

# Partnering Opportunity

Profile status : Published

## Business Offer

### Japanese manufacturer of surgical instruments for the treatment of trigger finger is looking for distributors in the EU

#### Summary

*A Japanese manufacturer active in the medical field for over two decades produces a re-usable surgical instrument that can be used in the treatment of trigger finger. Conventional instruments are usually immediately disposed of after usage, whereas the Japanese companies' product can be re-used up to 300 times.*

*The company is hoping to find a partner with connections to surgeons who can benefit from this product, and wants to establish distribution services agreements with EU partners.*

<b>Creation Date</b>	01 April 2020
<b>Last Update</b>	22 March 2021
<b>Expiration Date</b>	28 March 2022
<b>Reference</b>	BOJP20200401001
<b>Public Link</b>	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4392ec46-49ec-4124-82cd-910cfe90c95a">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4392ec46-49ec-4124-82cd-910cfe90c95a</a>

#### Details

##### Description

This Japanese surgical instrument manufacturer established in 1968 has been active in the medical field since 1996. They are looking for partners which can distribute surgical instruments to EU markets under an exclusive or non-exclusive distributorship agreement. They are currently manufacturing and selling medical devices to both domestic and overseas customers as well as outsourcing to companies in Asia and Europe. The company

developed a surgical instrument in joint collaboration with a Japanese surgeon. The product is used to treat trigger finger, and stands apart because it can be used repeatedly. Disposable devices with the same purpose are already prevalent worldwide, but those with repeatable use are rarely found.

Disposable types are commonly used due to their high profile and low price. However, the Japanese company instruments can be used over 300 times if used appropriately. This means introducing this instrument can reduce overall costs significantly. Only the needle (18G), which is a component of the instrument set, is disposable. The company is also currently developing a unique needle to be used in combination with the instrument set scheduled to release in August 2020.

Internationally, the company has experience outsourcing medical products and components to Asian and European partners, and is exporting their products to customers in Greece, Puerto Rico and China.

The Japanese company wants to form a close relationship with potential partners in the form of distribution services agreements. Partners will be provided with pamphlets for sales promotion, and they can also count on the Japanese companies' support for product promotion at exhibitions held in the EU. Furthermore, the Japanese company can also introduce surgeons that have experience using the instrument, allowing partners and their network to clarify questions and for assistance mastering the correct procedures.

## Advantages and innovations

The Japanese companies' instrument for treating trigger finger is minimally invasive and alleviates patients' physical burden when compared to conventional instruments and surgical methods. Conventional trigger finger surgery requires an incision size of 20mm, but the companies' new instrument requires only 2mm incisions in two portions. In addition, when using conventional methods, it can take up to 10 days to remove bandages after the operation, but the companies' instrument requires no suture and the incised wounds close within 2 days (in certain cases, only 1 day). Furthermore, scarring on the incised portion is minimal.

The instrument can be used repeatedly, which is further proven by the fact that the Japanese surgeon who co-developed the instrument has been using it on more than 300 patients without failure. This means the instrument has superior cost performance even in terms of total sum of both initial and running cost compared to disposable devices. The re-usable nature of the instrument also results in less medical waste, which is better for the environment.

End users (surgeons) who purchase the companies' instrument can enjoy efficient after-sale service, and direct contact by email with the above mentioned Japanese surgeon to consult for questions and problems.

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## Keywords

### Technology

06001012

Medical Research

### Market

05004004

Medical instruments

### NACE

C.32.5.0

Manufacture of medical and dental instruments and supplies

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## Network Contact

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### Issuing Partner

EU-Japan Centre for Industrial Cooperation

### Contact Person

Rijnties Mark

### Phone number

+8136040281

### Email

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**Open for EOI:**     **Yes**

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## Dissemination

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### Restrict dissemination to specific countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden

### Relevant sector groups

Healthcare

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## Client

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### Type and Size of Organisation Behind the Profile

Industry SME 11-49

### Year Established

1968

**Turnover**

<1M

**Already Engaged in Trans-National Cooperation**

Yes

**Certifications Standards**

ISO 9001  
ISO 14001  
ISO 13485

**Languages Spoken**

English

**Client Country**

Japan

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**Partner Sought**

**Type and Role of Partner Sought**

The potential partner the Japanese company is looking for should be a distributor that has sales experiences in the medical devices industry. They should also have contacts with relevant medical communities such as hospitals, medical universities or medical doctors, specifically, orthopedic surgeons.

Their instrument is proven to guarantee safe, easy and accurate trigger finger surgery. Potential partners should distribute the Japanese companies' product in their domestic market under exclusive or non-exclusive distributorship agreements, whichever would be considered suitable given the local conditions and partners' capabilities.

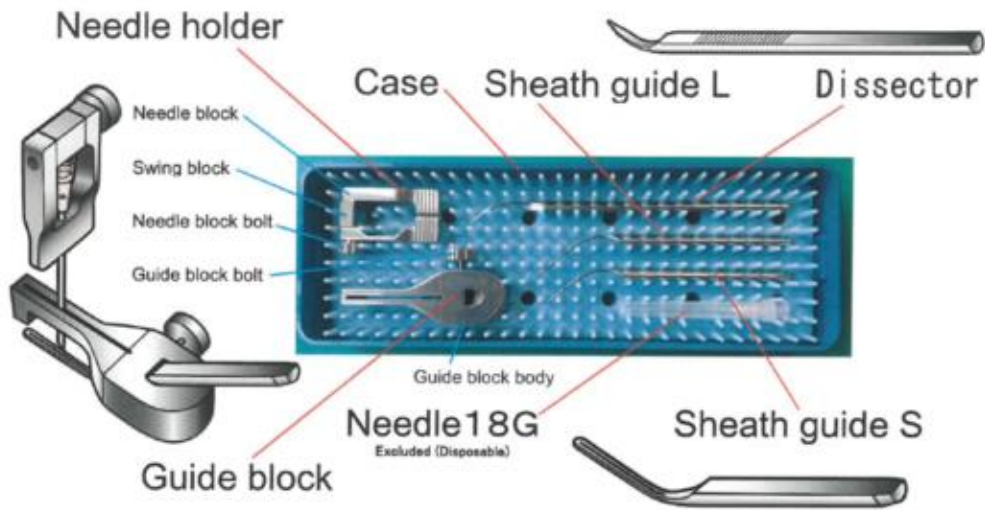
**Type and Size of Partner Sought**

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

**Type of Partnership Considered**

Distribution services agreement

## Attachments



Overview of Instrument