

Vigmed wins first hospital tender

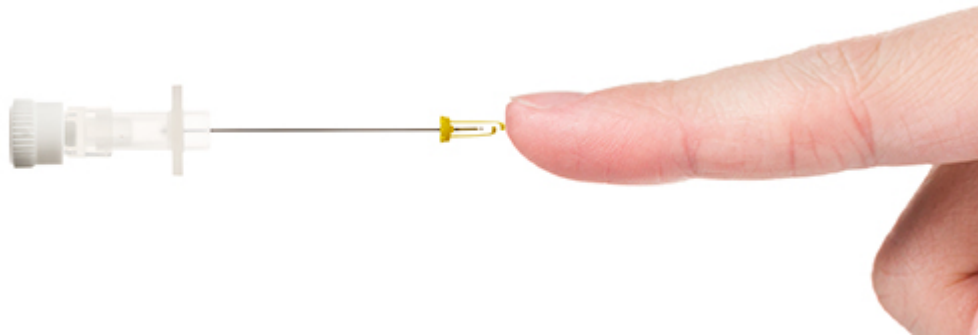
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After announcing first sales to distributors in June, Vigmed AB has now won their first hospital tender with Region Skåne in Sweden through their distribution partner CODAN TRIPLUS AB. CODAN was awarded a contract up to four years for the CLiP Neo I.V. Cannula. This patented product helps prevent accidental needle stick injuries primarily within neonatal and paediatric care.

Sales of medical devices to hospitals in the European Union are strictly regulated by tender directives. To successfully offer products within EU, it is vital to understand the processes and have the necessary competencies before entering a public call for tender.



“This is the result of a successful partnership with CODAN TRIPLUS and a great affirmation that our product and development procedures can deliver what we promise. We are particularly pleased to announce that we have won our first tender in our home market. This further strengthens our position and confirms that we have the right platform, quality and positioning to continue to see success in other European markets”, comments Vigmed Sales Director, Mike Dooley.

“We are very pleased to receive the contract approval from Region Skåne which marks a first step on an exciting journey with Vigmed”, says CODAN CEO, Lennart Bådersjö.

Vigmed AB, based in Helsingborg, Sweden, is currently launching several innovation platforms in Europe while striving to eliminate needle stick injuries.