

Netherlands economic mission to Belgium

6 – 7 October 2026



Netherlands

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Foreword

Netherlands economic mission to Belgium



It is a great privilege to lead this economic mission to the Kingdom of Belgium. Our delegation of 28 companies and knowledge institutions represents the very best of Dutch expertise in the MedTech sector.

The Netherlands and Belgium are close economic partners and neighbours, bound by history, culture and language. Belgium is the Netherlands' second-largest trading partner; our total export to Belgium was worth EUR 113.813 billion in 2025.

In 2025, the Netherlands Enterprise Agency commissioned a MedTech market study, identifying nineteen Belgian commercial opportunities for Dutch MedTech entrepreneurs. Belgium's MedTech market is a solid and expanding sector, supported by a strong funding landscape and high-quality research and innovation infrastructure.

Belgium's MedTech market offers an exceptionally favourable and strategic entry point for Dutch companies seeking international growth. With annual revenues of over €3.4 billion, it is a solid and expanding sector driven by strong demand for innovative medical technologies. A broad and well-developed funding landscape – combining regional and federal support with access to European programmes – creates a stable, low-risk investment climate where innovation is actively encouraged. Belgium's high-quality research and development infrastructure, and its strong regional clusters linking universities, research centres and industry, form the backbone of this innovation ecosystem – and offer excellent opportunities for Dutch partners to connect, innovate and grow.

This economic mission is designed to turn these opportunities into concrete partnerships and projects. Over the coming days, our Dutch MedTech companies will meet with Belgian counterparts, explore joint innovation, and look for ways to improve patient care and healthcare systems together. The Dutch government is proud to support this effort and to help create the conditions for sustainable, mutually beneficial cooperation.

I am convinced that this mission will help Dutch and Belgian partners unlock the full potential of our MedTech cooperation – from groundbreaking innovations to practical solutions that benefit patients and healthcare professionals alike. Together, we can turn promising ideas into concrete results and further solidify our position in Europe's health technology landscape.

I warmly encourage all participants to make the most of the programme: to network, to learn from each other, and to seize the opportunities on offer. I wish you productive meetings, inspiring conversations and a very successful mission.

Sjoerd Sjoerdsma
Minister of Foreign Trade and Development Cooperation

The Netherlands

The Netherlands



Locations

- 1. Amsterdam (and Airport Schiphol) |
- 2. Arnhem | 3. Assen | 4. Breda |
- 5. 's Hertogenbosch | 6. Eindhoven |
- 7. Enschede | 8. Groningen | 9. Haarlem |
- 10. The Hague | 11. Leeuwarden |
- 12. Lelystad | 13. Maastricht |
- 14. Middelburg | 15. Rotterdam |
- 16. Utrecht | 17. Zwolle |

Introducing the Netherlands

How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive, pragmatic and

open to new challenges, the Dutch have created a flourishing and resilient land.

The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



The Netherlands your partner in sustainable solutions

Worldwide rankings

1st

Largest flower exporter
(Source: OEC, 2024)

1st

Quality of Life Index by Country
(Source: Numbeo, 2026)

2nd

Euro Health Consumer Index Score
(Source: World Population Review, 2026)

4th

Technology Readiness
(Source: Economist Intelligence Unit, 2018–2022)

4th

Largest importer of goods in the world, 842.05 billion US dollars
(Source: Statista, 2023)

4th

Largest exporter of goods in the world, 934,57 billion US dollars
(Source: Statista, 2023)

4th

Leading economy worldwide by Foreign Direct Investment (FDI) inward stock, 2,86 trillion US dollars
(source: Statista, 2023)

7th

Greatest place to live
(Source: World Happiness Report, 2026)

8th

on the Global Innovation Index
(Source: WIPO, 2025)

Facts & figures

Official name:

Kingdom of the Netherlands

Capital:

Amsterdam

Seat of government:

The Hague

Form of government

Parliamentary democracy (cabinet of Prime Minister and Ministers) within a constitutional monarchy

Head of State:

His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau

Location:

Western Europe bordering Germany, Belgium and the North Sea

Administrative structure:

The kingdom consists of four countries: the Netherlands on the European continent and three countries in the Caribbean: Aruba, Curaçao, and St. Maarten.

Special municipalities

The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are located in the Caribbean.

Surface area

41,543 km²

Number of inhabitants (2025):

18,4 million

Monetary Unit:

Euro

Languages:

Dutch, Frisian and on the overseas islands also English and Papiamentu

GDP per capita

(World Bank, 2024):

68,219 US dollars

Number of provinces:

12

Number of inhabitants per km² (2025):

536

Unemployment rate (CBS, 2025):

4%

English speaking Dutch people:

90%

Belgium and the Netherlands:

Collaborating for tomorrow's healthcare

As second-largest trading partners, Belgium and the Netherlands share longstanding economic ties and a common ambition to improve healthcare through innovation. As neighbouring countries with strong life sciences and health ecosystems, both have internationally recognised expertise in medical technologies. Their complementary strengths create opportunities for businesses, knowledge institutions and public organisations to work together on innovations that improve patient care and strengthen healthcare systems.

Both Belgium and the Netherlands are home to leading universities, research institutes, hospitals and innovative companies active in health innovation. Belgium has built a strong position in biotechnology, pharmaceuticals and clinical research, while the Netherlands is recognised for its strengths in medical technology, digital health and integrated care solutions. Together, these complementary strengths provide a solid basis for joint innovation, clinical validation and the introduction of new healthcare technologies.

Addressing shared healthcare challenges

Healthcare systems in both countries face similar challenges, including ageing populations, workforce shortages and rising costs. MedTech can address these challenges by improving patient outcomes, supporting more efficient care delivery and enabling care closer to home. By working together, Belgium and the Netherlands can speed up the development, validation and implementation of new technologies, while strengthening European value chains and resilience.

Innovation through collaboration

Successful innovation depends on close cooperation between businesses, knowledge institutions, healthcare providers and public organisations. Belgium and the Netherlands both have strong innovation ecosystems where these partners work together to bring new healthcare solutions into practice. This economic mission builds on that approach by bringing together organisations from both countries to exchange knowledge, explore business opportunities and develop new partnerships.

Towards a future-focused partnership

The close relationship between Belgium and the Netherlands provides a strong foundation for continued collaboration in MedTech. Building on each other's strengths, this economic mission aims to deepen existing relationships and create new opportunities for MedTech innovation and better healthcare in both countries and across Europe.



Company Profiles



Vincent Eurlings
Co-founder & CEO
vincent@aumens.com



Rick Eurlings
Co-founder & COO
rick@aumens.com

Aumens

Aumens (trade name of Impacteck B.V.) is a Dutch health-tech company in Eindhoven and the first Industrial Design spin-off of Eindhoven University of Technology (TU/e). Founded in 2024, Aumens develops "Warm Technology": products so intuitive that people with dementia can actually use them, giving autonomy back where it is usually taken away.

Our first product is The Aumens Compass — a compass that always points home. No screen, no buttons, just a pointer. It lets people in the early to middle stage of dementia go outside on their own and find their way back, and relieves the daily burden on their informal caregivers by implementing GPS-tracking and an app. It was co-designed and validated with over 150 people with dementia, backed by more than €1 million in research funding for future updates on live guidance, and named one of the eight best care innovations of 2025 (Health~Holland).

Products and Services Offered:

- The Aumens Compass: a navigation device for people with dementia that always points home; device plus monthly subscription.
- Trial and deployment packages for home-care organisations, case-manager networks and residential care.
- Partner programmes for membership organisations and preventive-care platforms.
- Applied research and co-development in Warm Technology with TU/e (ECDT) and Fontys.

Unique Selling Points:

- Radically simple by design: no screen, no menus, no training and validated with 150+ people with dementia.
- Proven traction: in daily use by early adopters, national media coverage and multiple innovation awards.
- First Industrial Design spin-off of TU/e Participations, turning the latest research on autonomy into market-ready products.
- Preferred partner of one of the 7 Alzheimer Centra of the Netherlands.
- One product, three wins: autonomy for the user, relief for the caregiver, postponed escalation of formal care.

Profile of Commercial Contacts Wanted

- Distributors and resellers of assistive technology who can bring the Compass to the Belgian market.
- Home-care and residential-care organisations and case-manager networks helping clients live at home longer.
- Health insurers, mutualities and senior organisations that want to offer the Compass to their members.
- Investors supporting the market launch and European scale-up of Warm Technology.

Aumens

Torenallee 101
NL 5617 BR Eindhoven
The Netherlands
www.aumens.com



Fabio Bambang Oetomo
CEO
fabio@bambi-medical.com

Bambi Medical

Premature babies are monitored day and night with adhesive electrodes and cables. These damage their vulnerable skin and stand in the way of skin-to-skin contact with their parents. Bambi Medical puts an end to this with the Bambi Belt: wireless, skin-friendly monitoring of heart rate and respiration in premature babies.

The company was founded in 2016 by neonatologist Sidarto Bambang Oetomo and his son Fabio Bambang Oetomo. From Eindhoven, 12 employees work together with our manufacturing partners on better care for the smallest patients.

The Bambi Belt is CE-marked under the MDR and is used as standard care at Máxima MC. To date, more than 200 babies have been monitored with the belt, across 6 hospitals in 3 countries. Two clinical studies demonstrated superiority on skin condition and non-inferiority on monitoring quality; the results have been published in 5 peer-reviewed articles.

Bambi Medical has raised € 17.5 million, including a European H2020 grant of € 2.5 million.

Products and Services offered:

- Bambi Belt: wireless, skin-friendly belt for the premature baby.
- Clinical implementation support and training for your team.

Unique Selling Points:

- Less skin damage – the belt spares the very thin and fragile skin, reducing skin injury and infections.
- Free of cables – no wires for the baby to get entangled in; parents and nurses can care for the child more easily and kangaroo care becomes simpler.
- Better insights into respiration – the diaphragm EMG signal makes the work of breathing visible and helps distinguish between central and obstructive apnoea's.

Profile of Commercial Contacts Wanted

We would like to get in touch with Belgian NICUs that want to improve the quality of care for their premature babies; during the mission we would be glad to discuss a clinical evaluation in your own NICU. In addition, we are speaking with investors who want to contribute to the European scale-up of the Bambi Belt.

Bambi Medical
High Tech Campus 29
5656 AE Eindhoven
The Netherlands
www.bambi-medical.com



Pieter Jongert
Sales director
pieterj@bastion365.nl



Sophie de Koning
MarCom
Sophie@bastion365.nl

Bastion 365

Every day, medical professionals need to make critical decisions based on incomplete pictures. A home care provider has no access to the latest records at the point of care. An oncology team prepares for an MDO without access to the full imaging history. The information does exist — but it is out of reach.

Bastion Imagine solves this. It is a secure, EHDS-ready platform for real-time medical record sharing across domains and borders, giving healthcare providers a unified view of all relevant record and images for a given patient — at any time, from any location.

As healthcare increasingly depends on cross-organizational and cross-border collaboration, Bastion365 enables healthcare professionals to securely share information and access critical patient data whenever and wherever it is needed. Serving hospitals, mental healthcare providers, homecare organizations, and other healthcare networks, Bastion365 supports the digital transformation of healthcare through secure, interoperable, and user-friendly solutions.

Products and Services Offered:

- Bastion365: Secure email and file-sharing solutions for exchanging sensitive healthcare information safely and user-friendly.
- Bastion Imagine: An EHDS compliant secure, real-time medical image sharing across healthcare organizations and national borders. The platform provides clinicians with real-time, seamless access to a complete imaging history, regardless of where or when images were created.

Unique Selling Points:

- User friendly, anywhere, anytime access on any device.
- Out of the box integration with existing EHR, Imaging and Lab systems through open standards including DICOM, FHIR, HL7, and EEHRxF.
- Compliant with European regulations, including GDPR, eIDAS, EHDS, NIS2 and CRA.
- Digital sovereignty and privacy controls through attribute-based access control, and comprehensive audit capabilities.

Profile of Commercial Contacts Wanted

- Hospitals, healthcare groups, diagnostic centres, long term care and other care providers interested in improving medical data availability and interoperability.
- Healthcare organizations who seek secure email and file-sharing solutions.
- Decision-makers involved in EHDS, cross-border healthcare collaboration, and digital transformation.
- Local technology partners, system integrators, and healthcare IT providers that serve the Belgian healthcare market.

Bastion 365

Lange Voorhout 92
NL 2514 EJ Den Haag
The Netherlands
www.bastion365.com



Edith Zuiderent
CEO
edith.zuiderent@
belevenistafel.nl

BelevenisTafel / Onwijs

Onwijs is a Dutch health technology company and developer of De BelevenisTafel, providing interactive touch solutions and dedicated software for health and care environments. As an early pioneer in this field, we combine interactive technology with more than 250 purpose-built applications supporting cognitive stimulation, activation, reminiscence, relaxation, social interaction, movement, person-centred care and pain distraction.

Our solutions are used in hospitals, elderly care and other health and care settings.

De BelevenisTafel is active across Europe, including Belgium, Germany, Luxembourg and the United Kingdom. In Germany, we operate under the brand ErlebnisTisch.

Products and Services offered:

- We develop interactive touch tables and screens, mobile and bedside solutions, and wall-mounted touchscreens for health and care environments. Our software includes more than 250 dedicated applications for different target groups and care situations.
- Organisations can personalise the solutions and add their own photos, videos, brochures and other content. We also develop digital pain distraction applications for medical and nursing procedures.

Unique Selling Points:

- Dutch-developed technology combining interactive hardware, dedicated software and content.
- More than 250 applications developed specifically for health and care environments.
- Highly adaptable solutions supporting different target groups, care situations and individual needs.
- Extensive experience in European healthcare markets, combining proven solutions with continuous innovation.

Profile of Commercial Contacts Wanted

We are looking to connect with hospitals, large elderly care organisations, healthcare decision-makers and procurement professionals, as well as distributors, MedTech companies and strategic partners interested in digital care innovation and long-term collaboration in the Belgian healthcare market.



Ruud Evers
International Business
Manager
Ruud.Evers@
rabobank.com

Coöperatieve Rabobank U.A.

Coöperatieve Rabobank U.A. (Rabobank), founded in 1898 is a global financial services leader, operating in 37 countries. Building on their mission 'Growing a Better World Together,' it is Rabobank's ambition to strengthen their leading position in the Netherlands, to be the preferred Food & Agri bank worldwide, and to be the global market leader in vendor finance. Moreover, the strategy is defined by being a Better Bank through excellent customer focus, being rock-solid with empowered employees and their distinctive identity as meaningful cooperative. From this foundation, Rabobank aims to help their customers to shape a Better World within sustainable boundaries.

Products and Services Offered:

Rabobank is a leading cooperative financial institution offering banking, financing, insurance, investment, and wealth management services to individuals, businesses, and organizations.

Unique Selling Points:

Rabobank differentiates itself through its cooperative business model, global leadership in Food & Agri financing, strong local market presence, commitment to sustainability, comprehensive financial solutions, and deep expertise in serving SMEs and corporate clients.

Profile of Commercial Contacts Wanted

Rabobank is proud to be part of this Trade Mission to Belgium, fostering stronger economic ties and collaborative opportunities between the Netherlands and Belgium. As a leading financial institution with extensive international expertise, Rabobank is dedicated to supporting innovation, growth, and cross-border partnerships within the MedTech sector.

**Coöperatieve Rabobank
U.A.**

Croeselaan 18
NL 3521 CB Utrecht
The Netherlands
www.Rabobank.nl



David de Jong
Co-founder
david@darehealth
innovation.nl

Dare Health Innovation

DARE Health Innovation is a venture builder for founders who turn relevant challenges in cure, care and the social domain into independent, scalable companies. We combine structured venture building, sector expertise, market access, shared services and, where appropriate, capital. Founders remain responsible for their ventures while DARE Health Innovation actively helps build the company, validate the market and organise growth.

Products and Services Offered:

- Venture building and dedicated founder coaching
- Problem, user and market validation with care organisations
- Business model, positioning, pricing, sales and implementation support
- Access to experts, partners, investors and shared services
- Support in preparing pilots and phased growth financing

Unique Selling Points:

- A fixed development framework with venture-specific milestones and decision gates
- Care organisations as co-builders, pilot partners and potential customers
- Reusable venture blueprints and shared capabilities across CRM, marketing, sales and finance
- Capital follows evidence: ventures progress when key assumptions are validated
- Experience building ventures including ARNA, VR Bieb, and Slimotheek [upcoming]

Profile of Commercial Contacts Wanted

We seek Belgian care providers, hospitals, social-domain organisations, founders, innovation partners and investors interested in co-development, VR, pilots, market access and scalable health innovation between Belgium and the Netherlands.



Edwin Beckers
Business Developer
edwin.beckers@demcon.
com

Demcon life sciences & health

We are a Dutch contract R&D company providing product design, development, and manufacturing services for innovative technologies in the fields of medical devices, IVD, and biotechnology. By combining high-tech engineering expertise with a hands-on development approach, we act as an extension of our clients' R&D organizations or as their dedicated development partner, supporting projects from early-stage innovation through to market launch.

Our strength lies in our integrated, end-to-end approach: from feasibility studies and proof of concept to manufacturing transfer. Regulatory compliance and quality assurance are embedded throughout the development process, supported by ISO 13485-certified quality management systems and extensive experience with EU MDR, IVDR, FDA, and GMP requirements.

As part of the Demcon Group, we have access to more than 800 engineers across a wide range of technology domains. At the same time, we operate as an independent and trusted development partner, with intellectual property transferred to our clients. This enables us to translate complex challenges into robust and market-ready systems.

Services Offered:

- Feasibility or desirability of your concept.
- Regulatory compliance EU/US.
- Redesigning your product.
- Integration of the latest technologies.
- Optimal user experience.
- Modular product development.
- Transferring from development to production.

Unique Selling Points:

- Over 30 years of experience.
- Multidisciplinary expertise covering system engineering, mechanics, electronics, optics, physics, human-factors and manufacturing under one roof.
- Proven track record in translating complex technologies into robust, manufacturable products.
- State-of-the-art development and manufacturing facilities in the Netherlands.
- Full IP transferred to client.

Profile of Commercial Contacts Wanted

We are looking to connect with medtech and life sciences companies seeking an experienced engineering partner to provide independent, tailored support in the development of innovative healthcare products.

Demcon life sciences & health

Kanaaldijk 29
NL 5683 CR Best
The Netherlands
www.lifescienceshealth.demcon.com



GAMES FOR HEALTH



Kim Plaum
Salesmanager Post-ICU
& Neo-Diary
kim@gamesforhealth.net

Games For Health

We are experts in motivation & health. With a deep understanding of what moves people, we design both playful & personalized solutions that motivate healthy, sustainable behavior change.

For 15 years, we've collaborated with healthcare partners to transform complex health challenges into impactful experiences.

Products and Services Offered:

Post-ICU is a personalized digital diary, shared between a patient and their family and healthcare team. Family and healthcare professionals write in the diary during the ICU-admittance.

Journaling, the act of writing in a diary, has been shown to decrease blood pressure, ease symptoms of depression, and improve immune functioning — all benefits that can help a patient heal and process an emotionally distressing situation, such as the ICU.

Neo-Diary is a diary that supports parents in the emotional processing of their child's hospitalization in the neonatology and/or NICU. The diary is shared between both the little patient's parents, family and loved ones, as well as the care team. Together, they write messages in the diary, for themselves and for each other. It helps capture those precious moments in images and text and supports them in processing their emotions. That increases engagement and strengthens the connection between parents and the care team, and it can prevent PTSD.

Unique Selling Points:

- Person-centered aftercare
- Easily scalable
- Strengthens family and parent participation
- Digital and future oriented care
- Highly experienced team based in The Netherlands

Profile of Commercial Contacts Wanted

We would like to connect with Belgian hospitals, care networks, and knowledge partners interested in digital diary solutions for ICU, NICU and Neonatal follow-up care, patient and parent engagement, and improving the care experience for patients and their loved ones.



Bart Geerts
CEO
bart@healthplus.ai

Healthplus.ai

Healthplus.ai is a Dutch health technology company, founded in 2020 in Amsterdam. Our multidisciplinary team consists of clinicians, AI and software engineers, and regulatory experts. We work with leading hospitals in Belgium, the Netherlands, the UK and the US to make perioperative care proactive.

Postoperative infections — wound infections, pneumonia and sepsis — affect up to 20 percent of adult surgical patients. They double length of stay and readmission rates and cost a Belgian hospital an estimated €35 million in extra spend and lost income. Yet they are typically diagnosed only around day 7-9 after surgery.

PERISCOPE® is our AI-system that re-uses existing data from the hospital EHR to continuously predict which patients are at risk, from before surgery until 30 days afterwards, and turns that risk into best-practice guidance at the point of care.

Products and Services Offered:

- PERISCOPE®: AI Software as a Medical Device for individual patient infection risk, delivered inside the existing clinical workflow.
- Includes, implementation and adoption: a per-hospital programme including local model recalibration and validation on the hospital's own data.

Unique Selling Points:

- EHR workflow integrated: native integration with nexuzhealth, ChipSoft, Epic and Cerner, with no additional data entry by clinicians.
- Certified: MDR CE (Class IIa), ISO 13485 and ISO 27001.
- Benchmark-setting performance: highest accuracy in its class, published in leading journals (The Lancet, JAMA Surgery, BMJ) and re-proven at every site over time.
- Every prediction is explained: clinicians get an actionable signal rather than another alarm.
- Business case: fewer infection-related days beyond the financed length of stay, protecting both hospital capacity and margin.

Profile of Commercial Contacts Wanted

Belgian hospitals and hospital groups (surgery, infection prevention, quality of care, finance), health insurers and mutualities, EHR and health-IT partners, and clinical key opinion leaders in perioperative care. We are looking for reference sites, implementation partners and payer conversations.

Healthplus.ai
Nachtwachtlaan 20
1058 EA Amsterdam
The Netherlands
www.Healthplus.ai



Edwin Roovers
Cluster Manager Life
Sciences
Edwin.Roovers@
hightechnl.nl

High Tech NL

High Tech NL is the leading industry association for the Dutch high-tech sector. We connect companies, knowledge institutions and other partners to strengthen innovation, collaboration and business opportunities across the high-tech ecosystem.

Our activities focus on four key domains: Semiconductors, Robotics, Life Sciences and Energy. By bringing organisations together, sharing knowledge and supporting joint initiatives, High Tech NL helps accelerate technological development and strengthen the international position of the Dutch high-tech industry.

Services Offered:

- High Tech NL supports its members through a broad range of services, including networking and matchmaking, knowledge sharing, access to innovation programmes and collaborative projects, internationalisation and trade missions, events and workshops, and representation of the sector towards government and other stakeholders.
- We also help organisations connect with relevant partners, identify new business opportunities and become part of strong national and international high-tech networks.

Unique Selling Points:

- Strong high-tech network – High Tech NL connects companies, knowledge institutions, government organisations and other stakeholders within a broad ecosystem to accelerate innovation and growth.

Profile of Commercial Contacts Wanted

Looking for companies and other organisations that might be interested in expanding their business and collaborations from Belgium to the Netherlands and vice versa.

High Tech NL

High Tech Campus 27
NL 5656 AE Eindhoven
The Netherlands
www.hightechnl.nl



Joep Jansen
CEO-Founder
Joep@holomoves.nl

HoloMoves

Following successful deployment in the Netherlands and pilot projects in five international markets, HoloMoves is actively expanding into European healthcare systems. At this moment HoloMoves has 15 employees developing, validating and selling mixed reality software. Our 'plug and play' platform is currently used by more than 70 rehabilitation and healthcare organizations, helping patients exercise more independently while reducing the workload on healthcare professionals.

From science perspective we know that physical intensive, motivating and independent rehabilitation trajectories are needed to unburden staff and to create the best outcome measures for patients. Within this new technology era we can make rehabilitation simple, intelligent and engaging. Why waiting for a healthcare professional if you can create safe exercise / training moments with MR independently?

Products and Services Offered:

- Holographic physical rehabilitation applications using a Head Mounted Display (XR headset). NOT VR, in MR you still see the environment, which is not only safer and more user-friendly, it also stimulates the brain in a more efficient way what suits the principals of motor learning.
- A SAAS based license model with remote platform services and optional in company training workshops for professionals.

Unique Selling Points:

- Our MR platform enables safe, independent rehabilitation in real-world environments, making it suitable for use in hospitals, rehabilitation centers and outpatient settings
- Science, tech and creativity in one company makes us strong and gives us better In-depth market and segment knowledge.
- Gamification in therapy protocols, where motor learning principles and plug-and-play-ness are distinctive values.

Profile of Commercial Contacts Wanted

We are seeking partnerships with rehabilitation centres, hospitals, healthcare groups, distributors and innovation-minded healthcare providers that want to improve rehabilitation outcomes while addressing workforce shortages.



Wim Altena
Commercial Director
wim.altena@ims-nl.com

IMS

IMS is a high-tech machine builder specialized in solving complex and high demanding production challenges.

We develop and produce high-quality, automated production solutions for the most precise products. Whether you are looking for a lab setup or a complete turn-key production line. We provide the best automation concepts in high demanding industries

With over 25 years of experience in the field of high precision medical solutions, we assist various organizations with their questions on assembling pacemakers, medical screws, needle arrays, blood testers and more. We are always eager to solve your production challenge, together with you. We offer automation solutions to any high precision question you may have.

Products and Services Offered:

- Production process development and support (pre-studies, Proof Of Concept studies, process analysis)
- Development, build and validation of production machines
- Service and maintenance of production machines

Unique Selling Points:

- IMS is a forward-thinking machine builder for those looking for the next step in manufacturing. We are a Dutch company and operate worldwide with a strong history and experience in the medical market.
- Our machines are producing all around the globe, and with over 25 years of experience we've successfully grown to a medium sized company of 100 skilled engineers. Small enough to act quick, large enough to actually make a difference. Our customers are mainly Medtech based.
- We strongly rely on our values: Collaboration, innovation and commitment to each challenge.

Profile of Commercial Contacts Wanted

Looking for companies that have production challenges in their factories. Especially challenges due to complex production steps, small parts and/or high accuracies.

IMS

Einsteinstraat 14-16
NL 7601 PR Almelo
The Netherlands
www.ims-nl.com

incision



Femke van der Gaag
Managing Director BeneLux
gaag@incision.care



Mark van Deudekom
Healthcare Partnerships
Manager Benelux
mark.vd@incision.care

Incision

Isaac Titsinghkaade 103
NL 1018 LL Amsterdam
The Netherlands
www.incision.care

Incision

Incision operates in many countries and has more than 90 staff working around the world. Our activities in the Netherlands comprise digital solutions that support perioperative teams through surgical preparation, knowledge management and professional education. The Incision client portfolio is diverse, comprising hospitals and healthcare institutions in the Netherlands and internationally, from general hospitals to large specialized healthcare organizations.

Founded in Amsterdam in 2014, Incision is a healthcare technology company dedicated to supporting surgical teams with the knowledge and tools they need to perform at their best. We combine more than a decade of experience in creating high-quality surgical content with deep expertise in perioperative workflows. Our solutions help teams access critical surgical knowledge at the moment of need, enabling them to prepare and work with greater confidence, while supporting smoother workflows, faster onboarding and more efficient operating rooms.

Products and Services Offered:

- Incision Assist: The ConfidentOR™ Knowledge Platform that helps perioperative teams confidently prepare for surgical cases, surgeon preferences and patient needs by bringing preference cards, team knowledge, visual materials and educational content together in one accessible platform.
- Assist Insight: Builds on Incision Assist by analyzing surgeon preference cards to uncover unwarranted supply variation and opportunities to reduce supply costs, turning these insights into evidence-based recommendations that support supply standardization and clinical best practices.
- Incision Academy: A digital surgical education platform providing high-quality surgical learning content to support the continuous development of operating room professionals.

Unique Selling Points:

- Deep perioperative expertise: Incision specializes in the operating room and combines healthcare technology with extensive knowledge of surgical workflows and education.
- We have an experienced team of OR professionals, subject matter experts and implementation specialists supporting healthcare organizations in the Netherlands and internationally.
- Proven impact in the Netherlands and Belgium: Incision has demonstrated measurable improvements in OR performance, confidence and preparedness at hospitals including IJsselland Hospital and Maria Middelaars.
- High-quality surgical knowledge: Incision has more than 10 years of experience creating and curating surgical content, supported by in-house subject matter experts with extensive OR experience.
- Incision's solutions make essential knowledge available at the moment of need and are designed to complement existing hospital systems and workflows.

Profile of Commercial Contacts Wanted

Looking for Belgian hospitals, hospital groups and healthcare organizations interested in digital transformation of the operating room, perioperative education, surgical team preparedness and knowledge sharing, as well as potential partners interested in strengthening healthcare innovation and collaboration between Belgium and the Netherlands.



Arjen Huizinga
CEO
Arjen.huizinga@miguide.nl

MiGuide

MiGuide is a Dutch digital healthcare provider specialising in lifestyle treatment and medical obesity care. We support people with overweight and obesity through evidence-based lifestyle programmes, digital coaching and, where appropriate, obesity medication under medical supervision.

Our model combines lifestyle intervention, medical treatment and digital support in one integrated patient journey. MiGuide works with healthcare professionals, hospitals, primary care organisations and pharmacy partners in the Netherlands. We are now exploring how this approach could be adapted to the Belgian healthcare system together with local partners.

Products and Services Offered

- Digital lifestyle programmes for people with overweight, obesity and related chronic conditions.
- Integrated obesity care combining lifestyle intervention with obesity medication, including medical intake, prescribing, monitoring and follow-up.
- Digital patient journeys supporting screening, coaching, treatment, adherence and long-term behavioural change.
- Partnership models for hospitals, specialist clinics and pharmacies that want to develop or scale integrated obesity care.

Unique Selling Points

- Integrated approach combining lifestyle intervention, medical care, obesity medication and digital coaching.
- Experience in delivering scalable lifestyle and obesity care within the Dutch healthcare system.
- Digital-first model that combines accessibility and scalability with personal support from healthcare professionals.
- Strong focus on long-term treatment, patient engagement, adherence and sustainable behavioural change.
- Flexible model that can be integrated into existing care pathways of hospitals, clinics and pharmacies.

Profile of Commercial Contacts Wanted

MiGuide is looking for Belgian healthcare organisations interested in developing or expanding integrated obesity care.

We are particularly interested in meeting hospitals and obesity centres, private and specialist clinics, pharmacies and pharmacy organisations, and other healthcare providers interested in combining lifestyle treatment with medical obesity care.

Our objective during the mission is to identify Belgian partners with whom we can develop and pilot an integrated lifestyle and obesity medication pathway in Belgium.



Rik Luimes
Innovation & Business
Developer
rik.luimes@nedap.com



Eef Smeets
Innovation & Business
Developer
eef.smeets@nedap.com

Nedap

Nedap is a leading technology company specialising in Digital Twin Technology, combining IoT, RFID, Vision, AI and SaaS into a powerful technology stack. Our solutions bridge the physical and digital worlds, providing real-time insights and automation across Healthcare, Livestock, Retail and Security.

Nedap in Healthcare, strives for a world in which people who want to provide care have the time and space to actually do so. Our mission is therefore: “More time for care.” We aim to contribute to keeping healthcare in the Netherlands accessible, affordable and sustainable, ensuring that people receive the care they need.

The Nedap Ons® Suite is used daily by more than 2,000 healthcare providers and approximately 400,000 healthcare professionals in the Netherlands.

Products and Services Offered:

- Nedap Ons® Suite – a comprehensive Electronic Care Record (ECR) solution supporting the entire care process, from intake and registration to care delivery and billing, both on-site and through mobile applications.
- Integrated care and collaboration – technology that enables healthcare professionals and organisations to work together effectively and securely exchange relevant information across organisational boundaries.
- Mobile and cloud-based solutions – enabling healthcare professionals to access and record information wherever care is delivered.

Unique Selling Points:

- Leading position in Dutch long-term care, serving 2,000+ healthcare providers.
- End-to-end platform covering care and administrative processes.
- Scalable SaaS technology designed for reliable, future-ready care.
- Interoperability expertise enabling collaboration across care organisations.

Profile of Commercial Contacts Wanted

Nedap Healthcare is looking to connect with healthcare organisations, strategic partners and relevant stakeholders outside the Netherlands shaping the future of long-term care, particularly in elderly care, home and community care, disability care and mental healthcare.

Nedap
Parallelweg 2
7141 DC Groenlo
Nederland
www.nedap.com

Provincie Noord-Brabant

BRABANTBUSINESSREGION.COM



Julia Voermans
Policy Advisor
International Affairs
jvoermans@brabant.nl

Province of North Brabant

The Province of North Brabant is a regional government committed to strengthening the regional economy by fostering innovation. Through our mission-driven innovation policy, we focus on themes such as the high-tech industry, healthcare, the energy transition, sustainable food systems, and security.

North Brabant is one of Europe's leading innovation regions, distinguished by its strong innovation ecosystems and the close collaboration between government, companies, and knowledge institutes. Examples include Philips, ASML, VDL, Eindhoven University of Technology (TU/e), and, within the medical sector, Brainport Health, Care Innovation Center, and Pivot Park.

Products and Services Offered:

- International innovation policy including several instruments and funding programs aimed at strengthening regional innovation ecosystems.
- Trade promotion and investment opportunities through our regional development agency, the Brabant Development Agency (BOM).
- Access to European, national, and provincial networks for innovation projects and co-financing opportunities.

Unique Selling Points (Brabant Business Region):

- North Brabant is home to 910 Life Sciences & Health (LSH) companies, representing a significant share of the Dutch sector: 15.6% of all companies and 23.5% of total employment. Approximately 40% of these companies are active in MedTech, building on the region's strong historical foundation established by Philips.
- Close collaboration between healthcare providers, hospitals, businesses, and knowledge institutes enables innovations to be tested, validated, and scaled up more rapidly.
- North Brabant has a strategic international position and offers an excellent location for international talent, market access, and investment opportunities within the sector.

Profile of Commercial Contacts Wanted

For this mission, we aim to explore opportunities within the Belgian MedTech sector and are interested in connecting with government agencies and cluster organizations that are open to collaborating with our region.

Province of North Brabant

Brabantlaan 1
5216 TV 's-Hertogenbosch
The Netherlands
www.brabantbusinessregion.com

PHILIPS



Manon van Raak
Head of Government &
Public Affairs Benelux
manon.van.raak@
philips.com

Royal Philips

Royal Philips (NYSE: PHG, AEX: PHIA) is a leading health technology company focused on improving people's health and well-being through meaningful innovation. Philips' patient- and people-centric innovation leverages advanced technology and deep clinical and consumer insights to deliver personal health solutions for consumers and professional health solutions for healthcare providers and their patients in the hospital and the home. Headquartered in the Netherlands, the company is a leader in diagnostic imaging, ultrasound, image-guided therapy, monitoring and enterprise informatics, as well as in personal health. Philips generated 2025 sales of approximately EUR 18 billion and employs approximately 64,300 employees with sales and services in more than 100 countries

Products and Services Offered:

- Image-Guided Therapy
- Precision Diagnosis: MR, CT, Ultrasound, X-Ray
- Connected Care: Monitoring, Enterprise Informatics, Sleep and Respiratory Care

Unique Selling Points:

- We're a health technology company improving people's health and well-being through meaningful innovation.
- We elevate imaging, diagnosis and intervention through differentiated AI-powered systems and platforms.
- We combine interoperable hardware, software, data, services and long-term partnerships to improve clinical outcomes, productivity and sustainability—from early diagnosis and real-time monitoring to minimally invasive intervention and enterprise imaging workflows.
- Our value lies in co-creating scalable, cybersecure and future-ready care pathways that support staff, standardize workflows across sites and expand access to high-quality care.
- We innovate with leading partners to accelerate scale, impact and returns.

Profile of Commercial Contacts Wanted

Looking for healthcare organizations and governmental institutions that are interested in collaborating in MedTech innovation, Data & AI, Healthcare resilience and preparedness, Stroke care, Cardiovascular Health.

Royal Philips
Prinses Irenestraat 59
1077 WV Amsterdam
The Netherlands
www.philips.com



Sabine van Egeraat
CEO
sabine@sabender.com



Derwin Donk
COO
info@sabender.com

Sabender

Sabender is a Dutch digital health company focused on making patient care more continuous, personalised and empowering. We support patients in building the agency, self-confidence and resilience they need to cope with challenges such as emotional distress, fatigue and loneliness, particularly as healthcare systems face growing demand and long waiting times.

We address the gap between medical care and the support patients need in daily life when their challenges cannot be solved through medical treatment alone. Whether supporting a GP's patient with a personal or emotional concern, or helping chronic patients manage life beyond a specialist consultation, our solutions provide reliable 24/7 support alongside healthcare professionals, helping patients improve their quality of life and healthcare professionals plan care more effectively.

Products and Services Offered:

- SAM AI Patient Mentor – 24/7 personalised conversational support that helps patients navigate emotional distress, fatigue, loneliness and other challenges, helping to improve their quality of life.
- AI Reflection & Social Mirroring – personalised reflection and peer-inspired interaction that builds agency and self-confidence, helping patients stay engaged and identify authentic, practical next steps.
- Longitudinal Patient Insights – anonymised emotional and behavioural insights that support more predictable care planning and provide healthcare professionals with additional context to improve treatment adherence.

Unique Selling Points:

- Behavioural psychology, Positive Health & proprietary AI – uniquely combined in-house to create meaningful digital solutions.
- A new approach to patient engagement – AI-based Reflection and Social Mirroring move beyond information towards agency, empowerment and authentic action.
- Innovation grounded in practice and patient needs – validated with GPs and rheumatologists, with continuous feedback from patient organisations to ensure a thorough understanding of real needs and expectations.

Profile of Commercial Contacts Wanted

We are looking to connect with GPs, hospitals, (chronic) patient organisations, health insurers and universities interested in exploring partnerships for validation, piloting and collaboration.

Sabender

Feike de Boerlaan 177
NL 1019 WG Amsterdam
The Netherlands
www.sabender.com



Edwin Hecker
Managing Partner Life
Sciences & Healthy Living
EHecker@Schuttelaar.nl



Peter Thijssen
Managing Partner Life
Sciences & Healthy Living
PThijssen@schuttelaar.nl

Schuttelaar & Partners

Schuttelaar & Partners is a B Corp-certified strategy and communication consultancy that has been supporting organizations since 1995. As a content-driven organization, we connect stakeholders across the healthcare ecosystem. Our strength lies in a profound understanding of the medical field, from complex scientific content to the needs, perspectives, and priorities of diverse stakeholder groups.

Through in-house expertise in strategy, communication, creative design, ESG, and public affairs, we deliver integrated solutions that drive engagement, alignment, and impact. Our presence in both The Hague and Brussels, and our extensive network enable us to bring together industry leaders, patient organizations, healthcare professionals, policymakers, academics, and wider society to address complex challenges and fostering dialogue.

Products and Services Offered:

- Strategy & communications: in house strategy development and execution to build reputation, engagement and impact. For example, through omnichannel campaigns, internal communications and stakeholder activation
- Public affairs and stakeholder engagement: patient advocacy and societal dialogue through policy analysis, engagement strategies, stakeholder events and EU tours
- ESG advice, climate impact and reporting: sustainability strategy and policy development, ESG reporting according to applicable international standards and climate impact assessments
- Impact Evaluations: qualitative and (semi-)quantative evaluations of health policies, research programs and investments.

Unique Selling Points:

- Healthcare expertise: life sciences professionals working alongside in house communication experts, creatives and public affairs specialists
- Outside-Inside-Out methodology: stakeholder insights driving strategy and activation
- Integrated delivery: strategy, market insights, stakeholder activation, communications, creative production & digital under one roof
- International reach: based in The Netherlands and Belgium, but delivery capabilities across Europe.
- Customer-centric approach: tailored solutions, dedicated account teams and AI-enabled workflows

Schuttelaar & Partners

Zeestraat 84
NL 2518 AD Den Haag
Rue Belliard 199, bte 22
B-1040 Brussels
www.schuttelaar.nl

Profile of Commercial Contacts Wanted

Looking for companies that might be interested in establishing their presence and engaging with their stakeholders when expanding their business from Belgium to the Netherlands and vice versa.



Hereward Burgers
Founding Partner, Director
Hereward.burgers@
Serviceware-se.com

Serviceware Benelux

Serviceware Benelux specializes in software solutions that digitalize and optimize the pre-analytical processes of medical laboratories and diagnostic centers. By connecting patients, healthcare professionals and laboratories through efficient digital workflows, our solutions help reduce errors, improve patient engagement and increase operational efficiency.

With more than 30 successful implementations, Serviceware Benelux is an established and leading technology partner in the laboratory market. As part of the international Serviceware Group, with more than 450 employees across 14 European locations, we combine specialized healthcare expertise with the capabilities of an international software group.

Products and Services Offered

Careware is our central software platform for managing the pre-analytical laboratory process, from appointment and route planning to blood collection, sample identification and laboratory receipt. Careware includes a dedicated route planning module for home visits and medical logistics, powered by an advanced planning algorithm that automatically generates efficient routes. Our proprietary PSE scheduling algorithm supports the efficient planning of appointments at Blood Collection Centres and Diagnostic Centres, while the Careware Appointment Widget enables patients to easily schedule their own appointments online.

Our mobile app and web-based registration solution enable phlebotomists to digitally register collections and link samples directly to the correct patient and order, reducing manual work and identification errors. Careware also supports laboratories, physicians and caregivers in managing patients with chronic conditions.

Unique Selling Points:

- End-to-end paperless workflow – from request and appointment to blood collection and laboratory receipt.
- Near-zero identification and traceability errors – reducing the risk of lost, misidentified or swapped samples.
- Intelligent and automated scheduling – advanced algorithms optimize appointments and routes, increasing organizational efficiency and staff productivity.
- Native mobile app with offline capability – enables phlebotomists to continue working reliably even when an internet connection is temporarily unavailable.

Profile of Commercial Contacts Wanted

We are looking for commercial and strategic partners interested in our solutions or able to support our expansion into Belgium and other international markets.

Serviceware Benelux
Dellaertweg 9 F
2316 WZ Leiden
The Netherlands
www.serviceware-se.com



SkinVision



Erik de Heus
CEO
erik.deheus@skinvision.com



Wim Laloo
Head of Clinical & Regulatory
Affairs
wim.laloo@skinvision.com

SkinVision

SkinVision is a CE-certified medical app (EU MDR Class IIa) that assesses skin spots for skin cancer risk. Using clinically validated AI technology combined with the expertise of a panel of dermatologists, the app analyzes photos users take of a skin spot and provides advice on whether it requires further assessment by a doctor.

We give health systems and health insurers the opportunity to offer this service to their members and citizens.

Founded in 2012 and headquartered in Amsterdam, SkinVision has already enabled more than 6 million skin checks worldwide by over 3 million users. With a mission to reduce skin cancer-related deaths by 50% and save 250.000 lives in the coming decades, SkinVision helps people to take control of their skin health.

Products and Services Offered:

- Users - The SkinVision App: a smartphone app to check the risk of skin cancer based on the combination of AI and dermatologist review
- Doctors - SkinVision Pro: an HCP platform that puts the AI assessment in the hands of the doctor's patient, with results shared directly with the practice for clinical follow-up
- Health Insurers - Partner program to offer the SkinVision service to their members through educational materials

Unique Selling Points:

- AI-driven risk assessment based on 300,000 qualified images, strengthened by an experienced dermatology panel
- End-to-end, affordable and scalable platform for health insurers and doctors
- Helps people with a suspicious skin spot visit a doctor in time to detect skin cancer
- Reduces waiting times at GPs and dermatologists by lowering unnecessary visits through monitoring advice

Profile of Commercial Contacts Wanted

- Hospitals interested in collaborating to improve referral of high-risk patients
- Pharmaceutical & MedTech companies to explore potential collaboration
- Health insurers (mutualiteiten) to discuss collaboration models

SkinVision

Kraanspoor 28
NL 1033SE Amsterdam
The Netherlands
www.skinvision.com

smartQare



Ronald Olie
Co-founder | Business
Development
ronald.olie@smartqare.nl

smartQare

smartQare is a Dutch health technology company dedicated to transforming patient monitoring through continuous wearable solutions. We support hospitals move from intermittent spot-checks to continuous vital sign trend monitoring, enabling healthcare professionals to detect patient deterioration earlier, make better-informed clinical decisions, and improve patient outcomes, and reduce clinical workload.

Our wearable solutions continuously capture physiological patient data and securely transmit it direct-to-cloud via Internet of Medical Things (IoMT) connectivity, where it seamlessly integrates with hospital information systems and digital health platforms. By delivering continuous, reliable patient insights directly into existing clinical workflows, smartQare enables more proactive, efficient, and connected care across the continuum.

Products and Services Offered:

- Wearable Patient Monitoring – viQtor and Healthdot enable continuous monitoring of vital signs across general wards and home settings, supporting early detection of patient deterioration.
- Interoperability & Integration – Seamless integration with hospital information systems, EHRs, and remote (home) monitoring platforms.
- Clinical Insights & Alerts – Continuous patient data and real-time alerts that support informed clinical decisions, improve patient outcomes, reduce clinical workload, and enhance operational efficiency.

Unique Selling Points:

- Continuous wearable monitoring – From general wards to home care.
- Direct-to-cloud connectivity – Secure, real-time physiological data via IoMT.
- Open interoperability – Integrates seamlessly with hospital systems and digital health platforms.
- Actionable clinical insights – Continuous trends and alerts for earlier intervention.
- Scalable connected care – One platform supporting multiple clinical care pathways.
- Proven clinical and operational value – Better patient outcomes with reduced workload and greater efficiency..

Profile of Commercial Contacts Wanted

Hospitals, healthcare providers, healthcare IT companies, digital health partners, and healthcare associations interested in continuous patient monitoring, interoperable digital health solutions, and strategic partnerships.

smartQare
Strijp S - Philiteaan 57
NL 5617 AK Eindhoven
The Netherlands
www.smartqare.com



Jan-Willem Deutekom
Board Member & Co-owner
jan-willem.deutekom@
thaumatec.com

Thaumatec Tech Group

Thaumatec is a company of more than 100 employees in Poland and the Netherlands that combines local market knowledge with strong engineering capabilities. We develop software for the MedTech and Digital Health sector. Our client portfolio includes both startups building their first SaMD product and established companies with CE-marked or FDA-approved products on the market.

As a software development partner, we deliver regulatory-compliant engineering across the entire product lifecycle: from product development to post-market maintenance, cybersecurity, and modernization of legacy systems. All our work complies with IEC 62304, ISO 13485, MDR/IVDR, and FDA regulations.

Products and Services Offered:

- Software development for medical devices (SaMD) and AI-driven medical applications, built from day one with MDR and FDA compliance as starting point
- Post-market maintenance, cybersecurity, and regulatory documentation, keeping products compliant and audit-ready
- Modernization of legacy systems, health data interoperability (FHIR), and
- clinical AI/ML application development
- Advisory services, including technology due diligence, CTO-as-a-Service, and regulatory-focused engineering guidance

Unique Selling Points:

- Deep experience in IEC 62304, MDR, and FDA processes within Medtech and digital health
- Software development combined with regulatory expertise, building compliance in from the start rather than adding it afterward
- Certified quality management system (ISO 13485, ISO 9001, ISO/IEC 27001) supporting every project, including Class IIb and III medical devices.

Profile of Commercial Contacts Wanted

We are looking for Belgian Medtech and digital health companies that need a software development partner, for a new SaMD platform, maintenance of an existing product, or modernization of a legacy system.

Our target audience: founders, CTOs, and quality/regulatory leads, looking to integrate AI, connected devices, or interoperability into their product roadmap.

Thaumatec Sp. z
ul. Joachima Lelewela 8
53-505, Wrocław, Poland

Thaumatec Nederland
Kastanjelaan 400
5616 LZ Eindhoven
The Netherlands



Martin Kirch
Director Health
martin.kirch@tno.nl



Annika van Rosmalen
Business Developer
annika.vanrosmalen
@tno.nl

TNO Health & Work

TNO's mission is to create impactful innovations for the sustainable well-being and prosperity of society.

As a reliable, independent and groundbreaking organisation for applied science and technology, TNO plays a multifaceted role. We innovate, research and orchestrate innovation. We create strong collaborations between governments, knowledge institutions, investors and companies. By uniting diverse stakeholders in national and international consortia and networks, we create the synergy needed to drive innovations.

Healthcare systems are facing increasing pressure due to ageing populations, workforce shortages and the growing burden of chronic diseases. TNO helps organisations develop, validate and implement innovations that improve patient outcomes, increase healthcare efficiency and support sustainable healthcare systems.

Products and Services Offered:

- Digital biomarkers and wearable technologies
- Infrastructure for Remote data collection and patient monitoring
- Clinical validation and real-world evidence generation
- AI for preventive and personalised healthcare
- Health data interoperability and health data spaces

Unique Selling Points:

- Independent applied research and innovation partner
- Bridging healthcare providers, industry and government
- From concept validation to real-world implementation
- Proven track record in public-private healthcare innovation programmes and international consortia

Profile of Commercial Contacts Wanted

- MedTech and digital health companies
- Hospitals and healthcare networks
- Partners interested in validation, real-world evidence and international innovation projects



Hans Bruss
Business Development
hans.brusse@topicus.nl

Topicus Healthcare

Topicus Healthcare is a leading Dutch healthcare software provider with over 650 professionals dedicated to improving healthcare through digital innovation. We develop digital platforms that enable secure information exchange, collaboration and data-driven healthcare delivery. Through our PreventUs platform, we support the organisation and management of population health programmes, including screening, prevention, participant management, invitations, follow-up, data exchange and reporting. Our solutions help healthcare organisations deliver efficient, scalable and people-centred preventive care

Products and Services Offered:

- Population screening & prevention platforms
- Participant management & invitations
- Healthcare data exchange & interoperability
- Reporting & programme monitoring

Unique Selling Points:

- Over 650 healthcare-focused professionals with deep domain expertise
- Proven experience in large-scale public health and screening programmes
- End-to-end platform covering the entire screening pathway
- Secure, interoperable and scalable digital health solutions

Profile of Commercial Contacts Wanted:

- Public health organisations
- Screening programme operators
- Healthcare authorities
- Hospitals and diagnostic networks

Topicus Healthcare B.V.
Singel 25
NL 7411 HW Deventer
The Netherlands
www.topicus.nl



Koen de Hek
Policy Manager Healthcare
hek@vnoncw-mkb.nl

VNO-NCW & MKB-Nederland

We are the main representative organization for businesses operating in the Netherlands. We represent around 80-85% of all private employment, ranging from SME's to the largest Dutch companies.

Within the healthcare sector, not only companies in the field of medical technology are amongst our members, but also pharmaceutical companies, private health insurers, health care providers and many more.

Products and Services Offered:

- VNO-NCW & MKB-Nederland helps shape the policy environment for entrepreneurs operating in the Netherlands.
- We are a prominent network organization connecting entrepreneurs to investors and other private and public stakeholders.
- We ensure access for entrepreneurs to relevant ministries and other political stakeholders at the highest level.

Unique Selling Points:

- As a mandated social partner of the government, we have deep access to the policy environment. This enables us to make a positive impact by using our influence to create more favorable conditions for entrepreneurs.
- We create impact on both the national- and the European level, being directly involved in a wide range of topics, ranging from the MDR-revision to digitization and fiscal policy.
- We have a very broad international network across the world that we use to facilitate market access for our members. We regularly act as co-head of official missions abroad.

Profile of Commercial Contacts Wanted

- I would be particularly interested in meeting with our Flemish counterparts that shape the Belgian policy environment.
- Moreover, it would be great to meet with companies that seek entry on the Dutch market. We are more than willing to use our network and knowledge to help Belgian companies that seek to better understand the Dutch (policy) environment.

VNO-NCW & MKB-NL
Bezuidenhoutseweg 12
NL 2594 AV Den Haag
The Netherlands
www.vno-ncw.nl



Tim Zuiker
Manager Technology and
Systems
tzuiker@zest-innovate.eu

Zest-Innovate

Zest-Innovate mission is to develop and built high-tech systems and devices for third parties with the greatest possible responsibility for the successful outcome. From testing idea's, test benches to creating prototypes or special dedicated product up to producing first series. And after introduction we maintain the product with our services.

The development we carry out today must be your success of tomorrow. This certainly applies to the risk that our customers take to pre-invest in the new developments that they outsource to us. We are happy to share that risk with our clients. With innovative business models that reach further so that the success of our customers also becomes our success and therefore our success also becomes theirs.

Zest-Innovate: Thinking and doing!

Products and Services Offered:

- Imagine: We envision the solution and make it tangible
- Innovate: Big changes through achievable steps and just getting started
- Build: We built what we have invented with our own disciplines and network
- Test: Determining the actual performance against expectations
- Deliver: We do what we promise
- Service: it is better to plan maintained than to solve malfunctions

Unique Selling Points:

- Understanding the key point of the development and potential business
- Focus on successful outcome of the costumer in each step of the design and production process.
- Engineering and producing the solution in our own workshop
- Support of development to production with our large network

Profile of Commercial Contacts Wanted

Looking for companies that what to develop, test or solve challenges with new (medical) devices and setups. From make an idea reality to update prototype to market ready series production.



Maartje Zonderland
CEO/Owner
maartje@z-vz.nl



Candide van Zeijl
CEO/Owner
candide@z-vz.nl

Zonderland & Van Zeijl B.V.

Zonderland & Van Zeijl B.V. was set up in 2021 by Maartje Zonderland and Candide van Zeijl. Maartje is one of the founders of Integral Capacity Management (ICM) in the Netherlands and Candide is a well distinguished expert in Workforce Management (WFM). We currently work with six experts, helping healthcare organizations to optimize patient and staff planning processes.

Our clients include academic and community hospitals, private clinics, mental health institutions, medtech companies and healthcare insurers. Typically, we accomplish an efficiency gain of >30% extra patients treated with the same staff and infrastructure resources.

Products and Services Offered:

For healthcare organizations

- ICM and Planning Quick Scan
- 1–2-year program to implement and secure ICM
- Subscription to maintain ICM (for smaller organizations)
- In-house ICM and Planning training
- Setting up WFM and planning software requirements specifications, vendor selection support

For commercial parties such as consultancy firms, software companies, medtech and healthcare insurers

- In-depth expert knowledge on ICM, planning, WFM
- Support in delivery of change programs in healthcare organizations

Unique Selling Points:

- Small, highly experienced team with hands-on mentality, eager to explore new problems, solutions and markets
- We deliver and ensure implementation
- Software independent
- International experience in Western Europe, Scandinavia, Canada and Australasia

Profile of Commercial Contacts Wanted

We are looking for companies who would like to collaborate on improving planning processes for healthcare organizations in Belgium.

Zonderland & Van Zeijl

Wethouder van Caldenborghlaan 64
6226BV Maastricht
The Netherlands
www.z-vz.nl

Partners



Micha van Lin
Director
micha.vanlin@tfhc.nl



Helena Pluimes
Project Manager
helena.pluimes@tfhc.nl

Task Force Health Care

Since 1996, Task Force Health Care (TFHC) has served as the leading platform for the Dutch Life Sciences & Health sector. By bringing together companies, researchers, NGOs, healthcare providers, and government stakeholders, TFHC facilitates international collaboration and promotes smart, sustainable solutions to global health challenges.

We believe that collaboration is essential to solving global health challenges. By facilitating strategic connections across sectors and borders, we accelerate progress and foster impactful innovations in healthcare. Our success lies in co-creation, working alongside diverse public and private organisations.

Products and Services Offered:

Every organisation's international journey is unique. Based on years of experience, we offer tailor-made support at each stage of your journey. With expert guidance, strategic connections, and tailored support, we help Dutch Life Science & Health organisations and entrepreneurs grow, connect, and succeed worldwide.

- **Select:** Together, we set your ambitions and shape your proposition. Gain access to our market intelligence, define your goals, and set your priorities.
- **Prepare:** Identify opportunities and potential barriers ahead. Join our workshops to improve your skills for conducting international business, find the right business partners, and craft a tailor-made pitch.
- **Connect:** Use our network to connect with future business partners and participate in TFHC activities across the globe. Join our trade missions, pavilions, and other network activities to build relationships with your clients and business partners.
- **Develop:** Grow your business with the support you need to follow up on leads. Let us help you build strong consortia and unlock funding opportunities.

Unique Selling Points:

Today, TFHC has built strong relationships in more than 30 countries across Africa, Asia, Europe, the Middle East and the Americas. Our approach is rooted in collaboration. We harness the power of partnerships and diverse perspectives to tackle healthcare challenges and create long-lasting impact. TFHC collaborates closely with public and private organisations. These partners play a vital role in advancing sustainable healthcare solutions worldwide. They provide essential support through policy, expertise, funding, and international networking, helping open doors to new markets, and enabling effective collaboration.

Task Force Health Care

Aert van Nesstraat
NL 45 3012 CA Rotterdam
The Netherlands
www.tfhc.nl



TRANSFER.LC

TRANSFER your Local Consultancy has been specialized for 25 years in business development and in establishing partnerships between Dutch and other European companies and institutions.

More than 20.000 companies have been supported by TRANSFER's offices in Bogotá, Barcelona, Düsseldorf, London, Mexico City, Rotterdam, Paris, São Paulo;

For this trade mission, TRANSFER has been appointed by the Dutch government to organise the matchmaking. This is done in close collaboration with the mission organisation team, which includes the Netherlands Enterprise Agency (RVO) and the Embassy of the Kingdom of the Netherlands in Madrid.

Products & Services offered

For over 20.000 companies received the following services:

- Export Sales Increase
- Cross border Business Development
- Partner Selection
- Trade Missions & Matchmaking
- FDI Lead Generation

With TRANSFER offices in amongst other:

- Barcelona
- Düsseldorf
- London
- Paris
- Rotterdam



Gerald Baal
Project Director
gerald@transfer.LC



Desiree Roke
Project Manager
desiree@transfer.LC



Tom Sukel
Project Consultant
tom@transfer.LC



Gijs Jonkergouw
Project Consultant
gijs@transfer.LC

Transfer HQ

Sonmansstraat 146
NL 3039 DR Rotterdam
The Netherlands
www.transfer.lc



Contact details

Embassy of the Netherlands in Brussels, Belgium

Trierstraat 31-35

1040 Brussel

Belgium

Phone: +32 26 79 17 11

Email: bru-ez@minbuza.nl



Netherlands