



Profile sananet. Supporting Business Development Organizations

sananet was founded in the year 2000 as consulting agency exclusive for the health care market. sananet is specialized to help health care companies to enter new markets and to further develop existing ones. Our clear goal is practical help to make our clients more successful by increasing turnover and profit.

Beside consultancy for individual companies, since 2014 we support Governmental and NGO Business Development Organizations. It started with the [Israel Ministry of Economy and IEI](#) Another reference is e.g. [Taiwan and TAITRA](#).

From the experience over many years we have built a modular system so we can support your organization in very small specific topics, where you need special know how or we can do bigger business development projects, accompanying many life sciences companies from your portfolio over a whole year.

You might get a first impression from our website:

[Business Development Health Care](#) (what sananet offers for Business Development Organizations)

- [Market Entry Medical Technology Germany](#)
Individual support for life science companies from your country
- [Training on the German Healthcare Market](#)
Online or on-site and individually adapted to your needs. That could be regarding e.g. the hidden rules of DACH market or insight into the complicated but essential reimbursement system.
- [SWOT Analysis Medical Technology Germany](#)
1on1 Meetings with the life science companies you want to promote. Again that can be online or on-site and we discuss the best way to enter the market. It can include a short SWOT analysis at the end.
- [Business Matchmaking at Trade Fairs and Congresses](#)
- We initiate hand-picked contacts for your health care companies to distributors, strategic partners and key opinion leaders and make your booth on trade fairs as e.g. MEDICA or IDS very busy.
- [Delegation Tour to German Health Care Market](#)
We organize meetings with leading Medtech Companies, Hospitals, Home Care providers or Innovation Hubs, just as you need it.

If that sounds interesting, I would be happy to discuss your needs and make a detailed offer.

Kind regards

Tilo Stolzke
General Manager