

# Scottish Companies at MEDICA 2017

www.sdi.co.uk



Scottish Development International (SDI) is part of Scotland's main enterprise, innovation and investment agency and works to attract inward investment and knowledge to Scotland in order to help the economy grow. SDI also works to help Scottish companies develop their business overseas while promoting Scotland as a good place to live, work and do business.

SDI has a network of offices around the world and provides a wide range of support services covering each phase of international activity, including: business mentoring, market intelligence, business location information and investor aftercare.

To find out more, visit www.sdi.co.uk

### Scottish Development International 150 Broomielaw, Atlantic Quay, Glasgow, G2 8LU Scotland, UK



Contacts:	Laura McBrier
	International Executive, Life Sciences
Tel:	+44 (0)178 645 2111
Mob:	+44 (0)178 639 2475
Email:	laura.mcbrier@scotent.co.uk

Hall 16, Stand number: 16F04-1



Birthsparks Ltd Unit B2 Olympic Business Park Drybridge Rd Dundonald Ayrshire, KA2 9BE Scotland, UK



Contact: Cass McNamara, Chief Executive Officer Tel: +44 (0)1563 851404 Email: cass@birthsparks.com Web: www.birthsparks.com



Birthsparks are the creators of the patented, award winning, innovative CUB support, now sold to mothers and maternity services in countries from Iceland to New Zealand.

The CUB supports mothers planning a natural birth in a comfortable but physiologically optimal position, improving birth outcomes for mothers and babies worldwide.

Clear Surgical Ltd Ramoyle House 1 Glenbervie Business Park Larbert, FK5 4RB Scotland, UK



Contact: Elaine Gemmell, COO Tel: +44 (0)141 582 1210 Email: elaine.gemmell@clearsurgical.com Web: www.clearsurgical.com



Clear Surgical is a small company selling medical devices for use in surgery. The key products for the company are orthopaedic devices and retractors with a built in light source to illuminate the surgical cavity.

Collagen Solutions Plc 3 Robroyston Oval Nova Business Park Glasgow, G33 1AP Scotland, UK



Contact: Dr. Richard J. Chappell, Commercial Manager EMEA Mob: +44 (0)7954 203003 Email: richard.chappell@collagensolutions.com Web: www.collagensolutions.com



Collagen Solutions plc is a global provider of medical grade collagen formulations and components for use in regenerative medicine, medical devices and diagnostics.

We provide native, soluble and powdered collagen formulations and expertise in the development and contract manufacture of collagen components for use as tissue scaffolds and medical devices. Green Cross Medico Ltd 10 Candymill Lane Bothwell Bridge Business Park Hamilton, ML3 OFD Scotland, UK



Contact: Sheena Jack, Marketing & Design Director Tel: +44 (0)330 120 0402 Email: info@greencrossmedico.com Web: www.greencrossmedico.com Twitter: @greencrossmedico



We are a medical innovations company designing and developing medical products by improving and existing technology or new development to serve the needs that have been clearly defined and acknowledged by medical professionals. We have been working with NHS Innovations South East and recently NHS Innovations West Midlands.

We have developed a unique product called Airglove in conjunction with The Maidstone and Tunbridge Well NHS Trust which has just completed their initial patient evaluation. Airglove is a patient warming system to enable access to the veins in patients' arms for the delivery of intravenous drugs such as chemotherapy. This product has been developed as there is a gap in the market with no product to solve the issue of hidden and fragile veins.

i4 Product Design Ltd Suite 3, Broomhills Business Centre 49 Frogston Road East Edinburgh, EH17 8RT Scotland, UK



Contact: Tristan Elliott, Business Development Manager Tel: +44 (0)131 448 2266 Email: telliott(@idpd.co.uk Web: www.i4pd.co.uk Twitter: @i4productdesign



i4's team of experienced industrial designers, product designers and engineers work with their medical device customers to create new products and improve the competitiveness of existing products.

The ISO 13485 certified company was established in 2003 and prides itself on delivering beautiful designs that are beautifully engineered. The company differentiates itself from other design agencies though a holistic approach to design that ensures iconic aesthetics and manufacturability are both considered from the very start of any project. The firm can support the design and development of rapid prototypes through to full-scale production.

Kare Orphopaedics Ltd Gareloch Road Port Glasgow, PA14 5XH Scotland, UK



Contact: Alan Paterson, Managing Director Tel: +44 (0)1475 743400 Mob: +44 (0)7967 344457 Email: alan@kare.co.uk Web: www.kare.co.uk



KARE orthopaedics manufactures a wide range of orthopaedic products at our custom built factory in Scotland. Our range includes products for the following:

- Wrist/hand supports
- Cervical/spinal bracing
- Lower limb braces
- Ankle/footwear/podiatry
- Fracture bracing/splint making

We have a range of stock products or alternatively can offer a made to order service with your label in the products if required. No order is too small and we wish to grow our business with you by offering a flexible economic alternative for your orthopaedic needs.

Lorit Consultancy 21/4 Comely Bank Avenue Edinburgh, EH4 1EW Scotland, UK



Contact: Alastair Walker, Consultant Tel: +44 (0)3056 795165 Mob: +44 (0)7708 360023 Email: info@lorit-consultancy.com Web: www.lorit-consultancy.com Twitter: @LoritConsult



Lorit Consultancy provides functional safety and regulatory compliance consultancy and training to organisations in the medical, automotive and aviation industries. With many years of experience in developing hardware and embedded software and a real understanding of the demands placed upon development teams, coupled with an in-depth knowledge of regulatory standards, we are the ideal partner to support companies in ensuring their projects meet all safety and regulatory requirements.

From the concept phase through to start of production, we assist with the complex exercise of international standards compliance.

MOFgen Ltd Purdie Building North Haugh, St Andrews Fife, KY16 9ST Scotland, UK



Contact: Dr Yvonne Davies, CEO Tel: +44 (0)1334 463828 Email: yvonne.davies@mofgen.com Web: www.mofgen.com Linkedin: www.linkedin.com/company-beta/17917715



MOFgen Ltd, a spin out from University of St Andrews, is developing a pioneering cutting-edge technology for coating medical devices that will reduce Healthcare Acquired Infections (HAIs), prevent procedural complications and improve healing rates.

We have patented technology for the use of Nitric Oxide gas in MOFs and our target markets are production of Metal Organic Coatings for use in medical devices such as wound care products, catheters and technical textiles.

Ross Wark Medical Ltd 81 John Player Building Stirling, FK7 7RP Scotland, UK



Contact: George Miller, Director Tel: +44 (0)1786 478383 Mob: +44 (0)7952 393675 Email: info@rosswark.com Web: www.rosswark.com

Ross Wark Medical Ltd

An orthopaedic surgeon, David Ross, realised that the plaster saw used to remove fracture casts frightened patients, particularly young children.

The saw caused noise, dust, vibration and the risk of burning the patient's skin with the saw blade which became hot with use. He and George Miller, a chartered engineer and MBA Graduate, formed Ross Wark Medical Ltd to develop a safer device for the removal of synthetic casts.

Now on the market, Casterpillar™ cast cutter, is not a saw and is safe, quiet, and has been well received by patients and clinicians.

Squat Easy 12 Southview Road Strathblane Glasgow, G63 9JQ Scotland, UK

Contact: Graeme Smith, CEO Mob: +44 (0)7540 706378 Email: gsmith@squateasy.com Web: www.squateasy.com Twitter: @squateasy





Bowel Health - a step in the right direction.

Squat Easy is a very simple and easy way to get into the correct toilet posture position. It is half the size of a typical toilet stool and so much more suited for a modern bathroom. It is super strong and suitable for all toilets. Very importantly, it has been designed with anti-bacterial elements built into it – making the Squat Easy the world's first anti-bacterial stool with patent pending. Some of the world's leading Gastrointestinal specialists have helped make Squat Easy the simple - yet very effective - product it is. Dr Chris Steele (GMTV Doctor) says "I believe every bathroom should have a Squat Easy."

#### wheelAIR

Hendeson Loggie Gordon Chambers 90 Mitchell Street, G51 2UW Scotland, UK

Contact: Corien Staels, Director Mob: +44 (0)7983 292819 Email: corien@staelsdesign.com Web: www.wheelair.co.uk



Staels Design Ltd. is a Glasgow based start-up formed to meet unmet needs in rehabilitation product design and mobility equipment. With their first product wheelAIR, they created a battery powered airflow backrest cushion designed to cool down the user while increasing comfort, never compromising on style.

The product was designed with the input of Paralympic athletes and wheelchair producers and its results have far exceeded expectations. Not only does wheelAIR cool the back, users have seen a drop in core temperature which allows for more comfort and a reduced risk of hyperthermia. wheelAIR allows you to Be cool, and Stay cool.

Scottish Companies in other Halls

Hall 3, Stand number: 3AD02-2 Axis-Shield Diagnostics Ltd The Technology Park Dundee, DD2 1XA Scotland, UK



Contact: David Craig, Sales and Marketing Manager Tel: +44 (0)1382 422000 Fax: +44 (0)1382 422088 Email: david.craig@alere.com Web: www.axis-shield.com



At Axis-Shield, innovation is fundamental to our business. There is an increasing need for new diagnostic tests in many disease areas and our unique, patented products are helping patients in areas including cardiovascular disease, rheumatoid arthritis, vitamin deficiencies and sepsis. Scottish Companies in other Halls

Hall 3, Stand number: 3AB02-1

# NovarumDX BBI Group 38 Castle Terrace Edinburgh, EH3 9DZ Scotland, UK



Contact: Michael Dalgleish, Novarum DX Marketing Manager Tel: +44 (0)131 290 2290 Mob: +44 (0)7787 426906 Email: mdalgleish@novarumdx.com Web: www.novarumdx.com Twitter: @NovarumDX



Leading diagnostics specialist Novarum DX has pioneered patented image-capture technology which transforms a patient's smartphone into an accurate test reader. Lab-quality test results are available instantly and can be shared securely with healthcare professionals - enabling patients to monitor symptoms and treat conditions from the comfort of their own home. Scottish Companies in other Halls

Hall 3, Stand number: 3AC02-1

## Omega Diagnostics Omega House Hillfoots Business Village Alva, FK12 5DQ Scotland, UK



Contact: Jane McCormack, Sales & Marketing Manager Tel: +44 (0)1259 7630300 DD: +44 (0)1259 768680 Mob: +44 (0)7786 527422 Email: janem@omegadiagnostics.co.uk Web: www.omegadiagnostics.com Linkedin: www.linkedin.com/company/4026335 Twitter: @OmegaDiagnostic



Omega Diagnostics, celebrating its 30th year in the manufacture and supply of convenient and high quality diagnostic tests. Product ranges include Allergy and Autoimmune, Food Intolerance and Infectious Disease, including VISITECT® CD4, the world's first instrument-free rapid test for the determination of CD4 baseline in people living with HIV. Scottish Companies in other Halls

Hall 4, Stand number: 4D04

### Promedics Block 7, Devol Industrial Estate Gareloch Road Port Glasgow, PA14 5XH Scotland, UK







Promedics are the UK's leading manufacturer and supplier of Orthopaedic soft goods and braces.

Our products are designed in-house by our R&D team and manufactured in our facility in Scotland, which is one of the largest in Europe. We value our reputation which has been built on quality, service and cost effective solutions to our much valued customer base for over 30 years.

- Dedicated R&D team of Product Design Engineers
- OEM from concept to final product
- Rapid prototyping design capabilities utilising the latest CAD software

Scottish Companies in other Halls

Hall 6, Stand number: 6A50

Alerta Medical Mill House Kilmarnock, KA1 3JG Scotland, UK

Contact: Ian Lindberg, Director Tell: +44 (0)3452 088 097 Mob: +44 (0)7827 013344 Skype: ianlindberg34 Web: www.alertamedical.com/en Twitter: @AlertaMedical





Alerta Medical is a Scottish designer and manufacturer of innovative, foam and alternating air pressure relief and fall prevention equipment, recognised in the global healthcare market for their innovative functionality, superior quality and reliability.

Alerta equipment strengthens the business performance of their distributor partners, enhancing brand image and increasing profitability.
Scottish Companies in other Halls

Hall 16, Stand number: 16G18-2 **GM Instruments c/o** Mediplinth Unit 6, Ashgrove Road Kilwinning, KA13 6PU Scotland, UK



Contact: Lynn Hyland, General Manager Tel: +44 (0)1294 554 664 Fax: +44 (0)1294 551 154 Web: www.gm-instruments.com



GM Instruments is a long-established UK based manufacturer who design and develop specialist electronic products for the medical industry. Our business is founded on our commitment to service excellence, innovation and a product portfolio tailored to the needs of our clients.

Key areas of expertise are:

- Rhinomanometers, Acoustic Rhinometers and Rhinospirometers. Instruments used by Allergists, Rhinologists, Maxifacial Surgeons and during Sleep Studies to measure Nasal Function
- Audiometers and accessories designed for Workplace Audiology
  Screening
- Respiratory Flowheads for small animal and human monitoring and research
- SMART; A Neonatal Paediatric Resuscitation Training System that provides feedback on mask leakage achieved during ventilation

Scottish Companies in other Halls

Hall 16, Stand number: 16F 02-4 Gaeltec Devices Ltd Dunvegan Isle of Skye, IV55 8GU Scotland, UK



Contact: Derek Apps, General Manager Tell: +44 (0)1470 521385 Email: d.apps@gaeltec.com Web: www.gaeltec.com



Gaeltec Devices Ltd manufactures reusable catheter tip pressure transducers and associated medical pressure measurement equipment.

The company are displaying their new Ambulatory Recorder – The Cuillin Nanologger which is used for recording physiological parameters such as oesophageal pressures and urological pressures for up to 24 hours. Scottish Companies in other Halls

Hall 16, Stand number: F24-2

### Guardian

Grangestone Industrial Estate Girva, KA26 9PF Scotland, UK







Guardian is a leading supplier of surgical textiles. Offering a comprehensive range of single and multi-use surgical drapes, gowns and tray wraps, it serves over 300 NHS and private sector hospitals, as well as numerous contract manufacturers and international brands, offering standard and bespoke products to meet customers' exacting requirements. ALCELI Ltd Prospect Business Centre Alexander Graham Bell Centre Moray Street, Elgin, IV30 1JJ Scotland, UK



Contact: Gerry MacNeil, Business Development Manager Tel: +44 (0)800 599 9727 Email: gerry.macneil@alceli.com Web: www.alceli.com



Developing next generation Proton Beam Therapy systems, using "Linear Acceleration" providing higher beam quality at much lower price. Generating little prompt and inducing radiation, reducing shielding. End of lifetime machines can be easily and safely disposed of. Reducing complexity, treatment time, and system's cost, makes proton therapy viable for all.

Aseptium Limited Aurora House 8 Inverness Campus Inverness, IV2 5NA Scotland, UK



Contact: Pawel de Sternberg Stojalowski, Managing Director Mob: +44 (0)7853 200379 Email: info@aseptium.com Web: www.aseptium.com Linkedin: www.linkedin.com/in/pstojalowski



Aseptium specialises in technologies for decontamination of complex surgical instruments. We make advanced washers dedicated to the most difficult to clean medical equipment like robotic, ophthalmic, micro and neurosurgical as well as orthopaedic instruments.

We also provide equipment for evaluation of cleaning effectiveness. Our unique multistage processes utilise non-recirculation technology [global patent pending] that, beyond effective cleaning, allow to integrate most manual pre-cleaning processes (like soaking or chemical flushing) into one automated washing cycle; this solution improves instrument handling, process efficiency and consistency – saving you time and money.

# Cytosystems Cytosystems Ltd Cruickshank Building Craibstone, Aberdeen, AB21 9TR Scotland, UK



Contact: Nigel McLean, Director of Product Management & Commercialisation Tel: +44 (0)1224 711375 Email: nigel.mclean@cytosystems.com Web: www.cytosystems.com



Cytosystems is pioneering the development of non-invasive cancer diagnostics. Through private funding plus the second largest life-science EU Horizon2020 grant in the UK Cytosystems has developed BladderLight™, a semi-automated digital pathology test for diagnosis and monitoring of bladder cancer.

BladderLight<sup>™</sup> adopts both clinically verified urinary biomarkers (→90% sensitivity and specificity in a 2014/15 clinical trial) plus analysis of cellular morphology. Differentiating itself from the competition both technically and in terms of performance / accuracy, BladderLight<sup>™</sup> meets the demands of urologists, pathologists and patients'. Improvements on the accuracy of the 2015 results using over 600 clinical samples, Cytosystems is entering a clinical trial with BladderLight<sup>™</sup> Q1 2018. Enviroclean Inchyra Road Grangemouth FK3 9XB Scotland, UK



Contact: Alan Stacey, Director Tel: +44 (0)1324 665050 Email: alan@envirocleanglobal.com Web: www.envirocleanglobal.com Linkedin: www.linkedin.com/company/envirocleanglobal



Enviroclean is a UK market leader in the supply of cleaning and janitorial products to a wide range of industries. Although we stock an extensive range of products from cleaning to PPE and stationery to childcare, we have a distinctive range of disposable protective wear & ancillaries for servicing the care industry.

Enviroclean are committed to provide products and service that exceed expectations. We work continually to provide an extensive range of products, at the best price, with a reliable service to match. Our cutting-edge bespoke on-line portal provides our clients with meaningful support for contract management and control. FlexMedical Solutions Eliburn Industrial Park Livingston, EH54 6GQ Scotland, UK



Contact: Kevin Fallon, Director Tel: +44 (0)1225 300 774 Email: kevin@flexmedical-solutions.com Web: www.flexmedical-solutions.com



FlexMedical Solutions is focused on helping our customers create a healthier tomorrow and operates in the diagnostics sector. We offer contract development, manufacturing and metrology services. Our facility is 20 minutes from Edinburgh and 30 minutes from Glasgow and Stirling. It is well positioned to service the UK and beyond.

#### G-Hold

Safetray Products Limited T/A G-Hold Argyle House, 3 Lady Lawson Street Edinburgh, EH3 9DR Scotland, UK

Contact: Alison Grieve, CEO Mob: +44 (0)7950 291951 Email: ag@a-g.com Web: www.g-hold.com





G-Hold is on a mission to change the way the world holds things. The G-Hold is an ergonomic handhold, enabling users of tablet devices to safely, securely and comfortably hold their device without risk of carpal tunnel syndrome or other musculoskeletal disorders.

Holoxica Limited CodeBase Argyle House, 3 Lady Lawson St Edinburgh, EH3 9DR Scotland, UK



Contact: Dr. Javid Khan, Managing Director Tel: +44 (0)131 618 2142 Web: www.holoxica.com Twitter: @holoxica



Holoxica is an Edinburgh-based "DeepTech" company working on disruptive holographic 3D Displays for visualising medical images from CT, MRI & Ultrasound scanners. Our vision is to display 3D information as it should be. Our technology creates naturally viewable 3D images in mid-air without needing any glasses; just like "Star Wars".

Metix Ltd Level 1 Tontine Building 20 Trongate Glasgow, G1 5ES Scotland, UK



Contact: Julio Guerrero, CEO Mob: +44 (0)7584 427063 Email: julio@metixmedical.co.uk Web: www.metixmedical.co.uk Linkedin: www.linkedin.com/company-beta/4848242 Twitter: @metixmedical



Metix Ltd have designed COREMED®, a compact, robust A&E vital signs monitor for pre-hospital care and outdoor use. COREMED® can measure 7 different vital signs parameters, as well as calculate between 15 to 28 composite parameters which doctors would otherwise have to calculate by hand. The monitor is capable of real-time remote patient monitoring and EMS-A&E communication. Boasting an ingress protection rating of 67 and with a final weight of less than 2kg including cables and accessories, COREMED® is capable of withstanding sand, heat, cold, free falls, shocks and water immersion, whilst maintaining an ergonomic, easy to use touchscreen interface. Orbital Diagnostics Ltd Gillespie Research Group Medical and Biological Sciences Building University of St Andrews North Haugh, St Andrews, Fife, KY16 9TF Scotland, UK

Contact: Dr Robert J H Hammond, Post Doctoral Research Fellow Tell: +44 (0)1334 463584 Email: rjhh@st-andrews.ac.uk Twitter: @Infection\_StAnd





SLIC (Scattered Light Integrating Collector) is a highly sensitive particle counter; 100-1000 times more sensitive than the current state-of-theart. This exquisite sensitivity allows SLIC to detect microbial cells at an unprecedentedly low density in relatively massive volumes of liquid.

The rapidity and sensitivity of the SLIC opens a world of opportunities. It allows for rapid testing of antibiotic resistance of bacteria faster than any current device on the market.

SLIC will initially be used for UTI and urine pathogen detection in the POC sphere but we will soon be expanding to blood, CSF and wound swab analysis. The system is rapid, easy to use and extremely inexpensive.

Point Of Care Testing Ltd Unit 18, Arbroath Business Centre Dens Road, Arbroath, Angus, DD11 1RS Scotland, UK



Contact: Andy Ward, National Sales Director Tel: +44 (0)1241 439020 Mob: +44 (0)7837 509555 Email: andy@poct.co.uk Web: www.poct.co.uk



Point Of Care Testing (A LumiraDx company) is a UK distributor of quality diagnostic testing systems to improve patient outcomes. With over 15 years experience and a dedicated office and sales organisation, POCT has a reputation for great service and excellent customer support.

Sonopill Programme School of Engineering James Watt Building South University of Glasgow, G12 8QQ Scotland, UK



Contact: Richard Mosses, Programme Manager Tel: +44 (0)141 330 6900 Email: richard.mosses@glasgow.ac.uk Web: www.gla.ac.uk/sonopill Linkedin: www.linkedin.com/company-beta/10670318 Twitter: @SonopillUK



Sonopill is the next generation of capsule endoscopy, comprising an ingestible capsule incorporating microultrasound, fluorescence spectroscopy, and white light imaging. Currently at the in-vivo pre-clinical trial stage we expect to move to clinical trials in the next 18 months.

Vascular Flow Technologies Limited Prospect Business Centre Gemini Crescent Dundee, DD2 1TY Scotland, UK



Contact: Caroline Thoms, Office Manager Tel: +44 (0)1382 598 532 Email: caroline.thoms@vascular-flow.com Web: www.vascular-flow.com Twitter: @vascularflow



Vascular Flow Technologies Ltd is a speciality Vascular devices development business with unique CFD, Modelling and Prototyping capabilities. We offer a range of pre-clinical development and testing services to assist your Vascular device development process.

## UnikLasers Unit 5 Bavelaw Business Centre 46A Bavelaw Road Edinburgh, EH14 7AE



Contact: Roger Brueggermann, Business Development Manager Tel: +44 (0)131 281 2778 Mob: +44 (30)3465 6925 Email: roger.brueggemann@uniklasers.com Web: uniklasers.com



UniKLaser manufactures CW Single Frequency DPSS lasers at any wavelength from NIR to UV using a single engineering platform based on the company's patented BRaMMS technology.UniKLasers' Solo-1064,720,698,640,607,523, Duetto-532,515,442,360,355,349,320 & Quartetto-266 offer exceptional performance featuring high conversion efficiency, 100+ coherence length, low noise & lowest power consumption for given output.

# Scottish Development International 5 Atlantic Quay 150 Broomielaw, Glasgow, G2 8LU Tel: +44 (0)141 228 2828 Email: investment@scotent.co.uk

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