

# MINNESOTA

star of the north<sup>™</sup>

**MEDICAL  
ALLEY**

— Since 1864 —

## MINNESOTA CO-EXHIBITORS

AUGUSTINE SURGICAL, INC. | BONE FOAM, INC | BRADLEY PRODUCTS  
ENOVA ILLUMINATION, INC. | QRX SOLUTIONS

## MINNESOTA PARTNERS

DESTINATION MEDICAL CENTER | MEDICAL ALLEY  
MINNESOTA DEPARTMENT OF EMPLOYMENT  
AND ECONOMIC DEVELOPMENT

**MEDICA 2024**

Booth Location: Hall 15, Stand J16



Scan to learn more about  
Minnesota's MedTech Ecosystem

# Minnesota Welcomes Your Visit



We cordially invite you to visit Minnesota to experience all the opportunities we have to offer.

Learn why over 1,200 medical technology companies and 17 Fortune 500 companies call our state home.

We would welcome your call to help you coordinate an engaging and productive itinerary in Minnesota.

We hope to see you soon!

Sincerely,

Gabrielle Gerbaud

*Executive Director of the Minnesota Trade Office  
& Chief Protocol Officer of the State of Minnesota*  
Minnesota Department of Employment & Economic Development

Join these companies in Minnesota .....



bora**group**

Boston  
Scientific  
Advancing science for life™

COZEN  
O'CONNOR

Her<sup>aeus</sup>

3M

Coloplast

ECOLAB®

MAYO  
CLINIC

# MINNESOTA MEDICAL ALLEY Since 1864

## The Global Epicenter of Health, Innovation and Care

### Minnesota's Medical Alley is the Silicon Valley of Healthcare.

3M, Mayo Clinic, Medtronic and over 1,200 medical technology companies are in Minnesota's Medical Alley, from the largest device makers to the smallest component suppliers. Conveniently, 95% of the medtech ecosystem is located in a 50 km radius. If you are looking to source products, or if you are looking to enter the U.S. market, look to Minnesota. Come see what Medical Alley's unsurpassed competitive advantages can do for your business:

- **MANUFACTURING** – World's #1 Health Technology Cluster, outpacing Silicon Valley, Boston, and Israel.
- **HOSPITALS** – Home to Mayo Clinic, the #1 hospital in the U.S., and many more provider networks.
- **FDA EXPERTS** – Medical Alley has fastest 510(k) clearance time and 6.5 months faster PMA than U.S. average which means shorter time to market.
- **INSURANCE** – World's largest private health insurer, the UnitedHealth Group.
- **RESEARCH** – The Mayo Clinic and the University of Minnesota, pre-clinical, clinical and other leading research entities.
- **INCUBATORS** – Medical device, biopharma, stem cell and business accelerators ready to welcome your company into the Medical Alley ecosystem.

Minnesota is home to over 1,200 medical technology companies. Learn more about the companies exhibiting in the Minnesota Trade Office booth at MEDICA.



**Medtronic**  
Further. Together

**OLYMPUS**  
Your Vision, Our Future

**PROTOLABS**  
Manufacturing. Accelerated.

**ReSound**  
rediscover hearing

**smiths medical**  
bringing technology to life

**solventum**

**Takeda**

**UNITEDHEALTH GROUP**



# STATE OF MINNESOTA

## EMPLOYMENT AND ECONOMIC DEVELOPMENT

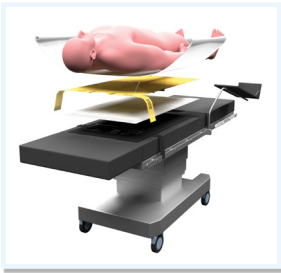
The Minnesota Department of Employment and Economic Development (DEED) is the state's principal economic development agency. DEED programs promote business recruitment, expansion, and retention; international trade; workforce development; and community development.

Whether you're looking to expand an existing business, relocate from another state or country, or need regulatory and permitting guidance for a complex startup, expansion or relocation, our business consultants have the right background, information, and connections to other state and local agencies to help turn your plans to reality.

Our business consultants have got you covered at any stage with expert advice and analysis. We're located across the state, and also have six foreign offices representing 132 countries around the world. We can help you assess Minnesota opportunities to make your business grow. And, we're ready to serve you now - **join us!**

## MINNESOTA PARTNERS





Augustine Surgical, Inc. (ASI) manufacturers innovative solutions for patient temperature management, including patient warming, patient core temperature monitoring and automatic temperature control. ASI also combines warming with steep Trendelenburg securement for warm and secure surgery with our WaffleGrip product line. The warming mattress is also now available with an integrated reusable electro-surgical grounding feature.

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**AUGUSTINE SURGICAL, INC.**

[hotdogwarming.com](http://hotdogwarming.com)

Dan Grewe, Global Sales and Marketing Manager

Email: [dgrewe@aug surg.com](mailto:dgrewe@aug surg.com)  
Company phone: +1-952-465-3500

6581 City West Parkway  
Eden Prairie, MN 55344 USA

# BONEFOAM®

Position for Excellence



BoneFoam is a leader in developing innovative patient positioning solutions for a variety of surgical procedures and rehabilitation indications. The company was founded to address inefficiencies in the operating room, where traditional methods like rolled-up towels and makeshift devices were time-consuming, inconsistent, and posed risks to patient safety. The vision behind BoneFoam was to create purpose-built positioning products that simplify setup, ensure consistent results, and enhance patient safety during surgery.

Since its inception, BoneFoam has been widely adopted, with its solutions used in over 7,500 facilities across the U.S. and internationally. The company's products are designed with direct input from clinicians to meet the specific needs of various surgical specialties, including trauma, spine, sports and arthroplasty, and anesthesia. These positioning solutions have proven invaluable in enabling effective surgical site access while minimizing the risk of patient complications from non-physiologic positioning.

BoneFoam's commitment to innovation is reflected in its extensive intellectual property portfolio, which includes over 70 IP filings across multiple geographies. The company is recognized in more than 50 peer-reviewed references, solidifying its reputation in the medical community. Serving over 20 countries, BoneFoam continues to expand its global reach, advancing patient positioning methods to support surgeons and improve outcomes worldwide. BoneFoam's mission is to be the unequivocal leader in patient positioning by innovating the highest quality solutions that optimize patient safety, drive efficiency, reduce intraoperative costs, and enable clinical technique. Their solutions are designed by clinicians, for clinicians.

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## BONEFOAM, INC.

[bonefoam.com](http://bonefoam.com)

Peter Cole, Executive Vice President

Email: [peter@bonefoam.com](mailto:peter@bonefoam.com) • Company phone: +1-877-861-2663

20175 Country Road 50  
Corcoran, MN 55340 USA



# Bradley Products



Bradley Products is the original developer and manufacturer of the Davidson Marking System Tissue Marking Dyes. Designed for specimen orientation in Histology, Pathology, and MOHS procedures, the Davidson Marking System dyes are effective, reliable, and easy to use.

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## BRADLEY PRODUCTS

[bradleyproducts.com](http://bradleyproducts.com)

Erik Olson, Vice President

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1700 West 94th Street  
Bloomington, MN 55431 USA



Enova Illumination is focused on providing illumination and magnification solutions to improve medical outcomes. Enova invented the first LED surgical headlight in 2005 and has built out a line of headlights to serve a range of procedures. The Enova line of products includes surgical headlights, and dental loupes, Based in of Minneapolis, Minnesota, Enova prides itself on a five-star customer service experience so you can see better to perform better!

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**ENOVA ILLUMINATION, INC.**

[goenova.com](http://goenova.com)

Jordyn Kaufer, Director of Business Development

[jkaufer@goenova.com](mailto:jkaufer@goenova.com)  
+1-651-236-8857

6305 Sandburg Road. Suite 100  
Minneapolis, MN 55427 USA





Your expert partners in quality and regulatory success.



We provide regulatory and quality consulting services for companies in the business of designing, developing and marketing devices and other products in the life sciences (medical device, pharmaceutical and biological) industry. We specialize in assisting companies to bring new and innovative products to the market.

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**QRX PARTNERS**

[qrxpartners.com](http://qrxpartners.com)

Mark Swanson, Partner

Email: [mark.swanson@qrxpartners.com](mailto:mark.swanson@qrxpartners.com)

Company phone: +1-833-779-7278

16904 77th St

Becker, MN 55308 USA



**MINNESOTA PARTNERS**

MEDICA 2024



# DMC

Destination Medical Center  
Rochester, MN



Discovery Square, a first-of-its-kind urban research campus that fosters innovation in the life science industry. It serves as a groundbreaking, mixed-use neighborhood for entrepreneurs, researchers, startups and established businesses with Mayo Clinic adding more than 2 million square feet of collaborative space.

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## DESTINATION MEDICAL CENTER

dmc.mn

Kylle Jordan, Business Development

Email: [Kyllejordan@dmceda.org](mailto:Kyllejordan@dmceda.org)  
Company phone: +1-507-216-9720

195 South Broadway  
Rochester, MN 55902 USA

# MedicalAlley



Medical Alley is a not-for-profit organization promoting connections, innovation, and commercial partnerships with domestic and global companies in the healthcare industry.

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## MEDICAL ALLEY

[medicalalley.org](http://medicalalley.org)

Peder Hatling, Director

Email: [phatling@medicalalley.org](mailto:phatling@medicalalley.org)  
Company phone: +1-952-521-8902

4150 Olson Memorial Highway  
Golden Valley, MN 55422 USA



**EMPLOYMENT AND  
ECONOMIC DEVELOPMENT**



The Minnesota Department of Employment and Economic Development (DEED) is the state's principal economic development agency.

DEED programs promote business recruitment, expansion, and retention; international trade; workforce development; and community development.

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**MINNESOTA DEPARTMENT OF EMPLOYMENT  
AND ECONOMIC DEVELOPMENT**

[mn.gov/deed](http://mn.gov/deed)

Email: [Economic.Development@state.mn.us](mailto:Economic.Development@state.mn.us)

Company phone: +1-651-259-7114

180 E 5th St, Suite 1200  
Saint Paul, MN 55101 USA

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THE MINNESOTA TRADE OFFICE INVITES  
YOU TO A BREAKFAST EVENT

# SUCCESS IN THE U.S.

## Meet the Minnesota MedTech Ecosystem



**WEDNESDAY, NOVEMBER 13, 2024**

Registration & breakfast at 8:30 AM | Presentation from 9:00 - 10:00 AM

### SPEAKERS:

Medtronic Europe - Dorothee Stamm  
U.S. Commercial Service - Jay Carreiro, Christin Mechler  
Kalms Consulting - Ed Black  
Medica Spa - Speaker TBD

Minnesota Trade Office – Speaker TBD  
Kylle Jordan, Destination Medical Center  
Peder Hatling, Medical Alley Association  
GreaterMSP – Speaker TBD

**Who Should Attend:** International companies interested in Minnesota, International Life Sciences Cluster Organizations, Foreign Government Partners, and Minnesota-Based companies exhibiting at MEDICA

**Location:** Hall 1, Room 14. You must have a MEDICA Trade Fair badge and must enter at the CCD South Entrance near hall 1.

**RSVP:** Please scan the QR code to RSVP for this complimentary reception. You can also submit a question in advance of the reception.

**Questions:** +1-651-336-2650 | [mto.tradeassistance@state.mn.us](mailto:mto.tradeassistance@state.mn.us)



**MINNESOTA**

star of  
the north\*



## FOR MORE INFORMATION ON DOING BUSINESS IN MINNESOTA

Minnesota Trade Office

Tel: +1-651-259-7498

[MTO.TradeAssistance@state.mn.us](mailto:MTO.TradeAssistance@state.mn.us)

## FOR FOREIGN DIRECT INVESTMENT OPPORTUNITIES

Elise Buchen, International Business Development Manager

Minnesota Trade Office

Tel: +1-651-259-7481

[Elise.Buchen@state.mn.us](mailto:Elise.Buchen@state.mn.us)

**mn** MINNESOTA

————— Trade Office —————