



Beyond the bubble: The power of collaboration

Elke Wirtz & Holger Winter, Tech.Land

Tech.Land

Transforming borders into connections

Elke Wirtz, Dr. Holger Winter



TECH.LAND MAP and Figures



4.9M+
Inhabitants
 480K+
Companies
 20+
Universities
 238B+ EUR
Gross Domestic Product

INSTITUTIONS

- Fraunhofer IPT**
- meet**
- Digital Hub**
- munsterLAND**
- REACH**
- prosperkollag**
- Klimahafen Gelsenkirchen**
- CeNTech**
- CeNTech**
- Woods Institute**
- MIB**
- Marktrecht Institut Bochum**
- MB**
- FB Maschinenbau Department of Mechanical Engineering**
- UNIVERSITY OF TWENTE**
- FRAUNHOFER INNOVATION PLATFORM**
- CONNECTR**
- energy innovation**
- Novel T**
- TECHMED CENTRE**
- EDIH**
- DCPV**
- FIELDLAB INDUSTRIAL ROBOTICS**

UNIVERSITIES

- Universität Münster**
- UKM**
- FH MÜNSTER**
- University of Applied Sciences**
- HRW**
- HOOGESCHOOL ROTTERDAM**
- Westfälische Hochschule**
- Gelsenkirchen Bochum/Polenhausen**
- SAXION**
- HOOGESCHOOL**
- UNIVERSITY OF TWENTE**
- HAN**
- Hogeschool Windesheim**
- WAGENINGEN**
- UNIVERSITY & RESEARCH**

AIRPORTS

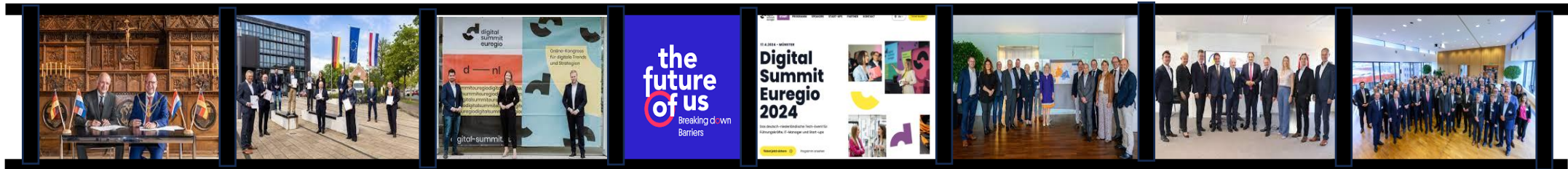
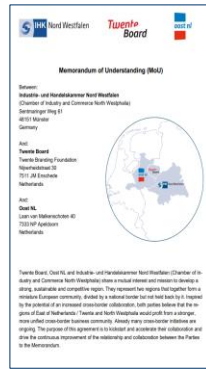
- FMO**
- International Airport (24/7)**
- Airport Enschede (24/7)**
- TECHNOLOGY BASE**
- RESEARCH THE POSSIBLE**

HIGHWAYS

RAILWAY LINES

FUTURE H2-PIPELINES

HISTORY



MISSION



“To tackle the societal challenges and increase the global competitiveness of our region, businesses and knowledge institutions, we rally together as Dutch and German triple-helix ecosystems, to realize the full technology and innovation potential in the heart of Europe (East Netherlands, North Westphalia and more).”

Partners



Network



And many more we are open for business!

CLUSTERS

TECH.LAND PROGRAM

Partner

- Initiating Partner: IHK, Twente Board, Oost NL
- Supporting Partner : Wirtschaftsförderung Münster / Stadt Münster, Handwerkskammer Münster, EUREGIO, Münsterland e.V., Gemeinde Enschede, WTC Twente, Kreiswirtschaftsförderung Borken
- Network Partner: University Münster (REACH, Institut für Niederlandestudien), FH Münster, Westfälische Hochschule, University Twente, Saxion Hogescholen, WIN, Kreiswirtschaftsförderungen ...

Clusters

Energy

Battery

- **DE: Technologieförderung MS/FFB**
- **NL: Twente Board, Oost NL**
- Universities
- Companies

Hydrogen

- **NL: Oost NL / Twente Board**
- **DE: Wirtschaftsförderer WIN / Coesfeld**
- Universities
- Companies

Advanced Manufacturing & Robotics

- **DE: IHK Nord Westfalen/WFG Borken**
- **NL: Oost NL**
- GfW Warendorf
- Universities
- Companies

Circular Economy

- **DE: HWK**
- **NL: Oost NL**
- WIN Emscher Lippe
- Kreiswirtschaftsförderung Steinfurt
- Universities
- Companies

Health & MedTech

- **DE: Wirtschaftsförderung MS/UKM**
- **NL: Twente Board**
- Universities
- Companies

Further Topics & Projects

- ChipTECH
- Financial Services
- ...

Management

Projects

- Interreg**
- Mobile Aircraft Charger (FFB, IHK, TA, FMO)
- Other Projects**
- Battery Days NL
 - NL: Battery Cluster NL
 - EFRE: Susyfos,
 - Ggf. Batteryrecycling Ibbenbühen ZZWB
 - ZLSM2 (Weiterentwicklung ZinkLuft)
 - Serobot (FH Münster, FFB, MEET)

- Interreg**
- Energy Booster (LP HWK)
 - BOOST (LP: FH MS, Oost.nl)
 - AGIT (Landmaschinenbau)
- Other Projects**
- H2 Solution Lab
 - DE: H2 Raum! (H2 Hydrogen Academy)
 - Common Plattform: Hydrogen[X]
 - HyCore (Großelektrolyzeur) (Bund)
 - Elefact (Serienfert. Elektro.) (NRW)
- Netzwerke**
- Hymat-Netzwerk Steinfurt

- Interreg**
- Manufacturing Next Materials
 - Industry 4.0 Ost NL Lead Partner TO
 - Innoloop (Partner: Oost NL, TAFH, FH) TO
 - Prep. Excellence Cluster Robotics
 - Prep. Cyber Security / AI Application
- Other Projects**
- NL: EDIH

- Interreg**
- Two4C (LP HWK) TO
 - X-Lives (Netzwerk Oberfläche, Tech MS., FH, IWARU) TO
 - CREATE (FH, KIEMT)
- Other Projects**
- DE: Circular Performer
 - DE: Kreislaufwirtschafts-region Münsterland
 - Sustainable Innovation
 - Prep.: Antrag Zirkuläres Bauen
 - Clue (FH) (IWARU)
- Networks**
- Netzwerk Oberfläche

- Interreg**
- BRIDGE (LP Uni Twente mit UKM)
 - Antrag: Nano Detect (FH, JÜKE, Uni Osna)
 - Interreg Project Health4You
- Other Projects**
- MoU between UKM and MST (university hospital collaboration)
 - eNurse
 - Business dialogue

- Interreg**
- Future Beeing (MS, Enschede)
 - Smart Solution Labs (WFG)
- Talent Symposium

Cross

Digital / Data Production

Startups (REACH/Novel-T/Digital Hub)

Talent (Universities), Infrastructure (EUREGIO), International Delegations (All), Legal, Public Affairs (EUREGIO), - Cross-border Economic Data (NL-Research)

Clusters – Focus Health & Medtech

Europes first transnational triple helix ecosystem on “Batteries”, “Hydrogen” and “Circular Economy”, “Advanced Manufacturing & Robotics” and “Health & MedTech”



Cross border potentials in MedTech/Health



- The health care systems, the treatment in hospitals and the education of students are quite different, the challenges are similar (lack of workforce, aging population, costs)
 - ➔ possibility to learn from each other and to question own system
- Both regions somehow complement each other:
 - Enschede Region represents strong MedTech Cluster with innovative SMEs
 - Münster is known as a strong care provider
- Strong innovative suppliers on both side of the border
- Joint efforts to address the EU MDR regulation
- Support each other with respect to market access
- Higher perception compared to a separate appearance of each region



- 60.000 people work in health care (Münsterland)
- Employment increased by > 25 % (2013 - 2022)
- About 50 companies active in MedTech
- 1.000 employees in R&D activities
- Main focus on health care



University Hospital Münster (UKM)

- 11.800 Employees
- Excellent Care & Science
- 3D-Center of Orthopedics
- 240 Mio € in investments
 - MedForCe, Body & Brain Institute
- New Service Center

MedTech Health related economic Ecosystem / German Companies



Product Developer

Medtech

MBL Neurofeedback
 Refined Laser System
 Aktivmed GmbH
 1A Medizintechnik
 Bursch Medizintechnik
 KLmedical
 Dr. Suwelack
 Demcon
 duro 3D
 CiBX
 Ecomedis
 GerialDental
 GN Resound
 Hemotec Medical
 HIMED
 Mediso
 Med-Net
 Quantum Analysis
 Raguse
 STERO Enurex
 Zahntechnik Näfel

Product Developer

Diagnostic

BioCheck
 GimmiSyS
 FIA Biomed
 Monasterium
 Polytaksys
 Truion

Digital Health

KAITOS
 beemo
 Helpwave
 BEWATEC
 Mesics
 Tunstall GmbH
 deltacityNET
 OpenEDC Health



Knowledge Center

Center for Soft Nanoscience
 Center for Nanotechnology
 MPI for Molecular Biomedicine
 Multi Scale Imaging Center
 MedForCe
 Body & Brain Institute

Services

Arrows biomedical
 Qubeto GmbH
 Tascon GmbH
 Trialflow GmbH

MedTech/Health Cluster structure



Core Group

Elke Wirtz, WFM Münster

Kathleen Spring, GEWI Münster

Jutta Wirth, Oost NL

Holger Winter, CeNTech

Alexander Schippers, Oost NL

Freerk Faber, WTC Twente

Hans Browsers, Tech.Land

Big Group



UNIVERSITY OF TWENTE.



Activities: Visit of Minnesota MedTech Region



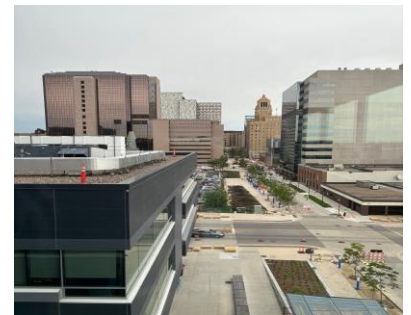
Visit of University of Minnesota, Mayo Clinic, contact to Medical Alley

Take home messages:

- One of the leading state in the US: high quality of live, collaboration is key to success
- Medical Alley association represents about 800 companies (budget 4.5 Mio. \$)
- Tech HUB “Smart MedTech” : artificial intelligence, machine learning and data science
- European market is getting less on interest because of the MDR regulation
- US health care system is expensive, similar challenges as in Europe
- staff shortage, collapsing health system, Life expectancy is reduced
- Mayo Clinics are one the best rated clinics in the world
 - Digitalization, Training and education, use of latest technologies (3D print)
 - Strong interaction between City and the Mayo Clinics

Europe is very competitive with respect to innovation and technology

Collaboration with Minnesota is going to be expanded (Medica 2024)



Tech.Land Business Breakfast Medica

Thursday, 14 Nov 2024 9.00 – 11.00 am

Exclusive breakfast offers a unique opportunity to connect Tech.Land organizations with visiting delegations from MN/USA and Singapore.

Dutch German Business Dialogue Health & MedTech

Tuesday, 03. Dec 2024 15.45 – 18.30 pm

Keynote: Prof. Dr. med. Alexander Friedrich, Director University Hospital Münster (UKM)

Pannel discussion with companies from the crossborder region Tech.Land

How to address current challenges in prevention and home care with technological innovation?

Current projects: Interreg Project Bridge



Partner: Bureau Acute Zorg, UKM, University Münster, University Twente, NovioQ

Challenges:

- A pandemic like COVID does not stop at borders
- Hospitals close to the border face the challenge of providing high-quality care with limited resources

Goals:

- Create digital Platform for common use of resources
 - coordinating and sharing resources between healthcare facilities.
 - reduce gaps in the provision of resources/services while minimizing waste through duplication
 - reduce enormous administrative burden of already existing cross border exchanges like rescue helicopters and ambulances as well as emergency care and

For patients, this would mean shorter distances and faster access to specialized care.

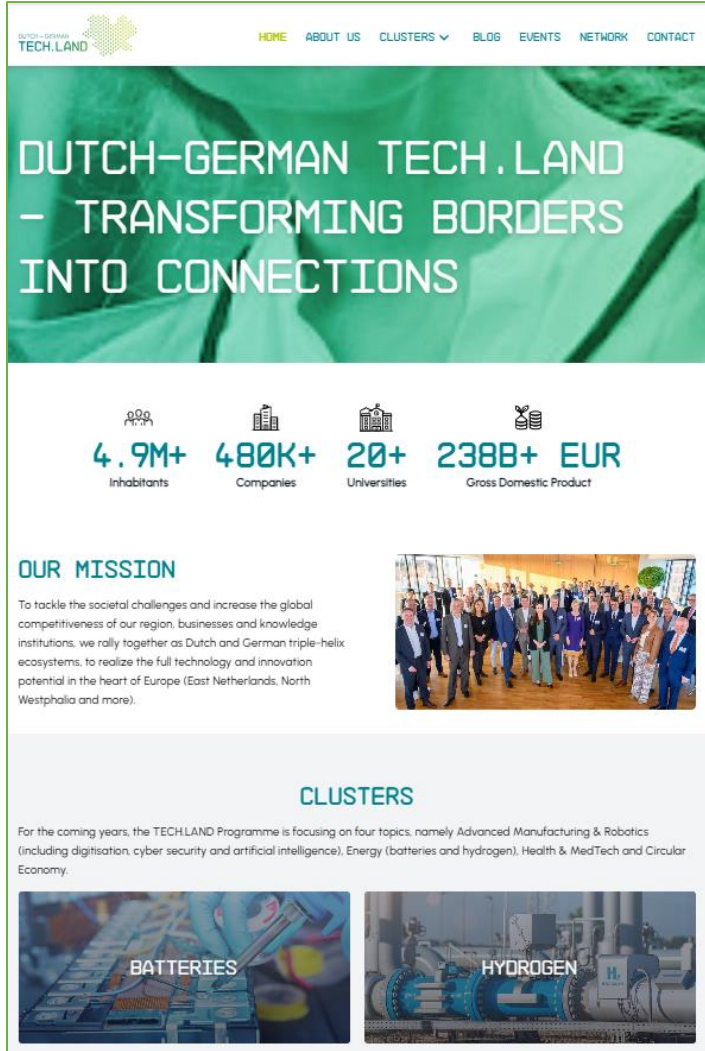
Planned projects: Interreg Project


- Joint project Münsterland/Enschede region
- Budget 7.0 Million €, Funding 5.0 Million €
- Support start-up companies and SMEs during their scale-up phase (matchmaking, training seminars)
- Joint R&D – Subprojects for Advanced Medical Technologies
- Support Program for Market Access and Regulatory Support
- Address Topics "Living Labs" and prevention

FOLLOW US online!







www.techland.org


TECH.LAND  [HOME](#) [ABOUT US](#) [CLUSTERS](#) [BLOG](#) [EVENTS](#) [NETWORK](#) [CONTACT](#)

DUTCH-GERMAN TECH.LAND – TRANSFORMING BORDERS INTO CONNECTIONS

| | | | |
|--|--|---|---|
|  4.9M+ Inhabitants |  480K+ Companies |  20+ Universities |  2388+ EUR Gross Domestic Product |
|--|--|---|---|


OUR MISSION

To tackle the societal challenges and increase the global competitiveness of our region, businesses and knowledge institutions, we rally together as Dutch and German triple-helix ecosystems, to realize the full technology and innovation potential in the heart of Europe (East Netherlands, North Westphalia and more).




CLUSTERS

For the coming years, the TECH.LAND Programme is focusing on four topics, namely Advanced Manufacturing & Robotics (including digitisation, cyber security and artificial intelligence), Energy (batteries and hydrogen), Health & MedTech and Circular Economy.



BATTERIES



HYDROGEN



Thanks for your interest!

*See you at MEDICA 2024:
Business breakfast - Thursday, Nov. 14, 9-11am
CCD Süd – Room #6*

*Contact:
Elke Wirtz wirtz@wfm-muenster.de
Dr. Holger Winter hw@centech.de*