Implementation of Cluster Strategy in Medical Technology and Healthcare Services

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Medical Valley

1. Medical Valley EMN e.V.
2. Siemens Healthcare Global Headquarter
3. Siemens Healthcare MR-Factory
4. Corscience
5. Medical Valley Center
6. Medical Technology Chairs of the FAU
   • Center for Medical Physics and Technology
   • Biotechnology
7. Wissens- und Technologietransferstelle der FAU
8. ZiMT
10. University Hospital Erlangen
11. METEAN/Fraunhofer IIS
12. Imaging Science Institute
INNOVATION CAPABILITIES

Business actors

Entrepreneurial talent

Business creation activities

Higher education activities

Innovation-driven research activities

Research actors

Start-ups, Spin-offs

Entrepreneurship

Outreach

New products, services and business models

JOBS
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
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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (Mio. €)</th>
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</thead>
<tbody>
<tr>
<td>2016</td>
<td>339</td>
</tr>
<tr>
<td>2017</td>
<td>409</td>
</tr>
<tr>
<td>2018</td>
<td>670</td>
</tr>
<tr>
<td>2019</td>
<td>687</td>
</tr>
<tr>
<td>2020</td>
<td>831</td>
</tr>
<tr>
<td></td>
<td>cumulative</td>
</tr>
<tr>
<td></td>
<td>2.9 bn.</td>
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</tbody>
</table>
Implementation of cluster strategy. Outcomes.

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Reduction (Million €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>129</td>
</tr>
<tr>
<td>2017</td>
<td>202</td>
</tr>
<tr>
<td>2018</td>
<td>277</td>
</tr>
<tr>
<td>2019</td>
<td>381</td>
</tr>
<tr>
<td>2020</td>
<td>466</td>
</tr>
</tbody>
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Cumulative: 1.45 bn. Million €
Accelerator SCALE-UP! GoGlobal
Thank you for your attention!

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