

## Securing successful US market entry and scaling

MedTech Bridge assist medical device and digital health companies to realize their potential in the World's largest medtech market; the US.

The partners behind MedTech Bridge have gathered resources from Denmark and the US to develop programs, activities and best practice learnings to cater for the different needs SME's have when planning for or entering the US healthcare market or to improve their current business in the US. We have a hub in Copenhagen, Denmark and Minneapolis, US.

Medtech Bridge programs and activities are adapted to support the member companies' individual needs in their specific development and market entry stages.

Besides accelerator programs there are also more general programs that help companies determine their potential in the US market.

MedTech Bridge and Swedish Medtech are now joining forces to invite partners and companies from Sweden to join the program for increased knowledge about the US market, to get direct contacts to US-based experts and to get tailored support from program managers with experience from the medtech market.

Welcome to join the program!



▶ US Go-to-Market Master Classes



▶ Market fit tests



▶ US-based mentors



▶ Deep dive regulatory programs



▶ Market Access workshops and network



▶ Facilitated sharing of best practices



▶ Monitoring of FDA activities



▶ Soft landing facilitation

**A collaboration between the Danish and Swedish trade associations**

**With support from the Danish Industry Foundation**

**MEDICO**  
INDUSTRIEN

SWEDISH  
**Medtech**

Learn more on our website: [Swedishmedtech.se/medtechbridge](https://swedishmedtech.se/medtechbridge)



## **Anchored in the number one health tech cluster in the World**

In partnership with Medical Alley Association, MedTech Bridge US hub is located in Medical Alley in Minneapolis/St. Paul. The Twin Cities also known as Medical Alley is the number one health tech cluster in the World with 68 health tech inventors per 100k inhabitants; compared to 62 in California, 56 in Massachusetts and 23 in Israel. It is permanently enshrined in the Smithsonian as one of six American “Places of Invention.”

In Medical Alley 510(k) approval processes are 29 days faster than the US average beating both California and Massachusetts. The same goes for PMA's; only here the number is 199 days faster on average.

Medical Alley now adds digital health to its leadership ranks. It might be where the Digital Health revolution has an epicenter - 2016 investments in digital health companies and medical device companies, accounted for 90% of the \$420M raised in Minnesota.

These may be the reasons why health-tech luminaries and IT stars such as GN Resound, Coloplast, Queue-it, Siteimprove and Cludo have chosen Medical Alley for their US headquarters.

## **Apply for your free membership at Medtech Bridge today!**

If you are a medical device or digital health SME/scale-up and ready to plan your US market entry or accelerate your US business, you are welcome to join the MedTech Bridge program. We invite you to enjoy the benefits of a strong network, master-classes and peer-to-peer knowledge distribution of best practices and network in the US. Eligible companies will have access to tailor-made mentor programs. For further information:

*SWEDEN*

**Malin Hollmark**

Swedish Medtech

[malin.hollmark@swedishmedtech.se](mailto:malin.hollmark@swedishmedtech.se)

DENMARK

**Tim Damgaard  
Christensen**

MedTech Bridge

[tim@medtechbridge.org](mailto:tim@medtechbridge.org)

DENMARK

**Kristina Jensen**

MedTech Bridge

[kristina@medtechbridge.org](mailto:kristina@medtechbridge.org)

Learn more at our website: [medtechbridge.org](http://medtechbridge.org)