

Planning to go international?

A successful establishment on the first international market is crucial to how quickly a company can become profitable. Sahlgrenska Science Park's program for internationalization, is aimed for small medtech companies that have their sights set on an international launch. The program offers a faster and more cost-effective way focusing primarily on the British market.

There are many reasons for choosing Britain as a first international market for Swedish medtech companies. One is the focus on investments within Life Science. Foreign innovations are sought after to improve health care and Swedish innovations have a high reputation.

Furthermore, the multicultural character of the market makes Britain a good springboard for entering the global market.

Is your network wide enough?

The road may be tricky and full of surprises. We will help you to avoid the pitfalls, detours and unnecessary costs.

With a clearly planned process, extensive knowledge of how the British market works and with a strong strategic network, we provide an effective internationalisation support process.

How robust is your market analysis?

Through the planning process, you will gather information and learn how to approach your market in an efficient way. The first and most important questions are:

1. What is the competition like?
2. What problem solves your product for the end user?
3. Will it deliver cost benefits for the client compared to current solution?
4. Will it increase patient safety and prevent disease?
5. What regulatory requirements must be followed?

A different approach for every project

Every business is unique and has its own special requirements, goals and priorities. Together we make an individual action plan and guide you through the different steps of the program. Contact us today for more information!



How to apply

Sahlgrenska Science Park has two admissions cycle each year to the internationalisation program and is open for small medtech companies across Sweden.

Apply to the program by contacting Ted Ternander, Business Advisor and Program Manager. Phone +46 703 969 309, email: ted.ternander@sahlgrenskasciencepark.se.

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