

M3i Industry-in-Clinic services

Minimizing Risks and Accelerating the Product Development Process

Who we are

M3i is the industry-in-clinic platform at the Hospital of the University of Munich, specializing in contributing medical expertise and clinical testing infrastructures to med-tech companies. Through framework contracts with clinics, we facilitate access to testing resources and feedback from clinicians. It is our goal to reduce development costs and risk, while improving usability, performance and marketability of the new medical innovation. We provide services for every stage of the process, from early stage concept feedback to consulting on certification and pre-clinical trials.

M3i won the German Federal Government's Industry-in-Clinic National Initiative in 2016. Our experts have experience with German (ZIM, BMBF), European (FP7, H2020) and global projects, including cooperation with partners in the US and Japan.

What we do

We connect medical technology innovators with the clinical expertise they need to optimize exploitation, dissemination and valorisation of their new product. Recruiting a sufficient number of clinical experts and test users usually requires a considerable investment of resources from innovators. Therefore, they often find themselves under-supplied with critical feedback, resulting in a prolonged development process and a product that does not tap into its full potential. M3i's mission is to remove this roadblock in the product development process by providing the contractual frameworks needed to connect innovators and clinicians faster and with less effort.

Improving access to clinical feedback and testing infrastructures is becoming even more relevant with the upcoming Medical Device Regulation. The physical presence of M3i on Munich's medical campus thus allows us to function as a door-opener to a broad range of clinical services, including:

- Clinical experts of various specializations
- Patients for clinical studies
- A unique simulation center, in which full-scale surgical simulations can be performed for human factors/usability studies
- External providers of specialty services (e.g. laboratories)

Feedback from experts is retrieved in a panel fashion, with 3-15 experts involved in any given project. This helps making sure that a sufficiently broad range of opinions and 'schools of thought' are incorporated; thus avoiding a bias towards a too narrow number of particular practices. Furthermore, an online platform supports the experts in giving feedback, thus allowing for a more structured approach to surveying and resulting in higher quality information.

Beyond our close connections into Munich's university hospitals, we can provide access to further expertise and infrastructure in other locations in Germany and globally as well.

Key Personnel

Dr. Stefan Taing holds a Ph.D. in Innovation Management from the Ludwig-Maximilians-University of Munich and an MSc in Industrial Engineering from the Vienna University of Technology. He has led numerous commercialisation programs and has been involved in the initiation and implementation of international licensing and IP transaction programs in the telecommunications, medical industry and IT industry.

Dr. Simon Weidert is a senior physician and head of the central emergency department of the Munich university hospital. He is the founder of several spin-offs, particularly in medical simulation and 3D printing. He has authored internationally renowned publications on navigated surgery and medical augmented reality.

Jonas Eder, M.Sc., studied business engineering in Karlsruhe and Linköping and holds a M.Sc. in Entrepreneurship and Innovation Management from the KTH Stockholm. He has several years of experience as a consultant in technology and innovation management and is currently a project manager at the Munich university hospital, where he acquired profound expertise in the management of hospital processes and workflows.

Prof. Dr. med. Wolfgang Böcker is the director of the surgical clinic at the Munich university hospital and serves as a medical advisor to M3i.

Relevant projects

We are involved in various projects with partners from a broad range of specializations, including orthopaedics, surgery, cardiology, microbiological diagnostics, health IT and others.

Products

InnoCheck – Validation of product innovations

This early to mid-stage toolbox contains individually selectable services helping to quickly identify the clinical and economic utility of a concept or early prototype. Through standardised and systematic feedback of a panel of experts, the innovators learn about their idea's market potential and possible risks.

SimOP – Usability tests in simulation surgeries

At a more advanced stage of the product development process, SimOP provides access to clinical simulation settings in one of Germany's biggest simulation centers. The spectrum of possible settings include clinical, pre-clinical, surgical and intensive care scenarios. Including this step into the process helps identifying usability risks early on, thus preventing excessive development costs down the road.

MEDOSS – Medical One Stop Shop

The MEDOSS service package helps a finalized product innovation move smoothly towards market-entry, including the coordination of pre-clinical trials, certification consulting and preparation of verification documents.

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