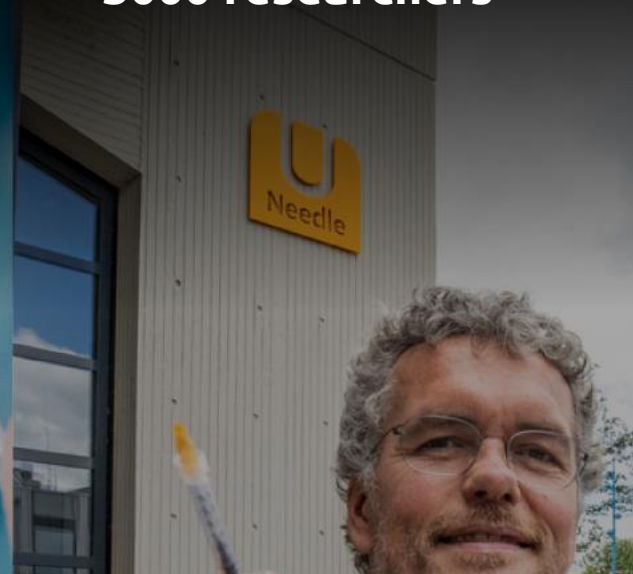
**Strong  
component  
manufacturing**



**MEDICAL DEVICES**



**MICRO & NANO TECH**



**BIO & PHARMA TECH**



**MOTION, SENSING & IMAGING**

# MEDTECH 2030 PROJECT



## International collaboration

- Muenster – Tech.land
- Grenoble – MedicAlps
- International events (i.a. Medica, Medtech Innovation Expo, Nordic Life science, MediFIT, Minnesota)



## Facilities & projects

- MedTech Factory (ML1/2 incubator)
- Subsidy programs
- Voucher programs
- Innovation lab MST Hospital



## Community Activities

- Events
- Community Building
- Visibility
- Showcases

### Partners:



**NovelT**



### Funding:

**Twente  
Board**



**Gemeente  
Enschede**





# FACILITIES & PROJECTS - EXAMPLE



## MED | TECH | FACTORY

MED TECH LAB FACILITIES



An ML1/2 lab incubator facility for start-ups and scale-ups

Expected: 2026







# COMMUNITY ACTIVITIES - EXAMPLE

17 SEPTEMBER 2024 | 8:45 - 13:00 | DESIGNLAB (UT)

## MEDTECH TWEENTE INNOVATIONS & REIMBURSEMENTS

Perspectives of a health insurance company,  
the Dutch Healthcare Institute and patient

## MEDTECH TWEENTE BUILDING BLOCKS

Clinical trials for medical technology

## MEDTECH TWEENTE BUILDING BLOCKS

Gaining and retaining medical devices on the  
market - practical experiences

9 FEBRUARY 2024 | 10 - 14 | TECHMED CENTRE

## MEDTECH TALENT EVENT

STUDENTS MEET  
MEDTECH COMPANIES







# INTERNATIONAL COLLABORATION- EXAMPLE

**APPLY NOW**  
**EXPLORE & CONNECT**

**2024**

DISCOVER THE MEDTECH ECOSYSTEM IN TWENTE  
fact-finding trip for international parties

**05 NOV**  
**ENSCHEDA, NL**

[MEDTECHTWENTEWEEK.NL](http://MEDTECHTWENTEWEEK.NL)





**OUR GOAL FOR THE YEAR  
2030 AND BEYOND IS...**

**... TO BE RECOGNIZED AS  
ONE OF THE LEADING  
MEDTECH CLUSTERS IN  
EUROPE!**



# THANK YOU

[WWW.MEDTECHTWENTE.NL](http://WWW.MEDTECHTWENTE.NL)

Erwin Holtland  
Business Community Manager, MedTech  
Twente

[Erwin@medtechtwente.nl](mailto:Erwin@medtechtwente.nl)



Interested in  
companies active  
in the **MedTech  
Twente** cluster?



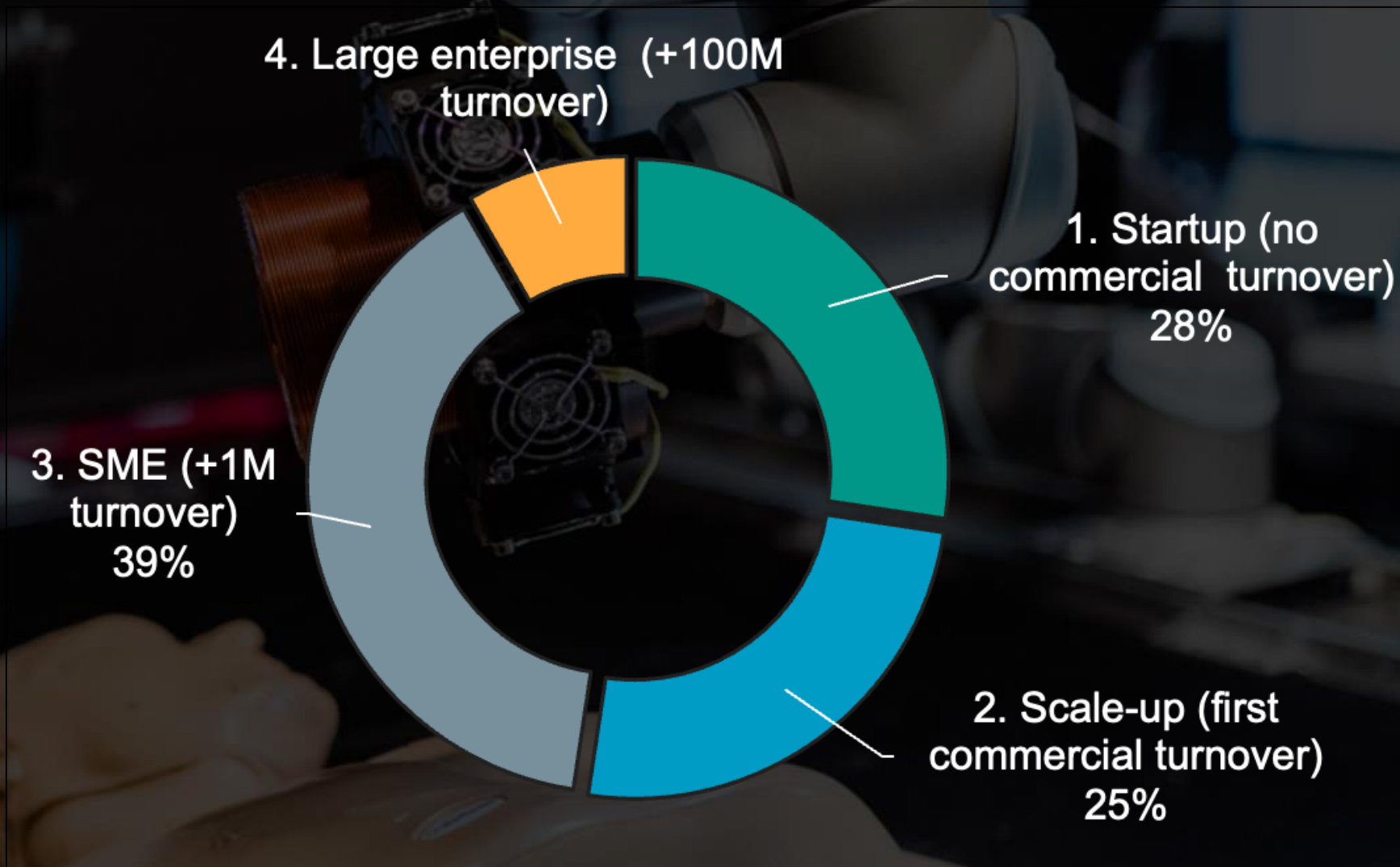
**Backup slides**



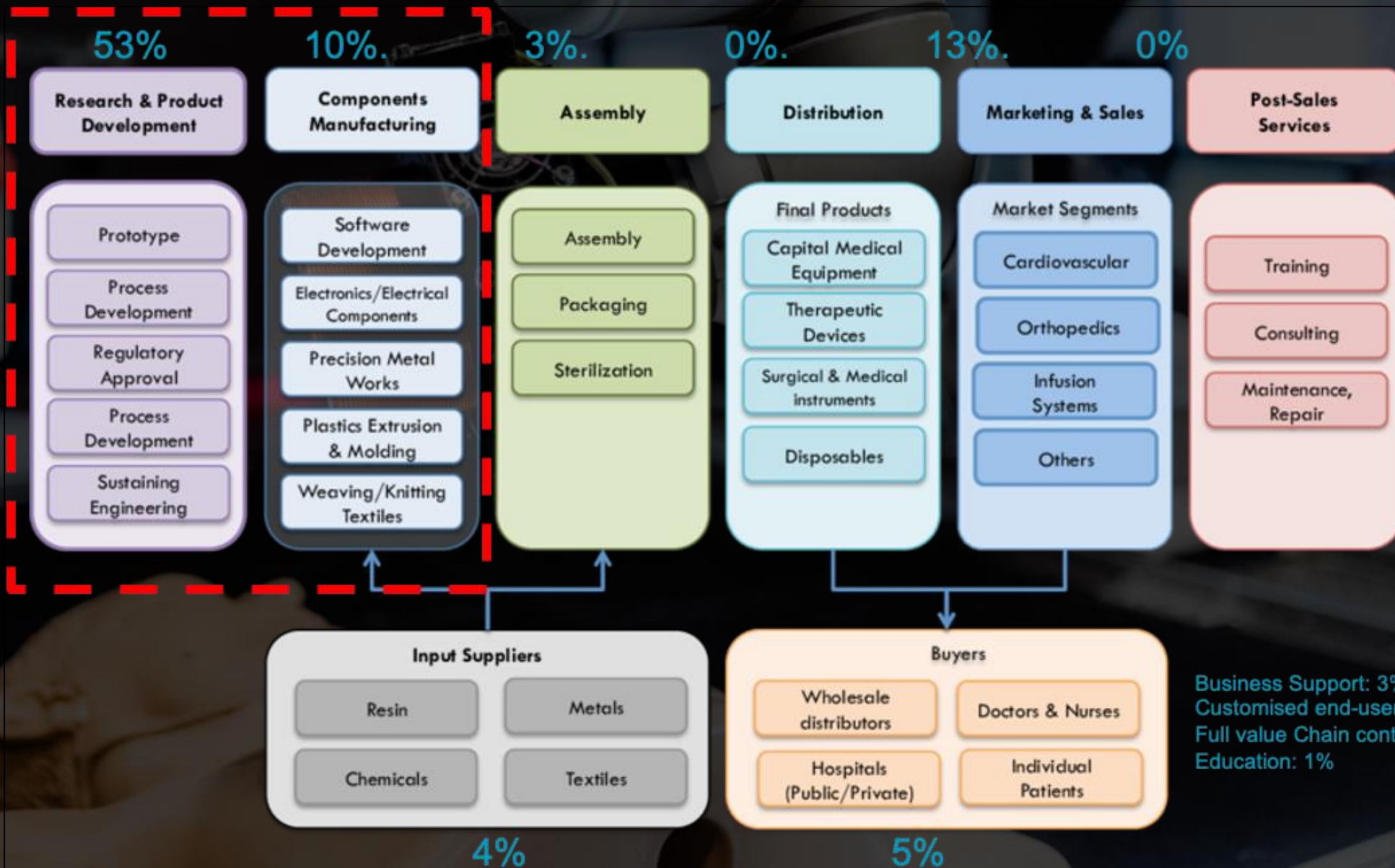


# MedTech Twente cluster characteristics

**MEDTECH  
TVENTE**



# MedTech Twente cluster characteristics





## Area's of Technology

None *	15%
Other *	12%
Design / Process / Service	11%
Imaging	10%
Information Technology	8%
(micro) electronics	8%
Microfluidics	7%
Lab-on-a-chip	5%

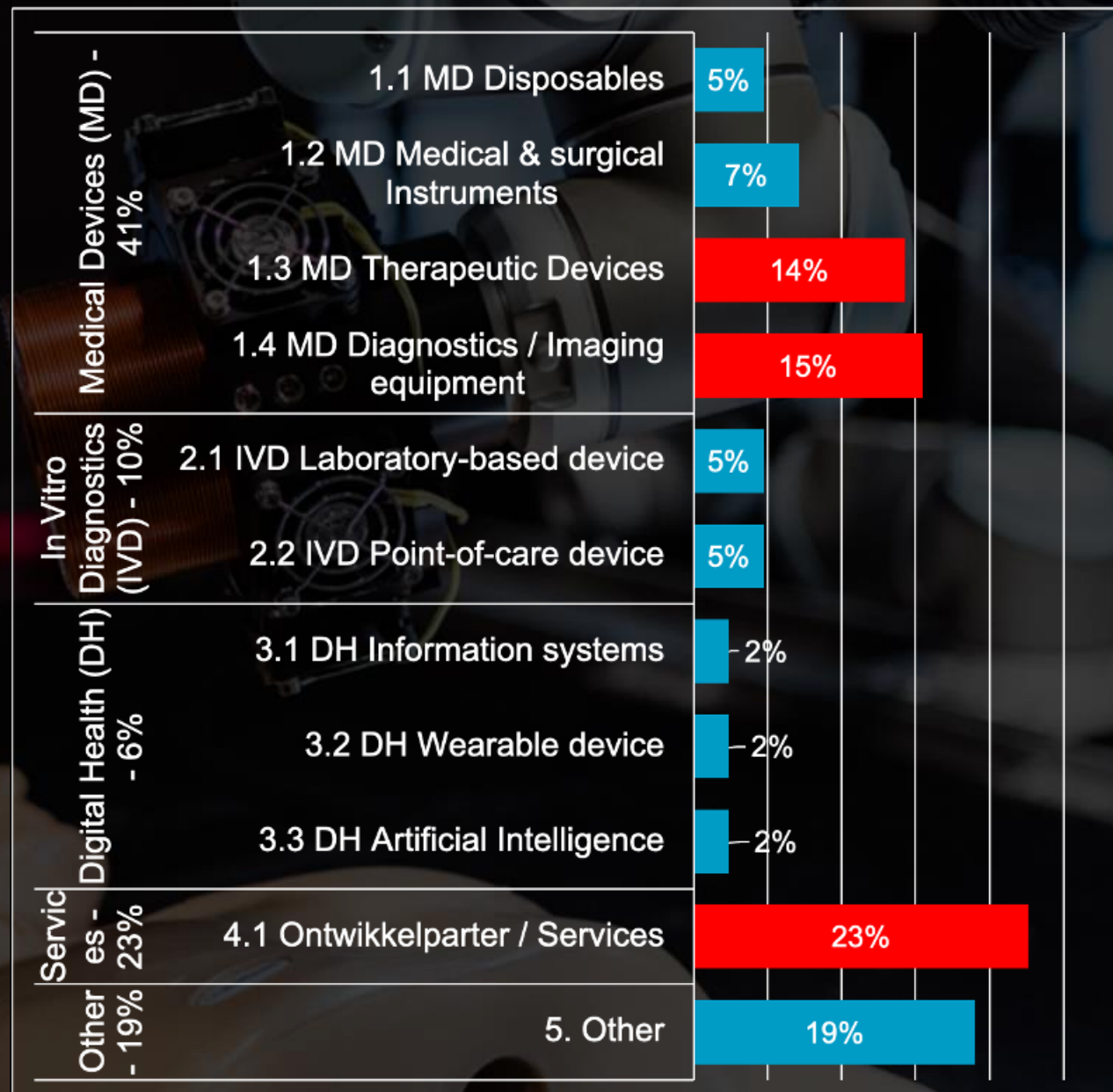
Robotics	5%
Nanotechnology	5%
Photonics	5%
Drug Development	4%
Organ-on-a-chip	2%
3D printing	2%
Membrane	1%

- \* None: e.g. Marketing/Sales, customised products (bikes, wheelchairs), Low-tech production.
- \* Other: e.g. Assembly, PharmaTech, Implants, Global companies,



# MedTech Twente cluster characteristics

**MEDTECH  
TWENTE**



# MedTech Twente cluster company examples

## Micro & Nano

Companies: Micronit, lamFluidics, Phix, Lionix, Lipocoat, Solstice, Teledyne-Dalsa, 3T, Vysens, Flowbeams, Sencuere, Elect, Aluvia

## Medical Devices

Companies: Unitron, BAAT, BOND3D, Demcon, Humecca, Hankamp Rehab, INDES, LocSens, Inreda, Vycap, Curonix, Macawi, Finapres,

## Bio & Pharmatech

Companies: U-needle, Medspray, Mimetas, RiverBiomedics, Nanomi, Orthros, Hy2Care, Scartec therapeutics, Encyos, 20MED, Dannalab

## Motion, Sensing & imaging

Companies: Maxon motors, Movella, Roessing R&D, WearM.ai, Pre-tec, PA-imaging, Gable systems, Machnet Medical Robotics, J58, TMSi

## Other

Companies: Benchmark, Vernay, Evicencio, Hemabo, Laborie, PowerPacker, D'andrea & Evers, PCV Group, IDpartners, Minivalve, Holland Innovative, Panton,

# MedTech Twente cluster

Biggest companies in the MedTech Twente cluster

MEDTECH  
TWENTE



POWER-PACKER®



medspray



MEDISCHE DIAGNOSTIEK



maxon

BOND 3D

