

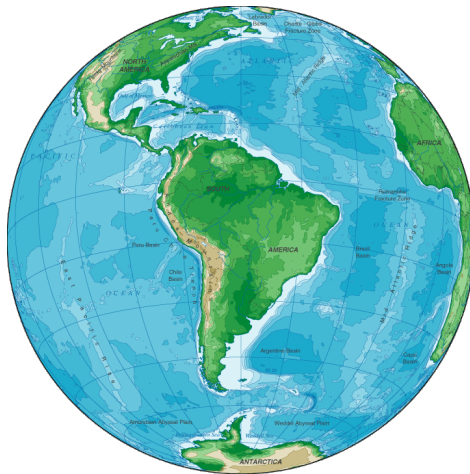
Solmedica

Establishing Your Technology in Emerging Economies



Emerging Economies..... Your Opportunity

At **Solmedica**, our mission is to generate new revenue streams and broader global acceptance for your technology by focusing on important breakthrough opportunities in emerging economies.



www.solmedicallc.com



Who We Are

Solmedica was founded in 2016 in Columbus, Ohio. We are dedicated to promoting market opportunities for innovative healthcare technologies for both human and veterinary applications. Acting as your agent, we identify and develop a sales network for your products in every country you are considering for expansion.

Working with **Solmedica's** experienced and knowledgeable team will establish your company's unique products in emerging economies whose citizens are demanding better healthcare solutions.



Vision

Solmedica believes that physicians and patients in emerging economies deserve the same access to the latest healthcare technology as those of us living in the world's leading medical device markets. Our vision is to ensure that people living in developing nations gain access to YOUR innovative products.

Values

Solmedica believes that we can impact the selection of treatment options in emerging economies by focusing on the clinical benefits of your company's technology and by maintaining an unwavering commitment to the highest ethical standards of business practices in service to our clients.

Solmedica is a proud Independent Representative for...



Arkstone Medical Solutions is committed to reducing the global spread of antimicrobial resistance and the misuse of antibiotics by combining advanced artificial intelligence with a deep understanding of infectious disease. Arkstone interprets lab results so that a patient-specific clinical decision can be made with clarity and accuracy, derived from the latest available evidence-based information. Arkstone also provides antimicrobial stewardship programs to hospitals and other healthcare institutions. Learn more at : www.arkstonemedical.com



MicroGenDX is the leading CAP and CLIA certified laboratory providing the gold standard of microbial diagnostics via DNA Technology for Chronic Infections, PCR and Next Generation DNA Sequencing (NGS).

Utilizing extracted microbial DNA, NGS provides precise diagnostic information regarding the microbes present in a sample versus what a lab is able to grow using standard culture techniques.

For more information related to MicroGenDX, click on this link: www.microgendx.com



LIPOGEMS® technology is used for patients who are not ready for a major surgery, or as an adjunct for patients undergoing surgery to optimize healing of injured tissue. Using a minimally invasive procedure to harvest the patient's adipose tissue, LIPOGEMS® system gently cleans the tissue using only saline and micro-fragments it into an optimal size for injecting. The processed tissue is called MicroFat™ and provides cushioning to support the healing process of damaged or injured tissue. MicroFat™ meets the FDA guidelines for minimal manipulation and is intended for homologous use. LIPOGEMS® is FDA cleared for use in orthopedics and arthroscopic surgery and 9 other specialties and is supported by 125+ peer-reviewed publications.

For more information related to Lipogems, click on this link: <https://understandlipogemsphysicians.com/>

Our Services

Sales and Distribution Channels:

Assessing, identifying and entering into contractual relationships with THE RIGHT business partners is the key to your success in any market. The adage "You're only as good as the people who represent you" is a truism that is accentuated in emerging economies. Relationships with the wrong partners are difficult to change due to legal environments and registration processes. [Solmedica](#) will establish your technology with the best and most reputable sales professionals in each country, ensuring the broadest possible access to your innovative products in the developing world.



Regulatory Process Management:

Emerging economies provide challenging environments for product approvals. The lack of uniformity among countries with respect to regulatory affairs can be confusing and burdensome for companies seeking to expand beyond the US and EU markets. As your Agent, [Solmedica](#) collaborates with a network of established regulatory professionals to achieve the fastest possible time-to-market while ensuring compliance and maximizing communication with your team throughout the entire regulatory process.



Our Services.....

Market Research:

Solmedica provides comprehensive and accurate market research regarding healthcare infrastructure to help our clients identify opportunities for market entry and sales growth in emerging economies. **Solmedica** delivers market research to our clients in an accessible and easy-to-interpret format.

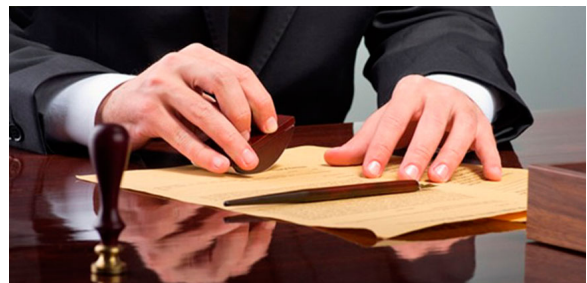


Training and Education:

Patients and physicians everywhere demand excellent outcomes for any medical procedure. **Solmedica** provides training and education programs tailored to your products to ensure that sales and healthcare professionals are working together to achieve optimum clinical results.

Legal Support:

Companies make significant investments in R&D, to acquire intellectual property protection before launching their products in the US and EU markets. **Solmedica** works with reputable legal firms in every market to ensure protection of your technology and patents.



Steve Brennan



Steve is a sales executive with 30 years of experience in the healthcare industry. He has delivered exceptional results in leadership positions in both the U.S. and international markets, including 20+ years with a leading Fortune 500 Corporation.

Having lived, studied and worked in Latin America, Steve believes that innovative healthcare solutions can be delivered at a reasonable cost to many new customers who desire access to more life-improving technology.

Steve is fluent in Spanish and has a working knowledge of Portuguese. His major strengths include sales leadership, development of sales and distribution channels, incorporation of new business entities, project management, negotiation and problem resolution.

Action Team

The **Solmedica** Action Team includes a Market Research Analyst, an Operations Manager, and a broad network of associates with expertise in Regulatory Affairs and Quality Control, Compliance, Training and Education, Legal, Customs and Importation, and Warehousing in each major market in Latin America.

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