
BASQUE COUNTRY AND SPAIN

Wales Export Market Visit

1-12 March 2021

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This is Export.
This is Wales.

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Taking Wales to the World.

Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, so you won't find a more pro-business Government anywhere.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

Aparito's CEO, Dr Elin Haf Davies, has over 22 years' experience within regulatory and rare disease treatment, working in the European Medicines Agency and Great Ormond Street Hospital. Aparito was created to ease the burden on the clinical staff and transform the patient experience.

It is now recognised as a leader in the med-tech space and was Awarded "Digital Health Innovators of the Year" and "Best Remote Patient Monitoring Solution" in the Global Healthcare and Pharmaceutical Awards 2020. Aparito is a patient focussed med tech company improving the patient experience on a global scale across all continents for over 6+ years.

Product/Service

Aparito is a med-tech company specialising in capturing patient generated data and digital endpoints remotely, with a specific expertise in decentralised and hybrid studies. As a leading provider of mHealth and remote patient monitoring technology with specialist regulatory and clinical expertise, along with its technology, it is possible to capture real-world patient data through a variety of sources. These include eQuestionnaires, videos, voice, pictures and wearable device integration.

Objectives

To engage with other patient focussed companies to continue to improve the patient experience globally.



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Biocatalysts is a global biotechnology company that has been producing speciality enzymes for a variety of industries for over 35 years. The company has been built on an ethos of actively working with customers to develop enzyme-based solutions that meet customer challenges.

Product/Service

Biocatalysts offer off-the-shelf enzyme products, an award-winning customised enzyme discovery, development and manufacturing service (EDM) and contract manufacture of your enzyme in its new world class enzyme manufacturing facility. This EDM service offers customers the opportunity to identifying novel enzymes that fit specific manufacturing or processing needs. The company utilises its knowledge of enzyme chemistry to develop, scale up and manufacture enzymes that are fit for purpose.

The company has expanded its manufacturing capabilities with the completion of an 11,000 sq ft state of the art manufacturing plant at its site in Nantgarw, South Wales. The new facility will increase Biocatalysts' fermentation capacity more than fifteen-fold, establishing the company as an enzyme manufacturer on a larger commercial scale entirely.

Objectives

Biocatalysts attend industry events to meet new potential partners and to offer innovative solutions for the customer to meet specific requirements. The company would also like to understand the different market needs and develop enzymes that meet certified standards, provide process efficiencies, cost savings and continuity of supply.



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CCW – Training Academy is an innovative training provider in Cardiff, South Wales, providing specialised training in management, ICT and specialist programme including your 'Retraining and Upskilling'.



Product/Service

CCW – Training Academy delivers Leadership and Management (ilm) training programmes for individuals and cohorts within organisations. Training modules, which have been specifically designed for new businesses first line management candidates, supervisors, team leaders, managers and others, include:

- Leadership & Management Level 2 Award and Extended Award (Team Leading)
- Leadership & Management Level 3 Award, Certificate and Diploma
- Leadership & Management Level 5 Award
- Management Training for Managers: Endorsed and Development Train the Trainer/Master Class Team Delegation Team Management Business Financials

Objectives

To seek business opportunities in the Basque Country, with potential partners seeking to collaborate with CCW. To seek suitable partners to collaborate for future student exchange opportunities in Wales.



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CPR has set the standard and benchmark for robust call blocking solutions, protecting consumers and preventing fraudulent criminal activity. Recognised by receiving the Queen's Award for International Trade 2018 and 2020.



Providing thoughtful and people focused solutions, making caring for older adults easier and providing them with a better quality of life and prolonging independence. Complete peace of mind and reassurance for family and friends.

Product/Service

With over 1 million customers and over 1 billion robocalls blocked worldwide, CPR sets the benchmark for robust call blocking solutions, putting consumers and businesses in control of their privacy.

CPR Guardian – a comfortable watch with 2 way communication, an emergency assist button, heart rate monitoring and GPS location tracking.

Objectives

To find partners:

–Care product and assisted living product distributors and retail chains

–Monitoring centres for assisted living
–Nursing homes and care home providers
–Local authorities supporting elderly or people with disability

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E2L is an innovative engineering product design company, manufacturing niche products in the healthcare sector. Established in 1998, it has a worldwide reputation for alternative thinking.



In 2005 the Welsh Government declared E2L an “Ambassador for Innovation” and the company has been recognised with numerous awards including Best British Healthcare product in 2015 and has two of its dementia products in the Smithsonian Design Museum in New York.

Product/Service

Specific products for this project are its range of dementia related solutions. These include its highly successful “Simple Music Player for Dementia”, Plush Bear for improving cognisance, “Blys” lighting platform for reducing sleep anxiety and its Dementia Placemats.

All the products are unique and have little or no direct competition.

They have been developed in conjunction with dementia care practitioners and all have positive beneficial improvements for people with dementia.

E2L has additional related products under development

Objectives

E2L trade internationally and is looking for new distributors in Spain. A suitable partner will be operating in the provision of products to the senior care sector, and will ideally be product sellers, not care service providing organisations.

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Based in Swansea, with 20 years of experience in the manufacture and distribution of medical devices for the aesthetic and medical global markets. **Energist** is the founding and leading global provider of nitrogen plasma technology, NeoGen Plasma™ used by plastic surgeons, dermatologists and aesthetic practitioners to improve the quality, health and appearance of their patient's skin.

Product/Service

NeoGen Plasma™ uses thermal energy to naturally restore dermal health and youthful appearance by simultaneously resurfacing, regenerating and tightening the whole skin architecture. Practitioners can tailor treatments according to the patient's desired outcome and recovery profile. The NeoGen EVO has recently been approved for procurement within the NHS.

Objectives

To identify potential distributors of NeoGen within Spain and other European countries. The ideal candidate will already be distributing aesthetic medicine energy devices and possess the necessary sales, clinical, technical and marketing capability to successfully launch and promote a new product in their respective market.



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GPCSL is a Swansea based solutions company working closely with Intel to produce widespread use of three dimensional imaging. Intel produce inexpensive 3D cameras that can be deployed in many sectors to accurately measure in three dimensions.

Product/Service

Accurate and objective wound measurement and monitoring standard wound measurement practices are highly subjective and inaccurate. GPCSL's application standardises wound measurements and consistently provides accurate results. Wound measure allows healthcare workers to quickly and accurately measure the dimensions of wounds, such as pressure ulcers, burns, leg ulcers and foot ulcers. The application utilises low cost 3D camera technology to provide length, width, depth and area measurements, all with a single picture.

Objectives

Wider use of technology to give consistent and scientific care.



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[https://www.gpcsl.com/
healthcare.html#woundcare](https://www.gpcsl.com/healthcare.html#woundcare)

Mangar Health is a world leader in the design, manufacture and supply of inflatable moving and handling and bathing equipment. Established in 1981, this year Mangar celebrates 40 years since the first powered bath lift was sold in the UK. The product portfolio is sold into the emergency services, long term care markets and home care services. As an award winning medical device company, Mangar Health is proud to serve a global healthcare market; from the UK to Europe, Asia, America and Australia.

Mangar
HEALTH

PART OF THE
WINCARE
GROUP

Product/Service

The company has a range of inflatable moving and handling medical devices to support people getting in and out of bed, taking a bath or to enable a carer to lift someone who has fallen.

The unique products protect carers and healthcare professionals from injury when lifting but also ensure the patient is moved safely and with dignity.

Objectives

Mangar Health would like to meet;

- Distributors and dealers that supply home care, long term care or emergency services markets
- Emergency Services Organisations



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Respiratory Innovation Wales (RIW) is a not for profit organisation, supported by Welsh Government, and been operating since January 2019.

Its overall mission is to be a world leading gateway for respiratory innovation with a focus on bringing together commercial organisations, patients and the NHS to inform developments and innovative solutions to respiratory health and well-being challenges. RIW considers itself a significant channel that connects industry with the health and social care ecosystem to translate a good idea into products, devices and approaches that will improve respiratory health and well-being in Wales and beyond.

Product/Service

- **Advisory and Consultancy** to organisations seeking expertise as they develop or enhance respiratory products, devices and treatments;
- **Education and Training** to organisations and individuals seeking real world insights to benefit their innovations and developments;
- **Undertaking Research** and collaborating with other organisations and academics for maximum impact;
- **Supporting the implementation and delivery of multi-site clinical trials** across Wales.

Objectives

- **Utilise the opportunity as a platform** to raise awareness of RIW and its services and expertise available across Wales at an international level

with focus on identifying and supporting innovative respiratory solutions that involve new ways of working and or using technology in respiratory disease to include prevention and management.

- **Network on an international level** to identify future collaborations and collaborators that will bring investment to Wales.
- **Network to identify future collaborations and collaborators** that will lead to export at an international level of RIWs novel therapeutics and services that have been discovered through collaborations across Wales and beyond.



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