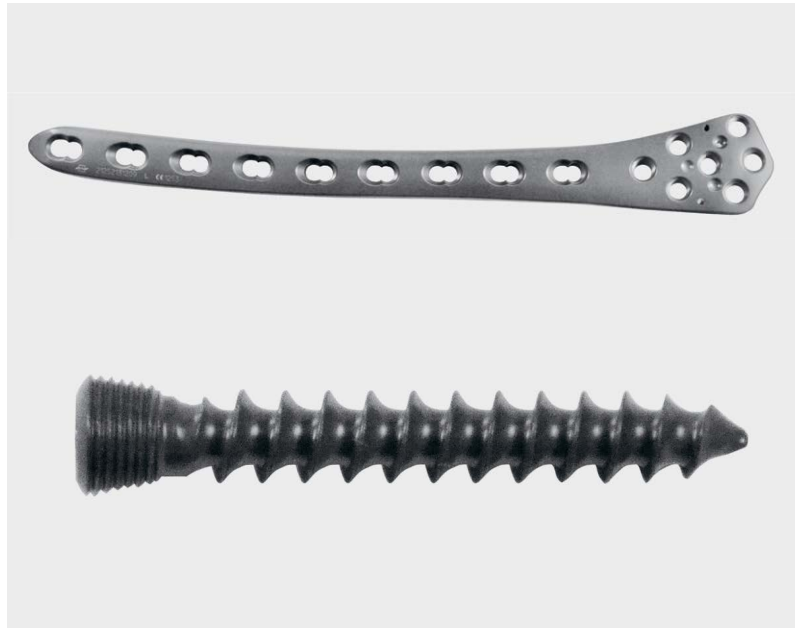




“I particularly appreciate the access to the pool of consultants and the local Swiss business hubs. Whenever a support is required, we know who we can turn to.”

VINCENZO CARRIERI  
CEO epimedical (Switzerland) AG



# IMPLANTS FOR BROKEN BONES

## epimedical - from product development to the operating table

A broken bone! Bad luck for the patient, but routine for the surgeon – especially when specialist support and high-quality implants are available. Ones that can be fixed securely and – as soon as the bone is stable – can also be easily removed. This is exactly what a Swiss SME now provides: “Our service does not end with the delivery of the product – it finishes after the plate has been removed and the patient leaves the hospital,” says Vincenzo Carrieri, CEO of epimedical (Switzerland) AG.

The company produces medical implants and surgical instruments of the highest quality for use in traumatology and orthopaedics. Top service is also guaranteed around the clock. The company’s products are perfectly matched to one another: 53 plates and nine screws are enough to treat almost all types of fractures of large bones. The instruments included are precisely tailored to the plates and screws – hence making operations easier, faster and safer.

## While market shares were gained at a brisk pace, expansion still continues

Since its foundation in 2010, epimedical has grown rapidly. A new branch was opened in Turkey, and distinctive market shares were gained in the Middle East. Whether during trade fairs, fact finding missions or market surveys: the SME put its trust in Switzerland Global Enterprise (S-GE) when it came to facilitating the entry into a new market. Vincenzo Carrieri praises the excellent collaboration: “We have only had good experiences with S-GE. The qualified team works quickly, flexibly and reliably – and at a very fair price.” He particularly appreciated the access “to the experienced and professional pool of consultants” and the local Swiss business hubs: “Whenever a question arises or support is required, we know who we can turn to.” The market entry in Latin America is currently pending. S-GE is helping epimedical to look for locations and staff in Mexico – later on in Colombia and Ecuador.

## FACTS

EXPORTING COUNTRY  
Turkey, United Arab Emirates

INDUSTRY SECTOR  
Medical technology

PRODUCT  
Implants and surgical instruments

TARGET MARKET  
Hospitals

## EPIMEDICAL (SWITZERLAND) AG

PLACE  
Sarnen

[www.epimedical.ch](http://www.epimedical.ch)



OFFICIAL PROGRAM

