

# A Polish trade company seeks manufacturers of medical heaters and offers distribution services agreement

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>Poland</b>	<b>BRPL20230712001</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Supplier agreement</b> <b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Alice MOROSINI</a>	<b>12 Jul 2023</b> <b>11 Jul 2024</b>	<b>12 Jul 2023</b>

## General Information

### Short summary

A Polish importer and distributor of medical tools with over 20-years market experience is looking for production and trade partners able to deliver modern medical heaters (chambers or cabinets). The devices should comply with category I according to MDR (Medical Devices Regulation) 2017/745. The distributor has well-developed contacts in the Polish medical sector. Cooperation based on supplier or distribution services agreement is considered.

### Full description

The Polish company from the beginning of its activity deals with the distribution of surgical instruments throughout the country.

The founder of the company has been operating in the medical market for about 20 years - mainly dealing in equipping the operating blocks.

The company by the person of its founder and owner - is now recognized in many medical facilities in Poland. The ambition of its team is the growing share in the market - as an importer and distributor of high quality medical equipment and a surgical instruments. Apart from direct sale channel the company run an online shop.

The company is already engaged in international trade having partners not only in European but also in Asian market. In view to expand the portfolio the company is looking for new partners who can deliver the medical heaters (chamber heaters or heating cabinets). The Polish company disposes well-developed sales structure and contacts among relevant medical entities in the country. The supplier and/or distribution services agreement is considered as

a basis of cooperation.

Advantages and innovations

Technical specification or expertise sought

The devices should comply with category I according to MDR (Medical Devices Regulation) 2017/745. They should allow to safe heating in all type of containers: infusion fluids, diuretics, most used reagents, infusions, contrast agents, optics, tools and instruments requiring elevated temperature.

Stage of development

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

IPR Status

## Partner Sought

Expected role of the partner

Type of partner: manufacturer or trade company (distributor, wholesaler)

Type of activity: trade of medical equipment.

Role of the potential partner: Willingness to collaborate within supplier or distribution service agreement and to deliver the products to the Polish market.

Type of partnership

**Supplier agreement**

**Commercial agreement**

Type and size of the partner

• **SME 50 - 249**

• **SME 11-49**

• **SME <=10**

• **Big company**

## Dissemination

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Technology keywords

Market keywords

- **05004003 - Laboratory equipment**

Targeted countries

Sector groups involved

- **World**

- **Health**