



4th Iraqi-German Business Forum
September 13-14, 2017
Hotel Palace Berlin

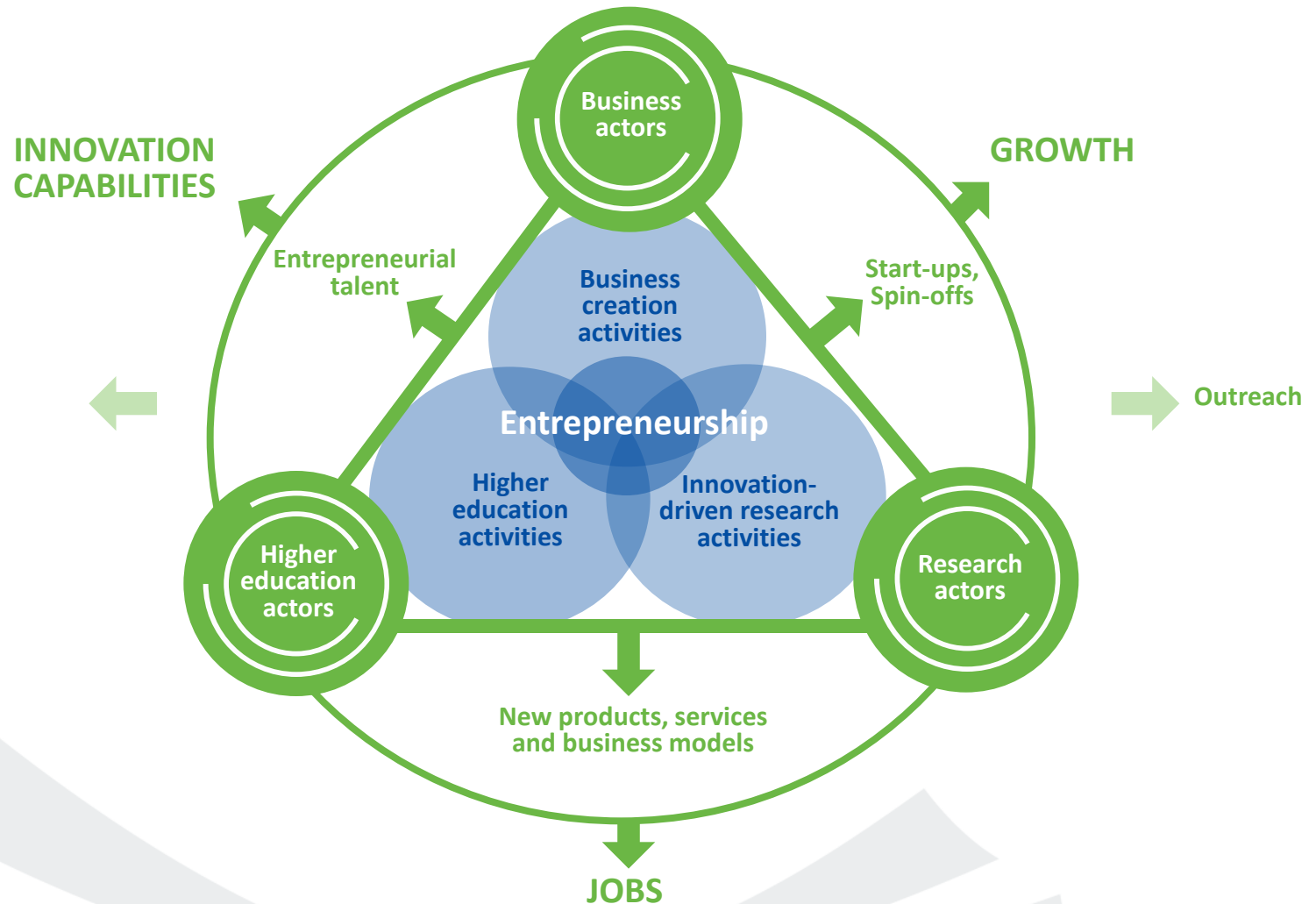
Implementation of Cluster Strategy in Medical Technology and Healthcare Services

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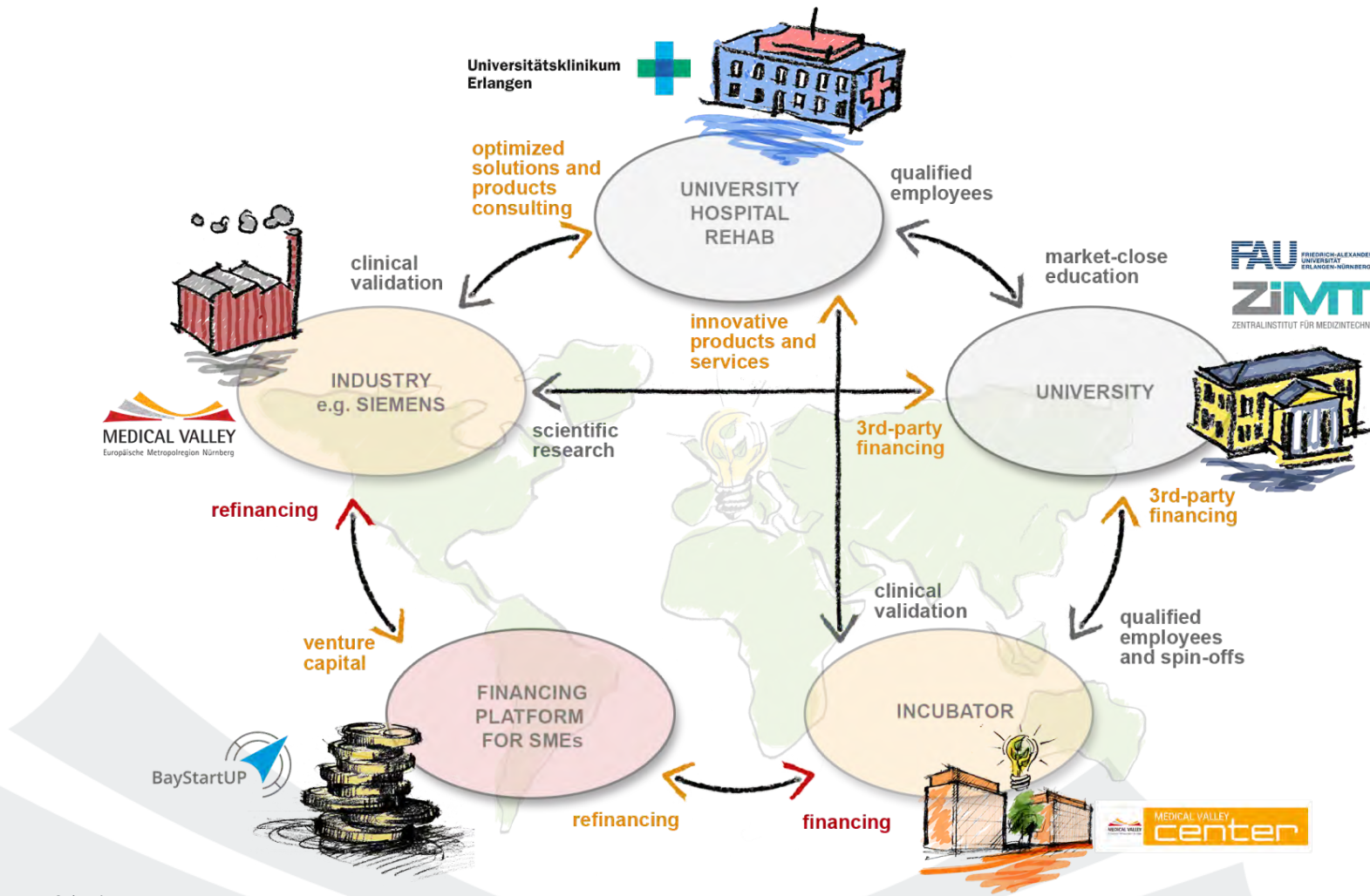
Medical Valley



- | | | |
|--|--|---------------------------------|
| 1 Medical Valley EMN e.V. | 5 Medical Valley Center | 8 ZiMT |
| 2 Siemens Healthcare
Global Headquarter | 6 Medical Technology Chairs of the FAU <ul style="list-style-type: none">Center for Medical Physics and TechnologyBiotechnology | 9 MedTech CapitalFonds |
| 3 Siemens Healthcare
MR-Factory | 7 Wissens- und
Technologietransferstelle der FAU | 10 University Hospital Erlangen |
| 4 Corscience | | 11 METEAN/Fraunhofer IIS |
| | | 12 Imaging Science Institute |



Medical Valley Success factors



Medical Valley

Cluster Management Services

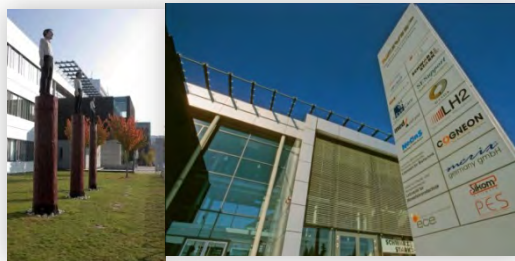
One-Stop-Shop Services



Medical Valley stimulates StartUps

Medical Valley Center Erlangen:

- > 35 StartUps in medical technology & healthcare IT
- > >50 Mio. € Venture Capital
- > In total since 2003: more than 75 companies incubated; more than 500 jobs created
- > 100% utilization until 2007 → new Medical Valley Center in Forchheim



Germany's clusters of excellence

- > Medical Valley EMN was selected as cluster of excellence in the second competition round in 2010
- > Subsidies: up to 50% co-financing for R&D projects within the cluster
- > One of 15 clusters of excellence in Germany and the only one in the field of medical technology



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Quelle: Bundesministerium für Bildung und Forschung (BMBF)

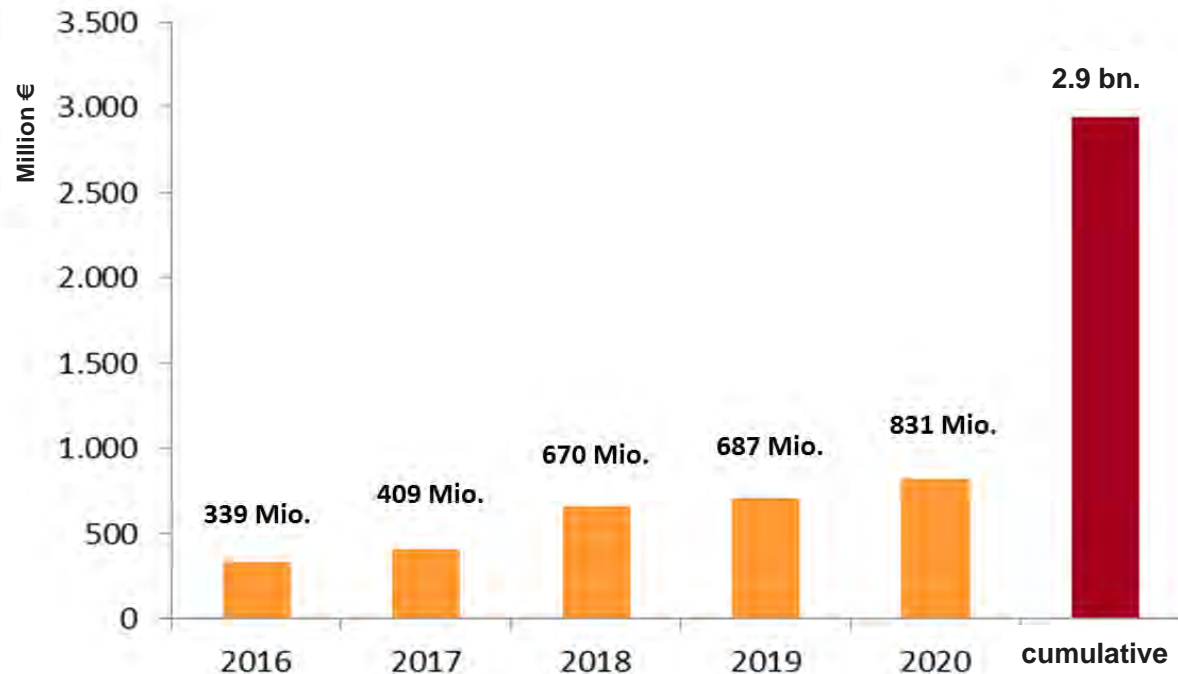
Medical Valley drives innovations

- > 45 projects with a total budget of over €81 m
 - » Horizontal innovations for product and process optimization: 6 projects
 - » Diagnostic imaging: 16 projects
 - » Treatment systems (Personalized Medicine): 7 projects
 - » Intelligent Sensors: 9 projects
 - » Ophthalmology: 7 projects
- > SMEs as well as partners for clinical validation are involved in more than 50% of the projects



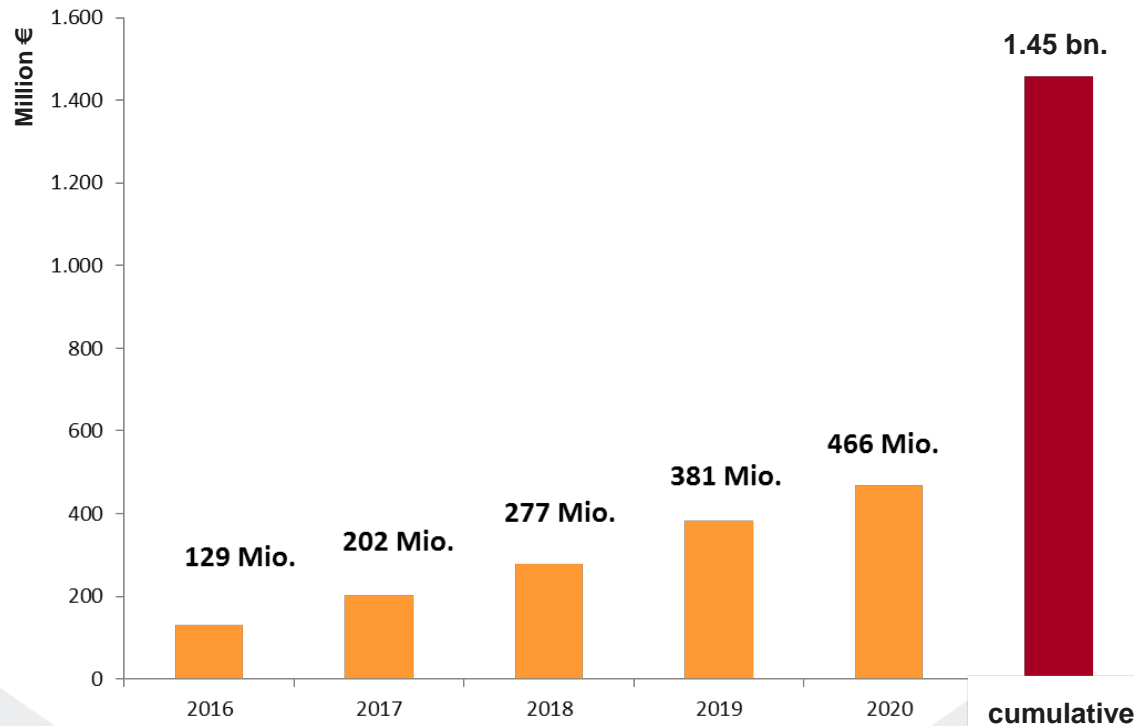
Implementation of cluster strategy. Outcomes.

Revenue estimation of selected Spitzencluster-projects for 2016-2020

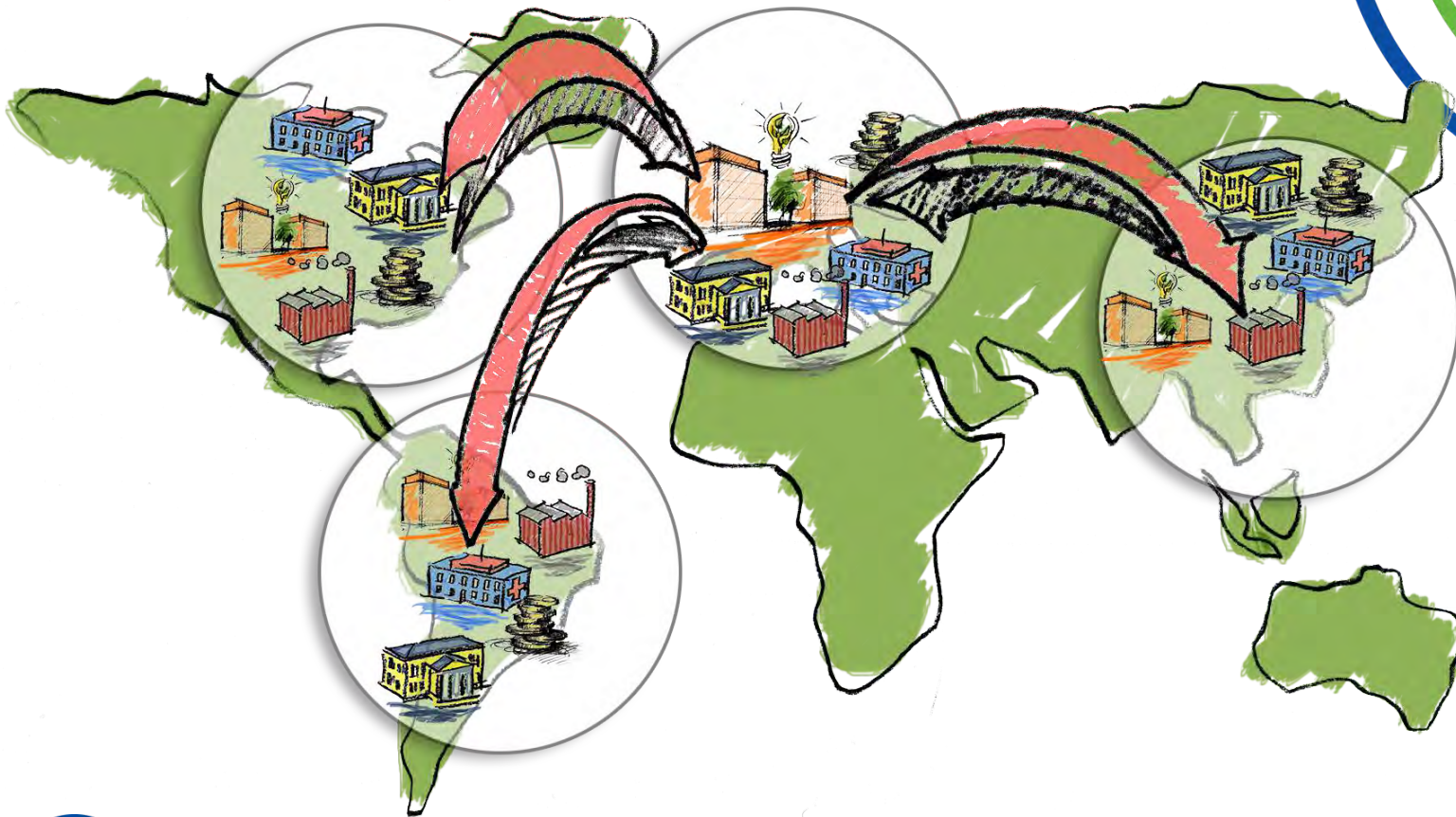


Implementation of cluster strategy. Outcomes.

Potential reduction of health expenditure by selected Spitzencluster-projects 2016-2020



Accelerator SCALE-UP! GoGlobal





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Thank you for your attention!

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