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Medical Devices in Scotland has pulled together a series of case studies to highlight the extent of the skills and expertise available in the medical technology sector in Scotland, along with examples of collaboration throughout the industry which has helped companies compete both at home and abroad.



Clean Bill of Health for China

Armed with over 20 highly skilled staff and an enviable record in Deloitte's Fast 50 Technology companies over the past three years, Andersen Caledonia is not only conquering markets in Europe, but is now poised to make a clean breakthrough in China.

It is one of the first Scottish companies to receive FDA approval in China for medical equipment under the new registration process. This specialist business dealing with infection control covers everything from manufacturing and installing sterilisation equipment, to sterilising consumables such as medical gowns, bandages and scalpels, to providing microbiological testing services for a series of healthcare establishments across the UK.

Covering all stations

In any one week, Managing Director Jonathan Lintott can be co-ordinating a team of testers scrutinising endoscopic washers in London, whilst the Lanarkshire production staff sterilise haemostatic clips for worldwide distribution. Complementing the main facility in Bellshill is a sub facility in France and associated sales offices in Hong Kong and Essex.

Jonathan is rarely in the same country from one end of the week to the next. "We're global – not local," he adds as he recounts his contracts spanning 40 countries around the world. His aim for 2006 is to establish a stronger foothold in Asia and Eastern Europe.

Jonathan comments, "Although our equipment is already used in the premier hospital in Beijing, the country's new strict procurement policies have made the process of selling into the country impossible without the Chinese FDA stamp of approval. The process of achieving this accreditation was a major exercise, but faced with the potential market and a drive to conquer new ground, we felt that this was a necessary investment of time for the company.

The value of people

"The greatest asset in the business is the highly skilled staff, the majority of whom have studied in Scotland, but who have also come from leading lights in the technology field. It is encouraging to see that technological talent is not only being born in Scotland, but has the chance to grow and develop here," he continued.

But it's not just Andersen Caledonia's own staff that are a feather in the cap of the Scottish life sciences sector. Many of Andersen Caledonia's clients operate within Scotland. As the only plant of its kind in the country, Anderson Caledonia works very closely with many other young Scottish medical device companies. Airway specialist Aircraft Medical used the company to sterilise disposable blades for its brand new Laryngoscope and the company worked with Eden Medical to manufacture a new haemostatic clip for Europe. The company has sought out partnerships with the large and growing base

of emerging life science companies across the UK. This effort has been helped greatly by the support of MDIS. Jonathan has been greatly encouraged by the support shown by the NHS towards local innovative companies and hopes that this will continue in the future despite changes in the way procurement is managed.

It is no surprise that the company has grown at a rate of over 15% per annum over the last 5 years, with forecasts to double again in size by 2010. Prompted by the increasing concerns over the re-use of disposables, and the ever clear and present danger of biological terrorist attacks, healthcare services the world over are having to put infection control in the priority slot from which it should never have slipped.

This expedition to China for Andersen Caledonia has been an important journey. Where this company leads, many more can follow.