

A Dutch MedTech company specialized in advanced wound care is looking for a dedicated distribution partner to enter the market in Japan.

Summary

Profile type

Business Offer

Company's country

Netherlands

POD reference

BONL20250922001

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• **Japan**

Contact Person

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Term of validity

22 Sep 2025

22 Sep 2026

Last update

22 Sep 2025

General Information

Short summary

A Dutch MedTech scale-up is specialized in advanced wound care and developed an innovative, highly-effective, IP-protected and certified solution for treatment of complex wounds, leveraging cold plasma technology. The company would like to enter the Japanese market, where its aging population and high anti-biotics resistance rate provides an attractive opportunity. The company is looking for a distributing partner that can navigate and lead the go-to-market. A commercial agreement is foreseen.

Full description

A Dutch MedTech scale-up is specialized in advanced wound care and developed a technology and product for the wound care market. The product is CE and ISO certified and received the EC Declaration of Conformity.

The technology leverages so called 'cold plasma'. A plasma involves the ionization of a gas, in this case atmospheric air. Such ionization creates reactive species (ozone, nitrogen oxide, etc) that break bacteria biofilm in the wound and trigger the healing process.

In plasma medicine, cold (ie room-temperature) plasma is applied to the human body. The company's solution, PLASOMA, is specifically designed to help patients suffering from complex wounds, such as Venous Leg Ulcers and

Diabetic Foot Ulcers. These wounds have poor healing profiles with traditional wound care. PLASOMA helps close 2.5x more of these wounds than the standard of care (RCT).

The MedTech is a technology company and works with distribution partners to open new markets. In addition to leading its home market, The Netherlands, it is already successfully partnering towards market entry in the United States, China, Middle East and South Africa.

The company believes that Japan, with its aging population and high anti-biotics resistance rate, could be a suited market as well. Hence, the company is looking for a distributing partner to lead the go-to-market process. A commercial agreement is foreseen.

Advantages and innovations

PLASOMA helps close complex/chronic wounds faster with Cold Atmospheric Plasma technology. These complex wounds (diabetic foot ulcers, venous leg ulcers, pressure ulcers) especially hit elderly and are very costly to treat. Because PLASOMA is a portable solution, treatment can be administered either through home care (wound care nurses) or in-clinic (vascular surgeons, wound care nurses, diabetologists, etc).

- PLASOMA therapy closes 2.5x more complex wounds than standard wound care
- The treatment is well tolerated by the patient
- Treatment easily fits in existing standard of care routines
- By closing more wounds, the treatment delivers >40% health cost savings and > enhances healthcare productivity >50%

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

IPR granted

IPR Notes

Sustainable Development goals

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

Partner Sought

Expected role of the partner

The company is looking for a distributing partner to lead the go-to-market:

1. Regulatory pathway (the Medtech company supports)
2. Clinical pathways (the MedTech supports)
3. Reimbursement pathways
4. Commercial pathway

Type of partnership

Commercial agreement

Type and size of the partner

• **SME 50 - 249**

• **Big company**

Dissemination

Technology keywords

• **01002003 - Electronic engineering**

Market keywords

• **05004001 - Electromedical and medical equipment**

Targeted countries

• **Japan**

Sector groups involved

• **Aerospace and Defence**

• **Health**

• **Energy-Intensive Industries - BioChemTech**

• **Electronics**

Media

Images



[20190520Pulser600x400-600x400.jpg](#)



[Treatment_foot_glove730x.jpeg](#)

PDF documents



[PLASOMA introduction sheet.pdf](#)

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