NZ is setting up four Standing Trial Population (STP) centres for user validation and trials of medical technologies. These are accessible to both New Zealand and international companies.

- STP targeting technologies for elderly care covering the continuum of hospital to home;
- STP for Rehabilitation and Assistive Technologies;
- STP for technologies used in rural and remote community care; and
- STP for product and process design for hospital use; and home and urban environments.

For more information on the New Zealand STP centres contact Dr Diana Siew: diana.siew@callaghaninnovation.govt.nz
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ANZACARE LIMITED

Anzacare designs and manufactures medical sensors and alarms for the detection of body fluids using patented, conductive plastic technology. The alarms are marketed under the DRI Sleeper® and HEMOdialert™ brands.

DRI-Sleeper® alarms are used to cure children’s bedwetting. The DRI-Sleeper® eclipse is the only two-part wireless system on the market. It includes an alarm and an autonomous, transmitting sensor. The DRI-Sleeper® excel has a sensor which plugs into a body-worn alarm. Both sensors have large catchment areas and go inside the underwear to capture the first drops of urine. Being plastic they are easy to keep clean.

The HEMOdialert™ alerts patients and caregivers of potentially lethal venous needle dislodgement (VND) during dialysis. Many dialysis machines fail to detect pressure drops due to VND and switch off. The HEMOdialert™ includes a reusable sensor which is taped over the fistula site to detect blood leakage and plugged into the lightweight, body-worn alarm.

CONTACT DETAILS
Stephan Sexton
Director
E stephen@anzacare.com
M +64 274 739 866
www.dri-sleeper.com
www.hemodialert.com
Chronic wounds are complex and if not treated effectively can lead to significant suffering for patients and high costs for providers, including readmissions and expensive treatments.

Assessing wounds involves imaging, measuring and taking reliable notes. But wounds are difficult to keep track of, and the assessments are often inefficient and unreliable. Traditional inaccurate methods compromise treatment decisions and increase costs unnecessarily.

ARANZ Medical produces 3D scanning and assessment applications that transform clinical processes in wound care and orthotics/prosthetics. Its systems are used in more than 30 countries, but predominantly in the US.

The product suite includes:

• **Silhouette®,** an FDA-approved advanced wound surveillance system. Silhouette supports the management of wound-related risk and increases productivity in clinical practice. It can be integrated into EMR systems. It has also been used in more than 50 multi-center and multi-national clinical trials.

• **FastSCAN,** a specialized 3D scanner enabling better-fitting orthoses and prosthetics.

**CONTACT DETAILS**

Matt Russel
Sales Director
E matt.russel@aranzmedical.com
www.aranzmedical.com
Aroa Biosurgery is a private held soft-tissue repair company commercializing regenerative tissue substitutes for medical indications based on their proprietary Endoform extracellular matrix platform. The company’s goal is to provide world leading, affordable, easy-to-use soft tissue repair products which restore function and improve patient’s lives.

The company was founded in February 2008 based on intellectual property relating to the use of a novel form of ECM isolated from forestomach tissue for use in tissue regeneration applications.

Endoform provides a low cost high performance technology platform for developing regenerative tissue substitutes. It demonstrates quantitatively superior vascularization and improved modulation of matrix metalloproteinase activity compared with current market leaders and this is known to have a profound impact on the rate and quality of tissue repair. Strength can be tuned to requirements and our second generation products integrate antimicrobial activity.

Aroa Bio now has 3 FDA approved products. Endoform Dermal Template (EDT) is selling in the US market and commercialisation of our Reinforced Bioscaffold products is imminent.

CONTACT DETAILS
Brian Ward
CEO
E  brian.ward@aroabio.com
M  +64 21 727646
P  +64 9 869 3035
Dynamic Composites produces high performance products and solutions using advanced composite materials.

Advanced composite materials offer unique properties of light weight, high strength and importantly for the medical market, radiolucency. The company has a focus on specialist Aerospace and Medical Devices markets. Dynamic Composites passion for design and innovation is supported by the philosophy “Nothing is too hard, you are only limited by your imagination.”
Endo Technologies has been recently formed by two qualified Sterile Service Technicians who also have been selling and marketing to the Medical market for over a combined 30 years in separate companies. We are developing products that significantly raise the standards of pre sterile cleaning by mechanising critical processes.

With several years experience of observing and doing the manual cleaning of endoscopes we have witnessed the variable results. It is known that a product cannot be sterilised if it not completely clean, and we are developing a method of mechanising and standardising manual cleaning to ensure a more consistent sterile result occurs from the ongoing sterilisation process.

CONTACT DETAILS

Murray Cooper
Managing Director
E  murray@endotechnologies.co.nz
M +64 27 224 4374
P  +64 800 476 627
www.endotechnologies.co.nz
FOOT SCIENCE INTERNATIONAL

Foot Science International is a world leader in the design and manufacturing of customisable orthotic insoles, and our Formthotics products are worn every day by millions of people all over the world. Formthotics are based on 35 years of extensive medical research, particularly around biomechanical and neuromotor aspects, and are exported to more than 30 countries.

Our staff are passionate about delighting people with superior products, exceptional customer service, and being socially and environmentally responsible in everything we do. Although located a long way from many of our international markets, our “just-in-time” manufacturing process means we can manufacture and deliver orders to all parts of the world within 5 working days.
HEALTH KIOSK

Our company design and develop biometric health kiosks that enable an individual to measure their vital health parameters which include height, weight, BMI, blood pressure, heartrate and O2 saturation. We have a number of self-service systems that range from free-standing height/weight scales that take 3 seconds to return a BMI result to our multifunction integrated kiosk that can automate patient registration and the collection of biometrics in one piece of equipment. Our kiosks are really simple to use and enhance the patients’ experiences while freeing up valuable staff time; providing cost-savings and improvement in the flow of patients, reducing paper workflow and significantly speeding up the check-in process.

CONTACT DETAILS
Angela Alvarado
Company Director
E office@healthkiosk.co.nz
M +64 220 864 766
www.healthkiosk.co.nz
inFact is an international innovation, product design and hi-tech engineering company over the last 15+ years in bringing new products to market in collaboration with our clients winning multiple international design awards. We specialise in User Experience and Industrial Design, Electronic hardware, firmware and software development.

The company uses Design Thinking to deeply understand the latent needs of our clients and user customers, helping entrepreneurs, research organisations and leading technology companies to “Change the Game” by applying new science, technology, design and engineering to products and services which disrupt the market.

inFact has specialist capabilities in the development of medical devices including trial, test and commercialisation. We are ISO13485 compliant for design and specification for CE certification. inFact has a strong reputation for its high level of quality and delivery performance. Our world’s first products include Inventory Technologies Limited Clever Medkit(tm), Metro Pay & Display Parking Meter, Fibre-gen Limited HITMAN range of wood grading tools and Dynamic Controls Shark electric wheel chair remote control.
Ossis creates superior custom implant solutions for patients whose options are limited due to severe degradation of their joints. Ossis uses the latest in medical image processing and additive manufacturing technologies to create implants for complex orthopaedic joint procedures to ensure the best possible implant for their surgeon’s patients. This results in simpler surgeries and reduces the rehabilitation period for the patient.
Pharmaco (established in 1967) is a leading sales, marketing and distribution healthcare organisation. We are proud to bring exceptional, life-changing and life-enhancing healthcare products from around the globe to New Zealand and Australia. These include a wide range of pharmaceutical, diagnostic, scientific and medical technology products.

We provide professional sales and marketing services for our business partners, backed by best-practice warehousing, distribution, regulatory, compliance, and quality assurance, customer support, finance and administration services.

Pharmaco prides itself on building and maintaining strong and successful long-term relationships with our clients, many of whom we’ve partnered with for a number of years.

Our aim is to deliver exceptional healthcare products that make a profound difference to people’s health and wellbeing. We believe if we help one person to stay healthier, we have made a difference. But when we help thousands of people, we have made a world of difference.
PICTOR

Pictor has developed PictArrays- a simple, accurate and affordable near-patient blood testing system specifically designed for emerging markets. PictArrays™ combine groundbreaking innovations in multiplexing and miniaturization technology with simple product design enabling eight different tests to be simultaneously performed with a drop of blood. The coloured end-product is measured using the PictImager™, a specially designed reader which is powered through the USB port of a computer. The image is analyzed using Pictorial©, a specially designed software which provides results within two minutes of test completion. A maternal infection panel has been commercially launched with additional products for a range of infectious and autoimmune diseases slated for launch in the following months. PictArrays can replace the entire range of ELISA tests, thus providing customers with a wide menu of products.

CONTACT DETAILS

Dr. Anand Kumble
Chief Executive Officer
E a.kumble@pictordx.com
M +64 21 0723 222
www.pictordx.com
Seamus Tredinnick from the University of Otago was awarded the inaugural New Zealand Healthtech Award for Best Translational Research Project 2015 for the development of clinically successful 3D printed custom implants. During the course of his PhD at the University of Canterbury, Seamus worked with Ossis, a world-leading custom orthopaedic implant company, to develop a 3D printed titanium scaffold that promote bone growth into Ossis’ implants. The technology is currently incorporated into custom hip implants offered by Ossis. Further improvements to the technology to extend the application to a greater range of orthopaedic implant products will be the next step.

In addition Seamus is the Co-founder and CEO of Ossability. Ossability uses a derivate of the titanium scaffold technology and produces orthopaedic implants for the veterinary market, primarily companion animals. Since launching their flagship product in February this year, Ossability has treated well over one hundred patients and currently treats one patient every day in NZ alone.
Sovi Technologies has developed a product solution that quantitatively monitors both chronic and acute stress, sleep, activity and fitness. Along with this objective monitoring, the Sovi solution interacts with the user, through a smart phone application, PC software or web interface to guide and empower them to optimally manage their stress, utilizing the information captured through the real time monitoring of the users’ stress, activity and sleep. This stress management results in improved mental and physical performance, improved health and a better quality of life. The user’s data is also accessible, with their full control and consent, to their health care professional and other relevant parties through a web portal.

The information is captured using 3rd party wearable sensors and or contactless sensors that require no input from the user.
ABOUT THE CONSORTIUM FOR MEDICAL DEVICE TECHNOLOGIES

The Consortium of Medical Device Technologies (CMDT) is a single point of contact to New Zealand's medical technology and research sector. It promotes collaboration and fosters partnerships in its network in order to achieve optimised research outcomes and commercial goals.

The CMDT helps to accelerate innovation in the medtech sector by:

• Providing a streamlined approach to the R&D and product development process;
• Contributing expertise and capability; and
• Partnering with other innovation providers to offer complete solutions to clients.

The network is a partnership between Auckland University of Technology, Universities of Auckland, Canterbury and Otago, Callaghan Innovation and Victoria University of Wellington.

The CMDT undertakes strategic projects in collaboration with the Medical Technology Association of NZ and Health IT, the two key industry bodies in New Zealand’s medtech sector.

www.cmdt.org.nz
Contact Dr Diana Siew for more details: diana.siew@callaghaninnovation.govt.nz

ABOUT THE MEDTECH CENTRE OF RESEARCH EXCELLENCE, MEDTECH CORE

The MedTech CoRE is a research collaboration initiative of the CMDT hosted by the University of Auckland. It is focused on translational health technology research for economic growth through a pipeline of innovations for New Zealand’s existing MedTech industry and opportunities for new startups. The CoRE will also grow new talent to future-proof capacity for the industry.

The CoRE supports five research themes for New Zealand

• Diagnostics and therapeutics – new technologies for personal diagnoses and treatments using integrated sophisticated and novel sensors, IT frameworks and physiological monitoring
• Interventional technologies – image based patient-specific models coupled with innovative medical devices for surgical planning and guidance; novel real-time diagnostics

• Assistive technologies - new rehabilitation technologies for musculoskeletal disabilities and neurological conditions
• Telehealth and Health Informatics – new models of care for self-management of disease at home and in the community.
• Tissue Engineering and regenerative medicine – new strategies for scaffold-repair and/or regeneration of hard or soft tissue.

The CoRE is also well connected to international re

For more information contact:
Prof Peter Hunter, Director - MedTech CoRE, p.hunter@auckland.ac.nz
Dr Diana Siew, Associate Director - MedTech CoRE, diana.siew@callaghaninnovation.govt.nz
ABOUT CALLAGHAN INNOVATION

Callaghan Innovation is the New Zealand government’s innovation agency, helping businesses succeed through technology. It acts as a gateway to innovation in New Zealand by connecting the rest of the world to New Zealand companies, research institutes, incubators, universities and commercialisation offices. Callaghan Innovation provides a range of services and R&D grants to businesses and has its own R&D facilities. With its support businesses based in New Zealand can accelerate their product and service development, increase their return on investment in R&D and gain market advantage through leading edge ideas and products.

www.callaghaninnovation.govt.nz

Medical Technologies is an area of focus for Callaghan Innovation and Dr Diana Siew is our National Technology Sector Manager. She works with businesses to develop customized action plans to access research expertise and technology, and facilitates co-development partnerships in the sector. Diana is the Co-Chair of the Consortium of Medical Device Technologies (CMDT), a national industry-research network covering both medical devices and health IT as well as an Associate Director of New Zealand’s MedTech Centre of Research Excellence responsible for strategy and industry outreach.

Callaghan Innovation’s International team builds stronger connections between New Zealand businesses, international innovation resources and potential partners. Dr Nicole Miller has an extensive role in the International team. Her portfolio includes overseeing partnerships with Europe and she is the project manager for New Zealand’s participation in the Enterprise Europe Network.
NZTE is New Zealand’s international business development agency. Our role is to help New Zealand businesses to build strategic alliances and develop commercial relationships internationally.

Through our global network of people in 48 locations, we connect New Zealand businesses with the world, sharing opportunities, knowledge, experience and networks.

New Zealand creates world leading innovations and solutions for key markets, backed by science and technology, which NZTE works to promote around the world.

We help investors identify New Zealand-based opportunities and gain access to government and private sector contacts. We connect international buyers and investors to industries in which New Zealand has a long-term sustainable advantage and to businesses with high-growth potential, in particular value-added food and beverages and knowledge-intensive manufacturing and services such as marine, aviation, health IT; and to businesses with high-growth potential.

NZTE focuses on international opportunities that match New Zealand’s business capability and provide significant, sustained economic benefit to New Zealand.

www.nzte.govt.nz