

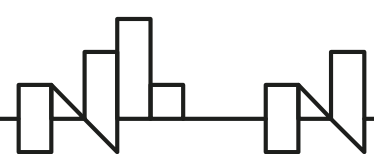


Good practices in Polish-Norwegian cooperation in the field of medical products and services.

Agenda



- About Us
- Project Stories
- Norway Grant
- Good Practices
- Q&A
- Contact Details



About Us

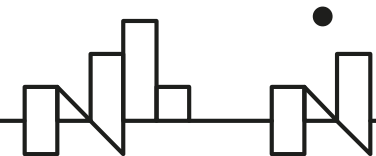
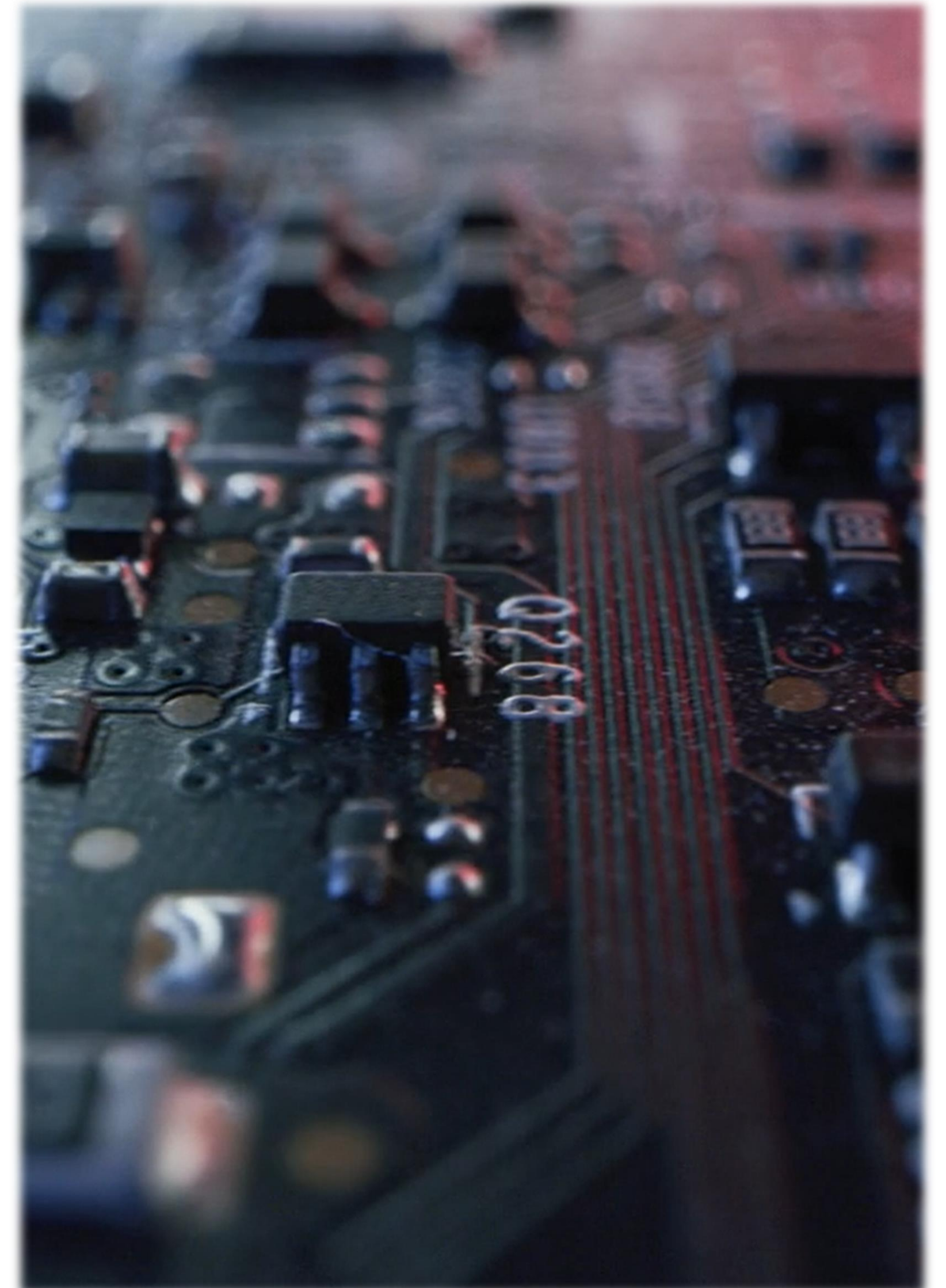


Who we are

KYOJI is a team of passionate engineering experts working with Norwegian start-ups from medtech industry since 2018.

Our main areas of expertise and services:

- Business consulting on development of new companies and products.
- Electronics hardware and software design.
- Tests and qualifications.
- Industrialization understood as the start of large-scale production process.
- Product certification and placing on the market.



About Us (cnt'd)

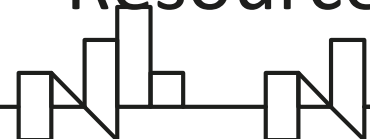


What we do

- We help to achieve aggressive cost targets, get your product tested, industrialized and introduced to global market.
- We offer a wide range of independent consultancy and product design services.
- We work with trusted engineering professionals and reliable partners to reduce time-to-market for new product developments and R&D programs.

Who we are

- Access to a large pool of trusted engineering professionals within a broad spectrum of engineering: from design and electrical engineers to embedded and software developers.
- Best quality to cost ratio for engineering services and business consulting advisory.
- Access to the largest European manufacturing hub and low-cost suppliers in Poland.
- Single point of contact for our Clients to pre-selected and/or existing Clients' 3rd parties located in Poland.
- Resources flexibility and scalability with reasonable mobilization time.



First Project Story



Tangible interactive technology certification and commercialization



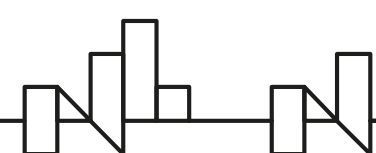
- POC developed in Norway prior to 2018
- Qualification and certification as Class I Medical Device in 2019
- Supply chain in Poland established 2019/2020
- Commercialization in 2021
- ISO13485 QMS implementation for Client on-going
- Further development and product growth on-going
- Partnership in Pilot Helse planned for 2022-2025



Tor Gjørseter

CRO - Grasp AS

"Working with KYOJI to bring our tangible interactive technology from a prototype to a certified commercial product has been a rewarding adventure. KYOJI has been instrumental in grasping the idea and concept of the design and making it work large scale."



Pilot Helse



Project Owner: Grasp AS, Norway

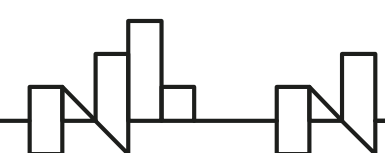
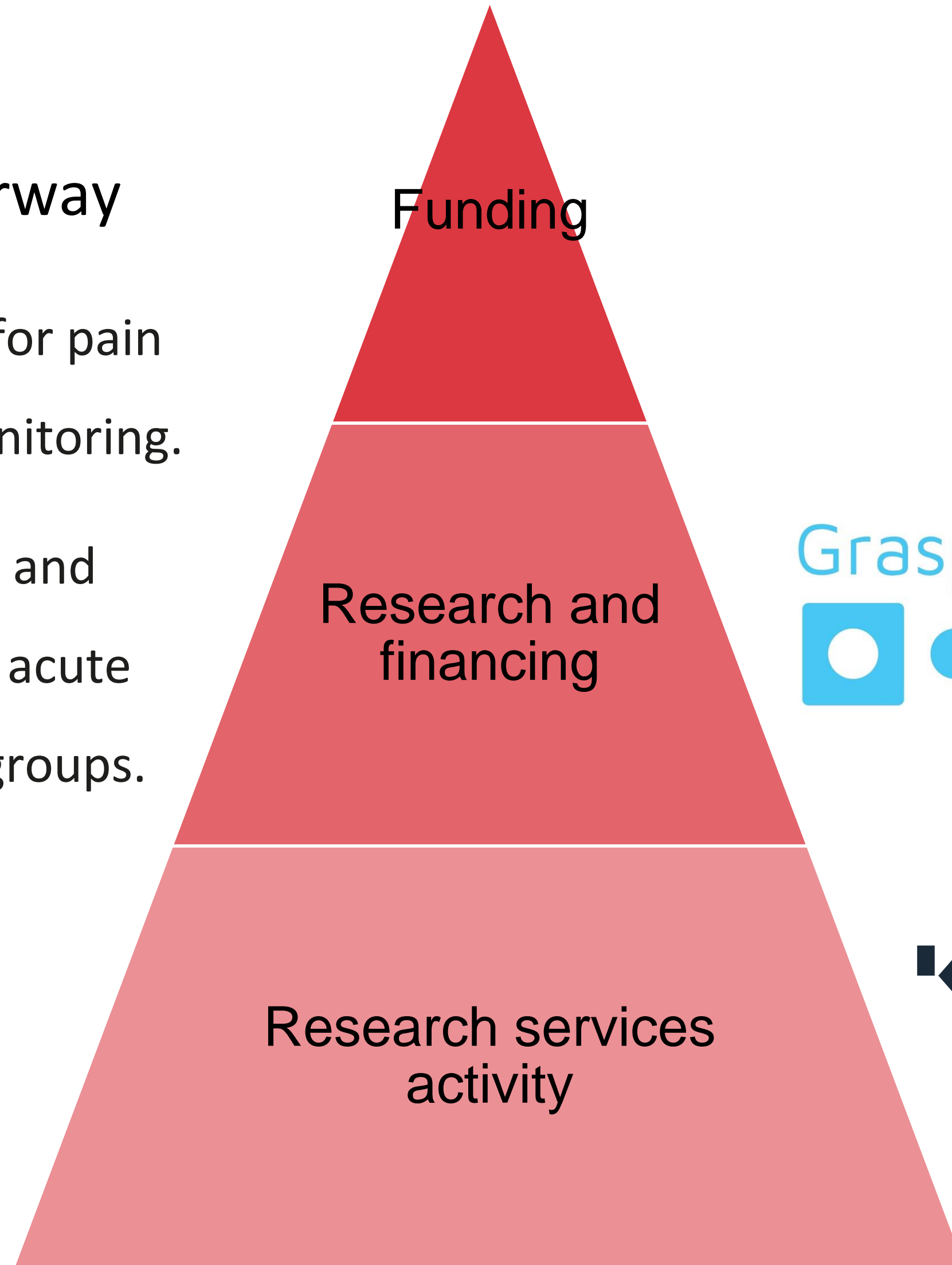
Project Title: Grasp & Grasp Buddy for pain assessment and remote patient monitoring.

Objectives: Research, develop, pilot and validate an ecosystem for assessing acute and recurring pain in different age groups.

Funding: ~25M NOK

Total Project Budget: ~35M NOK

Timeframe: 2022-2025



Other Projects with Norwegian Partners



Different collaboration models

We as a product development outsourcing partner:

- Designed and delivered MVP hardware of interactive game cubes for children for Trixit AS.

We as a high-mix and low-volume manufacturing outsourcing partner:

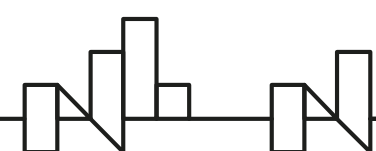
- Vendor coordination and final assembly and test of electronics hardware for use in pilot projects and beyond.

We as a R&D partner:

- Research and development of electronics hardware for Grasp AS in Pilot Helse.

We as a project leader:

- Partnering with Ilder AS in developing of IoT Communication Gateway for medical applications in project co-funded by Norwegian Financial Mechanism 2014-2022 and coordinated by PARP.



Norway Grant



Project Owner: KYOJI SP. Z O.O., Poland

Project Title: “Increasing the competitiveness of KYOJI SP. Z O.O. through the implementation of innovative product and process solutions”

Objectives: Develop and implement product and process solutions for use in med-tech industry, such as wireless charging technology, IoT communication gateway and medical graded materials manufacturing technology.

Partnership with Ilder AS from Norway. Mainly research and development activities.

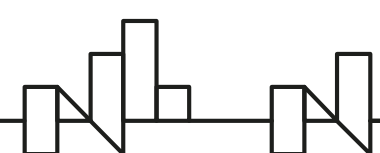
Funding: 557,250 PLN from Norwegian Financial Mechanism 2014-2021, Small Grants Schemes for female enterprises

Total Project Budget: 839,475 PLN

Timeframe: 2021-2022

KYOJI

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Good Practices



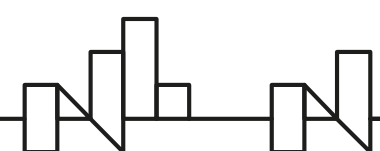
Cultural awareness

An in-depth understanding of local business practices and customs is crucial to international business success.

Awareness how culture affects the pace at which business is conducted, how negotiations are handled and how risk management is enforced.

Our lessons learned from cooperation with Norwegian Partners:

- Building and gaining trust is a must and a key to success.
- Group decision-making preferred.
- Informal communication style.
- Limited paperwork, lean agreements with no legal overhead (unlike in Poland).



Good Practices (cnt'd)



Project execution strategy

Mutual involvement of the parties in operations and decision-making right from the project start enables smooth project execution.

Complete scope (design, prototyping and production), not fragmented for better cost advantage.

Face-to-face meetings, supplier visits recommended.

Common challenges

COVID-19 impact on logistics, electronics parts shortages, „broken” supply chain.

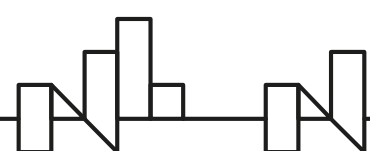
Increasing cost base of raw materials and labor.

Business facilitators

Aligned regulatory compliance and market trade rules (Poland and Norway being EEA countries).

No time zone differences.

Convenient and frequent flight connections.



Iceland
Liechtenstein
Norway grants



Norway grants



Q&A

Contact Details



KYOJI SP. Z O.O.

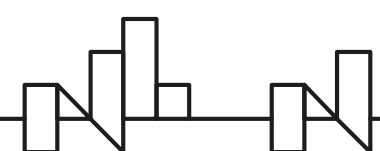
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Thank you!

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