effective

EFFECTIVE

German Case Study:

Medical devices sector in Baden-Württemberg

1st EFFECTIVE Workshop

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Overview

I. Why is Baden-Württemberg so relevant?

II. Identification of the involved stakeholders

III. Description of the foreseen activities in Baden-Württemberg

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I. Why is Baden-Württemberg so relevant?

Manufacturing sector in Baden-Württemberg: Figures & Numbers

- Hidden Champions & many world leaders
- Sectors: automotive, medical devices, aeronautics, machinery
- Several big players and the so-called “Mittelstand” as the backbone
- More than 500.000 enterprises, but 99% with < 250 employees
- 44.668 companies in manufacturing

European relevance:

- Export nation
- EU the biggest trade and cooperation market

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I. Why is Baden-Württemberg so relevant?

Manufacturing in Baden-Württemberg: Actors

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I. Why is Baden-Württemberg so relevant?

Medical devices in Baden-Württemberg: Figures & Numbers

- Baden-Württemberg is one of the most important locations in Germany for medical devices
- In 2010: **45.000 employees** in **2.500 companies** in BaWü
- Revenue: **12.3 Bn EUR**

- **Technologies and materials for dentistry** (13% of companies, mainly Northern parts of the black forest)
- **Medical devices for surgeries** (39% of companies, mainly Tuttlingen)
- **Personalised medicine and diagnostics** (mainly Stuttgart-Tübingen)

→ Strong correlation to the >150 biotech companies in the region

I. Why is Baden-Württemberg so relevant?

Medical devices in Baden-Württemberg: Actors

- **Companies**:

- **Research organisations**: excellent research infrastructure thanks to renowned medical and technical faculties, large clinics (Tübingen, Heidelberg) and hospitals. In total, 80 research organisations dedicated to medical devices

- 38 **cluster initiatives** related to medical devices

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I. Why is Baden-Württemberg so relevant?

How is Baden-Württemberg's medical device sector linked to EFFECTIVE project

- Offers a broad landscape of medium and high technology intensity actors
- Relevance of clustering is very high in Baden-Württemberg
- SEZ as EFFECTIVE project partner acts as the interface to medical device sector in BaWü
- European outreach and export are essential for BaWü

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II. Identification of the involved stakeholders

Approach of stakeholders in Baden-Württemberg for EFFECTIVE case study

- Project to be selected – the “ideal candidate”:
  - EU Project
  - Focus on FoF: medical devices
  - BaWü-Partner as the project coordinator
  - Other BaWü-Partner also interested in exploiting innovative technologies

- Identification and involvement of actors around stakeholders:
  - Regional actors such as especially clusters
  - Furthermore: research organisations, incubators, ministries

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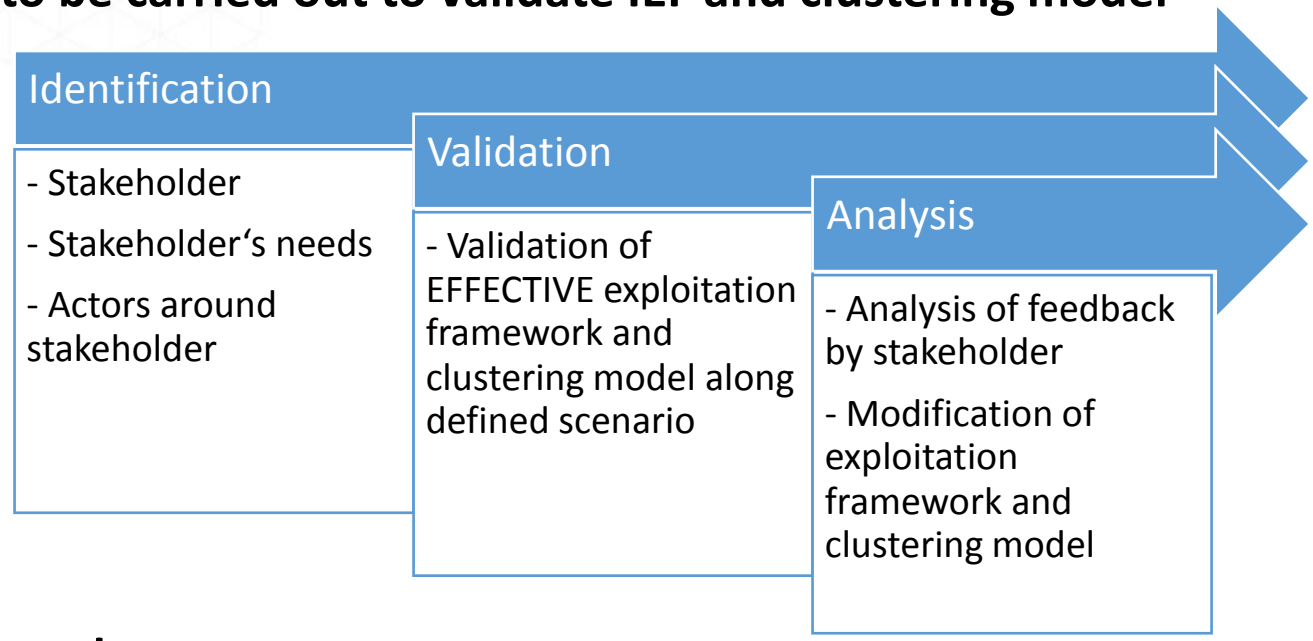
III. Description of the foreseen activities

Activities to be carried out to validate IEF and clustering model



Expected results:

- Validated and improved tools, ideally improved usability
- Understanding of users' needs related to both tools
- Identification of synergies esp. in exploitation patterns

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Any questions?

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