

Japanese SME having developed a cloud service for training on simulated vital sign monitor is looking for an agent in target EU countries.

Summary

Profile type

Business Offer

Company's country

Japan

POD reference

BOJP20240220006

Profile status

UNDER_VALIDATION

Type of partnership

Commercial agreement

Targeted countries

- **Italy**
- **Greece**
- **France**
- **Spain**
- **Portugal**

Contact Person

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Term of validity

20 Feb 2024
19 Feb 2025

Last update

1 Mar 2024

General Information

Short summary

A Japanese SME offers cloud service for emergency care training with simulated vital sign monitor. In house developed with Japanese doctors and professionals, the software allows both on-site and remote medical trainings. The company is aiming to develop its activities in the EU focusing on the following countries: France, Greece, Italy, Portugal, Spain and is looking for an agent to help it in this goal under an agency agreement.

Full description

A Japanese company offers cloud service for emergency care training with simulated vital sign monitor. They have been developing software to support many institutes and research facilities in Japan for more than 40 years since establishment. The service has been developed with Japanese doctors and professionals to easily implement simulated vital sign monitor for the training purposes.

They are looking for hospitals, clinics, medical training facilities and professionals who would consider utilizing simulated vital sign monitor for on-site or remote medical training. They believe that the service would benefit the medical facilities to hold an efficient training.

They are also looking for an agent familiar with medical training products and services to promote and sell the service under an agency agreement. English versions of marketing tools such as pamphlets, images and videos will be provided to the agent for promotion.

Since a couple of years now, the company is in a distribution agreement for their product with a Dutch partner, and recently started a distribution agreement for their product with an Indian partner.

Advantages and innovations

The cloud service's simulated vital sign monitor provides a new method to hold and proceed with medical training. The service enables the instructor to manipulate the vital signs display, replicating the various scenarios and challenges presented in real-life situations.

Trainees will be prepared for real-world experience and have a better understanding of emergency care. Scenario management makes it easy to proceed training by using pre-set vital sign values. It is also possible to hold both on-site or remote trainings, with instructor or doctor providing training to students in different location. Additional hardware for the training is not required. Hospitals, clinics, and medical training facilities can use their own computers, multipurpose mannequins, and other training equipment.

Key Features of the service:

- Cloud-based vital signs monitor simulator and scenario management
- 4 vital signs (Heart Rate, Peripheral Oxygen Saturation (SpO2), Blood Pressure, Respiration Rate), 15 different electrocardiogram waveforms
- Real time control of vital signs monitor with simple and intuitive user interface
- Fully customizable and centralized scenarios and scenes data
- In-training media sharing (custom pictures and build-in sound)

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

IPR Status

Partner Sought

Expected role of the partner

The partner would promote and sell the cloud service to hospital, clinics, and medical training facilities. The partner must have strong computer and information technology literacy.

It is desired that the partner has experience working in the medical industry and having active clients or contacts in medical training facilities.
The partner must not sell or deal competitive products.
The commission and marketing territory to be discussed and mentioned in the agency agreement.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **University**
- **Big company**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **02007012 - Medical/health software**

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Sector groups involved

Media

Images



[Product image](#)