

# CASE STUDY

OSTEOTEC LTD

WWW.OSTEOTEC.CO.UK



Osteotec Ltd, based in Christchurch, Dorset, was formed in 1993 to develop, manufacture and distribute quality, innovative solutions to healthcare professionals. Osteotec Ltd offers a range of products and services related to upper and lower limb surgery.

Following Osteotec's attendance at one of the iNet's networking events in January 2011, the company applied to the Biomedical iNet for a grant to support the development of a proof of concept model for an innovative wrist fusion device, with the aim of achieving future commercialisation of the technology. The proof of concept research was undertaken by the University of Strathclyde, whom Osteotec had identified as its most suitable research partner.

The proof of concept research was successful and provided Osteotec with the outcome it needed – namely, the information necessary to progress the development of the device and the company's strategy towards commercialisation for the UK market.

Dr. Paul Knox, Research & Development / Quality Manager at Osteotec, stated that "The iNet's support was greatly appreciated and enabled Osteotec to progress the development of an innovative product as part of its business strategy and vision." During the period of the research project, Osteotec worked closely with the University of Strathclyde to ensure that the project remained on track and also to develop the technology with as much 'future proofing' as possible in order to avoid unnecessary 'retro fitting' after completion of the proof of concept research.

Nigel Reed Smith, Biomedical iNet Broker, who visited Osteotec and assisted the company in preparing and proposing its grant application, commented that "It has been a genuine privilege and pleasure to work with Osteotec on this project and I look forward to continuing the relationship."