

# German SME seeks partners to market its nitrous oxide sedation device for patients in dental and medical praxis based on a distributor agreement

## Summary

Profile type

**Business Offer**

Company's country

**Germany**

POD reference

**BODE20220905003**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

**• World**

Contact Person

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Term of validity

**5 Sep 2022****5 Sep 2023**

Last update

**7 Sep 2022**

## General Information

### Short summary

A German innovation award winning medical company is looking for international partners, who are interested in promoting and marketing its innovative nitrous oxide sedation treatment for patients. The device can be used in all medical practices, incl. dentists and hospitals, where anaesthesia is not mandatory, but the patient should remain awake and cooperative. Training of medical staff and maintenance is also required. Distribution and service agreements are sought.

### Full description

The German family led SME was founded in 1993 initially as a specialist in central medical supply systems and installations. The company realised that sedation of patients without anaesthesia was highly demanded by dentists and identified it as a gap in the medical devices market.

Nitrous oxide, or also called "laughing gas", (chemically N<sub>2</sub>O), is a colorless and odorless gas, which was first discovered in 1772. In 1844 the first tooth extraction under nitrous oxide was performed, and since 1960 laughing gas is used daily in many countries around the world to relieve anxiety and pain, primarily in dental procedures.

The company started to adapt the technology to the requirements of modern dentistry and medical praxis, and finally received an award for the development of the first digital oxygen-laughing gas mixer in 2019.

Dentists and also other medical professionals can use the device, which is equipped with a touch screen and state-of-the-art safety features, to easily and safely deliver the optimal dose of nitrous oxide to patients via a face mask, which has an anxiety-relieving effect and reduces gag reflexes such as swallowing.

The company is looking for partners with an excellent market knowledge, position and sales also other high valued medical products in the country. The partner should be interested in expanding his business with an in Germany approved and highly demanded medical equipment.

Under a distribution service agreement, the partner markets the device under exclusive rights.

The partner agrees to train relevant medical staff for the use and maintenance of the equipment.

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#### Advantages and innovations

There are benefits and advantages for both, the practitioner and the patient:

For the practitioner:

- Good controllability / manageability
- Short preparation and follow-up phase (little effort)
- Complications almost impossible
- Relaxed work
- increase in sales
- Reduced treatment time

For the patient:

- Minimal or no respiratory depression
  - Gentle on organs
  - Preservation of the natural protective reflexes
  - No amnesia
  - Increase in well-being
  - decoupling from treatment
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Technical specification or expertise sought

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Stage of development

**Already on the market**

IPR Status

**IPR applied but not yet granted**

Sustainable Development goals

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

## Partner Sought

### Expected role of the partner

The ideal partner has a consolidated position on the national medical devices market and leads a sales business with other high value medical products.

The partner can receive an exclusive dealer agreement after probation period and in return agrees to only sell the company's sedation device without competing products. He is responsible for the registration and approval according to national or regional legislation.

The partner buys a prototype and is actively promoting it, e.g. on fairs, in an own show room etc. He is also active on social media. He follows the company's marketing plan and ideally expand his own business and turnover. He will be responsible for the training of medical staff and ideally owns or is willing to build up an academy with relevant medical experts.

He receives all necessary information from the company and will be responsible for the maintenance agreements with clients.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

- **Big company**
- **SME 50 - 249**
- **SME 11-49**
- **SME <=10**

## Dissemination

### Technology keywords

- **006001012 - Electromedical and Medical Equipment**
- **06001013 - Medical Technology / Biomedical Engineering**
- **06001004 - Dentistry / Odontology, Stomatology**
- **06001017 - Surgery**
- **02007009 - Materials Handling Technology (solids, fluids, gases)**

### Market keywords

- **05004006 - Surgical instrumentation and equipment**
- **05004001 - Electromedical and medical equipment**
- **05004004 - Medical instruments**
- **05007007 - Other medical/health related (not elsewhere classified)**

Targeted countries

- **World**

Sector groups involved

- **Energy-Intensive Industries**
- **Health**