







# Berlin and DMEA

Delegation, Digital Health  
April 8-10, 2024



ORGANISED BY	IN PARTNERSHIP WITH				
		 Embassy of Sweden Berlin	 The Accelerator at Sahlgrenska Science Park	 SWEDISH Medtech	 Tysk-Svenska Handelskammaren Deutsch-Schwedische Handelskammer

# Message from the organizers



## Dear Friends,

We are delighted to organize this delegation to Berlin and DMEA with such an exciting mix of stakeholders with the joint interest of digital health. The delegation truly embodies the Swedish tradition of cross-sectoral collaboration, representing hospitals, public sector and innovative companies.

Germany being Sweden's number one country for export and a top priority for Swecare's members makes the delegation even more relevant. The focus on Germany has been built up by increasing knowledge about the German market in healthcare and DiGA/DiPA through webinars during spring.

We hope that our visit will contribute to creating valuable connections strengthening the ties between Sweden and Germany in the field of digital health even stronger.

We would also like to take the opportunity to thank our partners in this; Business Sweden, Embassy of Sweden in Berlin, Sahlgrenska Science Park/CO-AX Accelerator, Swedish Medtech and The German-Swedish Chamber of Commerce.

Let's connect!



**Stella Ezimoha**  
Head of Communications  
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Regional Director



# Swedish Participants





# AI Medical Technology AIM

## Representatives



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AI Medical Technology has developed Dermalyser - a clinically validated smartphone application powered by artificial intelligence (AI) providing diagnostic decision support for melanoma to medical professionals. The medical professional takes an image of a suspicious skin lesion and is presented with an accurate result within seconds.

With Dermalyser, skin cancer can be detected in time and unnecessary surgeries can be avoided while the standardised course of care for melanoma becomes time and cost-efficient.

Dermalyser is expected to be CE approved according to MDR mid 2024.

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# Care to Translate

## Representative



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Care to Translate: your digital medical translator, revolutionizing healthcare communication. Seamlessly connect professionals and patients, overcoming language barriers.

Whether complementing interpreters or in their absence, our platform ensures uninterrupted communication. Access medical translations in text and sound for 45 languages on your device, anytime, anywhere. Downloadable content ensures availability offline, with personalized support for your clinic.

Our solution prioritizes IT security, not storing patient data, aligning with protocols seamlessly. Empower your team with the fluidity and efficiency of Care to Translate and ensure patient safety and efficiency throughout the entire patient pathway.

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# Cloudberry Care

## Representative



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Cloudberry Care aims to modernise elderly care and address the sector's glaring challenge: a lack of staff and resources.

Cloudberry Care offers a unique and complete, two-in-one solution that combines personal alarms and self-monitoring functionality for both emergency and preventive care. By digitalising elderly care and enabling certain patients to self-monitor more parts of their condition, healthcare providers can hope to keep up despite staffing shortages.

These capabilities can be gained from Cloudberry Care's IoT-based solution. With them, care providers can move into the proactive and resource-efficient future of care. By developing Carewatch on Sony's mSafety technology, Cloudberry Care can ensure reliable connectivity, secure data and two-way communication.

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Helena Kolvik  
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Dosell revolutionizes medication management with its patented medicine dispenser. In Sweden, where 300 people are hospitalized daily due to medication errors, Dosell ensures right medication – at the right time, and accurate dosing by automatically dispensing pills in pre-packaged pouches.

This life-saving innovation not only reduces the risk of overdosing or missed doses but also provides peace of mind for patients, families, and caregivers. Dosell's smart reminders and remote monitoring capabilities enable healthcare professionals to intervene promptly, preventing hospitalizations.

Saving lives, time, and costs, Dosell is a beacon of patient safety, empowering individuals to live independently while streamlining healthcare processes. Dosell creates a safer and more efficient healthcare environment for communities, reducing expenses and enhancing overall well-being.

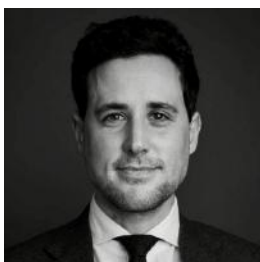
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Essity is a global, leading hygiene and health company. Every day, our products, services and solutions are used by a billion people around the world. Our purpose is to break barriers to well-being for the benefit of consumers, patients, caregivers, customers and society.

Sales are conducted in approximately 150 countries under the leading global brands TENA and Tork, and other strong brands such as Actimove, Cutimed, JOBST, Knix, Leukoplast, Libero, Libresse, Lotus, Modibodi, Nosotras, Saba, Tempo, TOM Organic and Zewa. In 2023, Essity had sales of approximately SEK 147bn (EUR 13bn) and employed 36,000 people.

The company's headquarters is located in Stockholm, Sweden and Essity is listed on Nasdaq Stockholm.

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Evondos Group, the provider of the Evondos service and the Medido service, is the leading company in Europe when it comes to automated medicine-dispensing systems.

With over 600 care organizations, cities or municipalities as customers throughout the Nordics and The Netherlands, the group is responsible for tens of millions of medication pouches being correctly dispensed — with an adherence rate of 99 percent and more than 800 000 working days saved.

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Getinge is a global provider of innovative solutions for operating rooms, intensive-care units, sterilization departments and for life science companies and institutions.

Based on our first-hand experience and close partnerships with clinical experts, healthcare professionals and medtech specialists, we are improving the everyday life for people, today and tomorrow.

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ImagineCare offers a leading digital healthcare platform for RPM, Remote Patient Monitoring. Patients measure their values from home with continuous and direct contact with their caregivers through an app, making healthcare efficient, personalized, and safe.

Our platform provides patients with increased safety and control over their health while also helping healthcare professionals to spend more of their time on what's most important - the patients. Continuous measurement of health data provides patients and nursing staff with valuable information for the personalized care plan, while notifications help prioritize who needs help first. All this while the patient is in their safe place – their home.

ImagineCare offers Sweden's largest platform for remote patient monitoring; we currently monitor citizens in several Swedish regions where we monitor citizens suffering from chronic conditions such as high blood pressure, heart failure, asthma/COPD, and diabetes. Our platform is modernly built, has open interfaces, and supports international standards, which provides a future-proof solution that can be easily adapted to the needs of caregivers and patients.

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# Mabel AI

## Representative



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Mabel AI offers an AI-based solution to the problem of language barriers in healthcare. In emergencies, communication makes the difference between life and death. In a cardiac arrest situation at home, every minute of waiting for an interpreter's instructions on how to resuscitate reduces the chances of survival by 10%. In reality, the interpreter can rarely be located so quickly.

Language barriers are a major obstacle to national and international sustainability goals for public health, health equality and integration, and strain health care services and finances severely. In Germany, with the Fachkräftemangel problem in healthcare, Mabel offers a quicker way for the newly arrived healthcare staff from other countries to be productive and communicate effectively with German-speaking patients.

Our solution: Mabel AI has developed a groundbreaking solution that enables instant voice-to-voice communication between patient and health care provider, while safe-guarding confidentiality by performing all AI operations inside the mobile device. No data leaves the phone, or the room, except possible transfer of information to the patient journal through secure channels. This makes Mabel the most secure and fully GDPR- and patient secrecy law-compliant transcription and translation solution in the world! The voice-to-voice translation makes it accessible to anyone regardless of age, education level, technical proficiency, and medical condition – all you must do is to speak freely in your own language.

Founders: Karolina Jabbar, MD, PhD, Postdoc (MIT/Harvard) and Shahid Jabbar, PhD AI, TU Dortmund).

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## Representative



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NorthernLight Diagnostics AB is a spinoff from the Department of Neuroscience, Karolinska Institutet, Sweden.

The company's mission is to shorten the time between diagnosis and symptom relief for patients suffering from mental illness. The main advantage is focused on objective individual patient measurements to support evidence-based mental healthcare. The core offering is shorter suffering for patients and relatives. This reduces the cost for society and care providers, and limits spending on pharmaceuticals.

Ahead - treatment advisor, our first AI-based decision support for healthcare professionals, predicts the outcome of several antidepressive interventions based on patient's own patterns of activity before treatment initiation.

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For too long, pressure ulcers have caused great suffering to many individuals. And cost healthcare both money and resources. Established subjective methods need to be supplemented to find the risk group.

PU sensor has a method that evaluates microcirculation, is objective, is based on measurable physiological data, and is supported by both Swedish and international research.

PU sensor AB is Swedish company stated in Linköping 2016 by Professor Anna-Christian Ek och Associate Professor Margareta Lindgren. The PU sensor device is CE marked since 2020 and MDR classified since February 2024.

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Sahlgrenska University Hospital has been here for almost 250 years. We care for the sick, conduct research and save lives around the clock, 365 days of the year. Today, healthcare can do things that we could only dream of yesterday. By pooling the knowledge of many thousands of employees into the best care for our patients and with world-leading research, innovation and education, we build modern healthcare.

We are Sweden's largest hospital and one of the largest university hospitals in Europe.

- Centre for Digital Health
- AI Centre
- Innovation Platform
- Fellowship in Innovation and Technology

Sahlgrenska International Care is Sahlgrenska University Hospital's centre for international collaborations contributing to the development of healthcare – both locally and globally.

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TechSverige is an industry and employer organization for all companies in the tech sector, with the task of creating, together with the members, the best possible conditions for a competitive Swedish tech industry.

Among our approximately 1,450 member companies - which in total have close to 100,000 employees in Sweden - everything from small startup companies with a few employees to large, multinational companies with thousands of employees around the world can be found.

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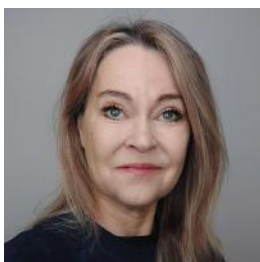
**eHälsomyndigheten**  
Swedish eHealth Agency

# The Swedish eHealth Agency

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The eHealth Agency is an expert government agency for matters relating to e-health.

We have a central role in the emerging national digital health data infrastructure. We coordinate the government's initiatives in e-health and follow developments in the e-health area, both nationally and internationally.

We offer a number of e-health services and digital solutions for private individuals and for employees in health, care and social services. The e-prescription service and Covidbevis are the best known. We are also responsible for statistics in the field of pharmaceuticals.

The agency's seat is in Kalmar and we also have an office in Stockholm. The Director General is Gunilla Nordlöf.

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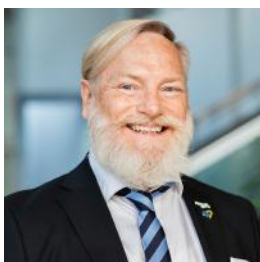


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Vitalis is the largest eHealth event in Scandinavia, focusing on digital health, welfare technology and innovation. Here, the most important players within the public sector, academia, politics and industry come together with the shared aim of building their knowledge and improving tomorrows healthcare.

With over 6000 participants, around 400 program sessions, and 250 exhibitors, Vitalis is an annual gathering for everyone who wants to contribute to shaping the future of healthcare.

Welcome to join the discussion about challenges, solutions, and how visions become reality!

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**VSA Innovation**  
SmartUrine

# VSA Innovation

## Representative



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VSA Innovation's mission is to develop and commercialise technological solutions for monitoring and detecting early signs of diseases. We do this by automating and digitalising manual health tests, thus creating a process that is much more efficient, secure and convenient for both caregivers and patients.

The first step is SmartUrine, which is a fully-automated, digitalised and sustainable urine test solution. SmartUrine makes the procedure much quicker/smoothier and more reliable both for the nurses/doctors as well as patients.

SmartUrine also eliminates the use of thousands of plastic cups/tubes/gloves per day, reducing significantly the carbon footprint.

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# Organizers





# Business Sweden

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Business Sweden is jointly owned by the Swedish state and the Swedish business sector with a mandate and a mission to help international companies gain access to the Swedish market and help domestic ones utilise it as a platform for expansion.

Sweden's goal is to be a leading nation within digital health and be at the forefront of innovation and implementation of advanced healthcare. Business Sweden inspires, supports, and accelerates Swedish digital health companies' ambitions to step up and make an impact on the global stage. We welcome high-impact corporations to invest in Sweden to expand the industry and collaborate to push the boundaries of precision medicine, connected health, and infection control.

Our clients range from start-ups via small- and medium sized businesses to multinational enterprises – with tailor-made services. We have an holistic approach, offering both hands-on support, strategic and practical expertise and a unique capability to create access where access is hard to get, both in Sweden and through our 44 offices across Europe, Americas, Middle East & Africa, and Asia Pacific. Our expertise, presence and exclusive access to networks and stakeholders in both the public and private sectors in these markets gives us a supreme ability to help clients navigate regional business structures in order to expand their business and unlock growth.

In short, we help companies turn opportunities into reality.

Business Sweden - Germany  
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Embassy of Sweden  
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# Embassy of Sweden Berlin

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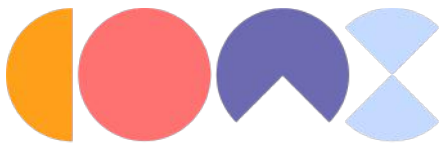
The Embassy of Sweden in Berlin is one of Sweden's largest missions and serves as the official link between Sweden and Germany. In addition to the Embassy there are 12 Swedish Honorary Consulates throughout Germany. Veronika Wand-Danielsson has been Ambassador in Berlin since September 2023.

The Embassy of Sweden in Berlin is among other things tasked with representing Sweden and monitoring and promoting Swedish interests in Germany. This includes promoting political and economic relations, business and trade promotion, press and communication, and cultural promotion. E-health is one part in the bilateral partnership between Sweden and Germany.

The Embassy building is located in Tiergarten and is part of an Embassy complex together with the other Nordic embassies in Berlin. The Nordic embassies have a joint house for events and exhibitions called Felleshus.

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At CO-AX we help tech innovators address global health challenges. Our accelerator programme offers tailored, individual support for entrepreneurs ranging from idea stage, pre-seed, startups and scaleups.

We work in close partner collaborations nationally and internationally to help startups scale faster. Our dedicated market focus provides our companies connection to the right healthcare providers, funding opportunities, collaboration partners, customers and investors, in a global context.

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# Swedish Medtech

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Every day healthcare professionals and patients come in contact with medical technology. The diversity of the medical technology industry is reflected in the wide selection of products, treatments and solutions offered by our member companies. X-ray equipment, orthodontic implants, stents, minimal invasive surgery products, pacemakers, assistive technology, haemodialysis as well as syringes and band-aids are a few examples.

Founded in 1969, Swedish Medtech is the association for the medical technology industry in Sweden. We have more than 200 member companies, they consist of both manufacturers and distributors, SMEs and Global Companies.

We work together with our members to showcase the value of Medtech to patients and society. We supply legal guidance to our members within the area of public procurement and ethics and compliance and we offer a wide range of courses and conferences within the area of Medtech.

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Tysk-Svenska Handelskammaren  
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# The German-Swedish Chamber of Commerce

## Representative



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The German-Swedish Chamber of Commerce, as part of the German Chambers of Commerce Abroad network (AHK), was established with the mission to promote bilateral business relations between Germany and Sweden.

The Chamber has a total of about 1200 members in both countries, consisting of companies from all kinds of industries, including manufacturers, trade and service organizations, importers and exporters from both large international companies and smaller businesses.

We offer professional services, including finding and matching business partners, distributors, sales agents and importers. Our service also comprises research on trade fairs and the establishment of fair profiles, market analysis and personalized evaluation of the marketing and sales potential in Sweden or Germany of all types of products.

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# Swecare Foundation

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Swecare is a unique non-profit platform where academia, public and private sector join forces toward enhanced export and internationalization of Swedish health care and life science.

Swecare was founded in 1978 by the Swedish government and the health care industry together as a semi-governmental non-profit organization. Today, Swecare has more than 115 Swedish companies and organizations in its network.

Swecare's work is based on the triple helix model where academia, public sector, and private sector jointly address health care challenges. Joining forces and addressing problems from multiple angles in turn increase collaboration and international competitiveness of Swedish health care.

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Explore Swedish Excellence and our members at our platform:



# Swedish Excellence in Healthcare

Sweden has done well in combining high levels of economic growth with increasing equality. From being one of the poorest countries in Europe, the 100-year period from 1870 to 1970 turned Sweden into the fourth richest country in the world. Today, Sweden's generous systems for health and long-term care for the elderly are regarded among the best in the world.



Explore more of Swedish Excellence.  
Scan the QR-code to enter our platform  
[HealthbySweden.com](https://HealthbySweden.com)



## The Digital Transformation of Healthcare



Sweden is a country of early adopters and a pioneer in the digital transformation of healthcare. Prescriptions and medical record systems are electronic. Appointments and consultation are increasingly online. The Swedish Vision 2025 for eHealth states that Sweden will be best in the world at using the opportunities offered by digitisation and eHealth to make it easier for people to achieve good and equal health and welfare, and to develop and strengthen their own resources for increased independence and participation in the life of society. Digital solutions to help streamline healthcare and empower patients and healthcare staff are being rolled out continuously. The COVID-19 pandemic has certainly propelled this development that was already well underway.

Swedish companies offer electronic medical records combined with AI decision support. Digital health providers and platform developers for both primary and specialist care are making great advances in export markets. Other examples include apps for prevention, risk assessment, diagnostics to rehab and chronic disease management and systems for individual care planning. For healthcare staff, systems for decision support, administration, care planning contribute to more efficiency and higher quality. This also includes mobile/remote versions for nurses in home care or for easier access in the hospital wards. Solutions for integrated care can both involve the patient and collect data for hospital management or levels above that, for planning care in the system and for research.

