



Kingdom of the Netherlands



DUTCH PARTICIPANTS DELEGATION HEALTHCARE TO

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BELGIUM

Transfer LBC in cooperation with the Embassy of the Netherlands in Brussels, The Netherlands Enterprise Agency and Task Force Health Care contact: Marisol Londono en Dobbe Dijkstra - missieholland@transfer.lc

DUTCH COMPANIES	DESCRIPTION	USPs	LOOKING FOR
<p>112Motion Mr. Nanno van der Laan – CEO Mr. Karel Schillebeeckx - International Business Development www.TheCare.Watch</p>	<p>112 Motion is a leading provider of digital products and services, targeting the 65-plus market segments, improving the quality of life. Their digital suite delivers a range of PREVENTIVE elderly care solutions; their CareWatch wearable and inhouse CareHUB, facilitates connectivity with 3rd party devices and supports collaborative healthcare services - such as meal delivery services.</p>	<ul style="list-style-type: none"> • All-in-one telecare solution (monitoring, tracking, informing, analysing, advising) • Advises the wearer about its health in real time and 24/7 • Can be connected to any other monitoring sensor/device and residential alarming device 	<ul style="list-style-type: none"> • All types of companies and organisations that are addressing healthy living, safety and prevention for the elderly generation
<p>Careanimations Mr. Jesper Spoelder - International Development Director https://careanimations.com/</p>	<p>Careanimations produces medical information for patients and consumers in the form of animated videos. In addition, they develop user friendly distribution software for care providers to distribute their personalized videos to patients.</p> <p>Their flagship product "Watchyourmeds" is a library of over 7.500 videos, and is adopted by the Ministry of Health and the Medicine Authority, the distribution is financed by health insurers and >80 of all pharmacies and hospitals actively distribute Watchyourmeds to patients.</p>	<ul style="list-style-type: none"> • Easy-to-understand information for everyone (85% acceptance) • Co-created with patients with (very) limited (health) literacy skills • Available in multiple languages, including subtitles • Currently over 7,500 animation videos (95% coverage of all prescriptions) 	<ul style="list-style-type: none"> • (Health)Insurance companies • Mutualiteiten • Healthcare Government entities • Pharmacy (associations) • Nacional healthcare Umbrella organisations • Medical distributors
<p>D&A medical Mr. Ann Ouvry - Director www.dnagroup.nl</p>	<p>D&A medical group is a specialized consulting firm for computerization in healthcare and an expert in the field of digital health (EHR, eHealth, mHealth, etc.). The services of D&A cover the entire process from strategic vision to implementation. D&A is active in hospitals, rehabilitation and long-term care.</p>	<ul style="list-style-type: none"> • HER related consultancy • Independency suppliers • D&A computerization model 	<ul style="list-style-type: none"> • General hospitals • Psychiatric hospitals • Clinics • Elderly care (min 250 beds)
<p>Elsevier bv Jawad Sayadi Takhtehkar Sales Director - Clinical Solutions https://www.elsevier.com/</p>	<p>Elsevier Clinical Solutions is singularly focused on helping healthcare professionals improve clinical outcomes through evidence-based care. Elsevier provides institutions and professionals advance healthcare, open science and improve performance for the benefit of humanity. Combining content with technology, supported by operational efficiency, they turn information into actionable knowledge.</p>	<ul style="list-style-type: none"> • Evidence-based content: information across all specialties • Standardization of healthcare • Optimization of information: Digitalization needs from paper based to digital 	<ul style="list-style-type: none"> • Government: Senior policy advisors leading innovation in health IT • Hospitals and clinics: senior physicians / Chief medical officer / Chief Nursing Officer / CEO / innovation -



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			<p>digitalization leader / Chief Information officer</p> <ul style="list-style-type: none"> Any other contact that is involved in digitalization, Electronic Health Record projects, standardization of care, improving healthcare outcomes etc.
<p>Eurotape B.V. Mr. Peter Waldt – Operation Sales soestmedicalgroup.com</p>	<p>Eurotape is a dynamic manufacturer and developer of top quality self-adhesive products for reusable surgical covering materials such as double-sided OP-tapes, inserts, die-cuts, OP-strips and related products and Disposables such as Incision foil with anti-microbial (silver zeolite) under the brand SoFilm Plus.</p>	<ul style="list-style-type: none"> CE Certificated products MDD / MDR approved Unique due to use of silver zeolite instead (No allergic reaction on skin) Can produce tailor made Top quality materials 	<ul style="list-style-type: none"> Hospitals and Clinics: Head of OR and Surgeons and Head of Purchase Agents: Academic Hospitals who use disposables Agents: Distributors or partners who have connections with hospitals and clinics (OR area)
<p>IDCP Medtech Mr. Jan Boers - Director www.idcpmedtech.eu</p>	<p>IDCP Medtech is a distribution company providing screening and sensing solutions to medical markets across Europe, Middle East and Africa. IDCP is distributor of leading and innovative brands such as Dino-Lite digital microscopes, Brinno timelapse cameras, Phonesoap cleaning equipment for (medical) electronics, DermEngine cloud tele dermatology platform and Molescope smartphone connected dermatoscopes. IDCP Medtech is a trusted supplier of medical imaging, screening and sensing solutions for applications such as dermatoscopy, capillaryscopy, otoscopy, trichoscopy and iriscopy</p>	<ul style="list-style-type: none"> Advanced telemedicine solution for dermatology Compact and portable Easy to use, no prior experience needed on digital microscopes for medical imaging No expensive equipment needed, no additional cost 	<ul style="list-style-type: none"> Hospitals and clinics: Dermatologists, rheumatologists Elderly care: contact person for health sensing/screening solutions Ministry: public screening programs/ dermatology/skin cancer programs Medical device class 1 resellers (interested in becoming their agent)
<p>Indes B.V. Mr. Henk Janssen - Commercial Director www.esense-moves.com</p>	<p>Esense is the ideal solution to move heavy mobile care products. Sensors feel the push force of the user and translate this to a smooth electric drive support. Esense is available as integrated system on esense patient lifts and as built-in system for integration on a wide range of products, like facility trolleys, hospital beds and medical equipment. Esense is created by Indes, a renowned development and production company from the Netherlands.</p>	<ul style="list-style-type: none"> Unique solution Marketing, technical and sales support Over 30 years of Knowledge and Experience Integrated system on esense patient lifts, facility trolleys, hospital beds and medical equipment 	<ul style="list-style-type: none"> Hospitals and Elderly Care homes: HR Director and/or Staff occupational therapist Government: Policy makers for hospitals and labor inspectorates Manufacturing Companies Healthcare Distributors and Marketing Companies



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<p>Medify B.V. Mr. Peter Alexander Krol - COO www.medify.eu</p>	<p>Medify produces software to clarify healthcare, while lowering costs and saving consultation time for both patients and healthcare professionals.</p> <p>Please visit: https://exhibitionsstaging.medify.eu/bsq/index_nl.html for inspiration and testing.</p>	<ul style="list-style-type: none"> • Less no shows • Increased patient satisfaction • Reduction of consultation time by 70% • Improved quality of pre-screening and consultation • Improved JCI accreditation score 	<ul style="list-style-type: none"> • Hospitals and clinics: Specialists, ICT and Management • Interesting stakeholders from hospitals and clinics: Doctor (all specialisms), ICT director, CEO, management, communication and purchasing department
<p>Mediq Mr. Peter de Lange-Strategic Partnerships & Public Affairs director www.mediq.nl</p>	<p>Mediq is a Dutch Health Care company that offers medical disposables and joint services. Mediq also develops and implements care programs, often enabled with eHealth solutions - which offer added value for patients in their homes and in hospitals and their providers on the Triple Aim (better health outcomes, better perceived quality of care and lower integral costs).</p>	<ul style="list-style-type: none"> • Broad assortment • Contracts with all insurers • Innovative in care programs and eHealth • Market leader in medical devices direct to patients in The Netherlands 	<ul style="list-style-type: none"> • Health insurance companies • Mutualiteiten
<p>Patient Journey App Mrs. Janneke Sprangers – Product Lead Belgium www.patientjourneyapp.com/nl</p>	<p>Patient Journey App enables healthcare providers to offer the best possible care for their patients - at every step of their treatment. This app allows you to monitor your patient's progress remotely, and easily intervene if amiss. It also provides your patients with the right information at the right time.</p> <p>References: AZ Vesalius, AZ Nikolaas, AZ Delta, AZ Monica</p> <p>Scientifically proven effect of the app (https://patientjourneyapp.com/nl/alle-cases/onderzoek)</p>	<ul style="list-style-type: none"> • Dedicated project manager & Fast implementation (3 weeks) • Good track record with Belgium hospitals • Adjustable content in easy CMS • Monitor the progress of patients and Actively engage patients in their treatment and improve health outcomes 	<ul style="list-style-type: none"> • Hospitals and Clinics: Surgeons, Medical Directors, Marketing and communication managers
<p>Serviceware S.E. Mr. Hereward Burgers – Managing Director https://serviceware-se.com/solutions/enterprise-service-management/healthcare-service</p>	<p>Careware (by Serviceware) offers several automated planning engines, to generate optimal routes for employees on route or to find the best possible (time) slot for customer appointments. Careware runs in your browser or as native app.</p> <p>The care sector is the main market segment for Careware, e.g. home care, medical laboratories, multi-disciplinary rehabilitation care, child health care</p>	<ul style="list-style-type: none"> • Automated route planning decreasing planning time with up to 40%, travelled kilometres with up to 10% and overall productivity with 10% or more. • Unique mobile app for iOS or Android with access to the current planning and one-click time tracking, making justification easy. • Find best possible appointment slots, taking into consideration wishes and demands of patients and organisation. 	<ul style="list-style-type: none"> • Organizations that feel challenges with planning resources and matching supply (caretakers, rooms, equipment) and demand (patients). Typically, these organizations have over one hundred employees • Hospitals, elderly homes • Home care organisations • Clinics, rehabilitation centres etc.



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International Business Consultancy

<p>SovaCare Mrs. Edith Zuiderent CEO www.belevenistafel.be</p>	<p>The SovaCare Experience Table covers a wide range of multitouch solutions designed to stimulate recall, improve communication between residents and offer entertainment. Extensive implementation trials in the Netherlands, Germany and Belgium show that the SovaCare Experience Table improves the wellbeing and mental health of elderly people and people with dementia.</p>	<ul style="list-style-type: none"> • Easy to move • Trains memory, based on scientific research • Co-created with healthcare organisations. • Stimulation in improving movement and fine and coarse motor skills. • Improves interaction between residents, family and volunteers 	<ul style="list-style-type: none"> • Hospitals • Elderly Care • Mental Health Hospitals • Care homes • Institutions for mental health
<p>Spectator Video Technology Ms. Amanda Touw Marketing, Communication & Business Development www.spectator-video.com</p>	<p>Spectator develops and commercialises worldwide video control and service centre platforms for a wide variety of applications in Security, Healthcare and Communication. The Spectator eHealth & Telecare Communication Platform is THE future-proof solution for remote Primary Care, Chronic Care and Elderly Care services, with the aim to reduce costs and improve efficiency. The SCP platform receives, manages, records and distributes mobile personal alarm calls, patient data and video communication on one digital interface.</p>	<ul style="list-style-type: none"> • 15 years of experience • Multidisciplinary and multiprotocol medical call centre technology • The Spectator platform can integrate, receive, manage and distribute nearly all personal alarming, eHealth and Tele-medicine applications and products 	<ul style="list-style-type: none"> • Healthcare insurance companies • Healthcare providers, e.g. hospitals • Healthcare & Elderly Care monitoring companies and institutions • Telephone companies & ISP providers
<p>Vahlkamp International B.V. Mr. Eric de Munck – Owner/ Director www.vahlkamp.nl</p>	<p>Vahlkamp manufactures and develops Nurse Call sensors, passive and active, for Hospitals, Nursery homes, Elderly homes and Home care. Our niche is special alarm sensors for specific patient groups.</p> <p><u>References:</u></p> <ul style="list-style-type: none"> • WZC Sint-Jozef te Oostkamp • UZ Gent te Gent • Jan Yperman Ziekenhuis te Ieper <p>WZC Huize Sint Jozef te Ieper</p>	<ul style="list-style-type: none"> • Excellent cost efficiency and quality service • Easy to adjust through interactive menu • Specialized in monitoring patients in the bed and in monitoring epileptic seizures 	<ul style="list-style-type: none"> • Hospitals and clinics: Purchase manager, Head IT • Elderly care • Importers, suppliers or distributors of nurse call systems, sensors for patients, detection systems, etc • Ministries