Global Technology. Local Solutions.
We have been on the forefront as a distributor of medical devices, in vitro diagnostics, products for Life Sciences, Biomedica Immunoassays and Clinical IT for more than 38 years. What started out as a small business in Vienna has become a multinational company, still privately held with its main shareholders involved as full time executives.

With its headquarters in Vienna (Austria), we have established 11 subsidiaries in Central and Eastern Europe (CEE), employing a team of 280 professionals. The reliability of Biomedica’s business performance and quality of products are evidenced in our daily work and our daily efforts with and for our customers. We supply customers in the fields of health care and research with flexible solutions, quality products, technical services and ongoing support. Our professionals bring an unmatched combination of knowledge, experience and customer commitment to every job. The ISO 9001:2015 certification throughout the entire group of companies ensures constant improvement in quality of products and services.

Apart from the close collaboration with our customers and suppliers, we are convinced that our employees are the key to sustainable growth and long-lasting success. This is why we continuously invest in the further training of our employees, who have become leading experts in their respective fields over the years.

Our strategic partner for research and development is The Antibody Lab GmbH (TAL), with know-how and intellectual property in antibody engineering, protein expression and assay development. Based on this cooperation, we manufacture and market highly sensitive immunoassays for clinical research of cardiovascular diseases, bone metabolism, nephrology and transplantation.

We believe that only outstanding excellence in products and professionalism in customer support including sales and services can truly satisfy customer demands. True to our corporate slogan “Global Technologies – Local Solutions”, we will continue our mode of operation to ensure the sustainable organic growth and financial stability of Biomedica.

All of our cooperating suppliers benefit from the easy access to our customers in Austria and the entire CEE region. Our professional product management and our internal logistics ensure and enable fast and easy communication, services and deliveries to customers in 12 countries using one single entry point.

Global Technology.
Local Solutions.
"IN THE HEART OF EUROPE"

With its headquarters in Vienna and subsidiaries in 11 countries, Biomedica offers access to customers in the entire CEE region.

The CEE region with approximately 130 million inhabitants is a heterogeneous area including many small and a few big EU and non EU countries. Biomedica values the diversity and views of customers from all these countries and has aligned its services and support to the needs of the customers in this region.

MD,ME,KO: No local offices, serviced through RO,RS and MK
AL,CH,DE: Business activities with joint partners
Business Model

Biomedica acts as a hub for **global suppliers** who provide state-of-the-art technology for health care and science, as well as for **local customers** with specific local needs and requirements. Due to the size of the company, its financial stability and international presence, Biomedica is able to guarantee professional and flexible customer support throughout the CEE region.
Global Suppliers

- MEDICAL DEVICES
- IN VITRO DIAGNOSTICS
- LIFE SCIENCES
- VETERINARY AND FOOD DIAGNOSTICS
- BIOMEDICA IMMUNOASSAYS
- CLINICAL IT

Local Customers

- Hospitals
- Laboratories
- Clinical Centers
- Research Institutes
- Universities
- etc.
MEDICAL DEVICES
From the very beginning, the distribution of medical devices for cardiac surgery departments has been the core business of Biomedica in the CEE region. Biomedica has been providing the CEE market with state-of-the-art products since long before the revolutions of 1989. We proudly look back on over three decades of substantially growing know-how and cultural understanding in this area.

At present, a large number of various medical devices are sold to different departments in hospitals and clinical centers throughout central Europe. Due to the fact that medical devices as well as consumables often have a direct impact on patient survival and well-being, we firmly believe that we contribute to the quality of medical health care.

Biomedica provides hospitals and clinical centers with innovative and high quality consumables and equipment in order to support medical professionals in their daily tasks, with the aim of helping them to achieve the best results for their patients.

Main areas and products

- Cardiac surgery (heart valves, perfusion and accessories including POC coagulation; ablation; TAVI, surgical instruments; sealants, patches; transit flow measurements etc.)
- Anesthesia and intensive care (closed, needles hub devices; patient monitoring; CVC)
- Interventional cardiology, TAVI and radiology (balloons and stents; accessories; autologous stemcells concentrate therapy etc.)
- Nephrology (complete range for dialysis and extracorporal therapies for lung, liver and sepsis)
- General surgery (surgical instruments; transit time flow measurement)
- Orthopedics and trauma surgery (prosthesis for hip; knee and shoulder primary replacement and revisions etc.)
- Hospital hygiene (transportable decontamination systems with H2O2 dry micro aerosols; touchless dispenser for hand disinfection etc.); air desinfection, pillows
- Oncology (infusion pumps; bone marrow biopsy needles etc.); closed spikes systems
IN VITRO DIAGNOSTICS
Our IVD team services private laboratories, hospital laboratories and reference centers in 12 CEE countries with a wide range of human diagnostic products. Biomedica is specialized in areas that use state-of-the-art technology focusing on testing for medium to high volume throughput. Many of these tests run on premium equipment and/or closed systems.

Biomedica not only supplies the market with reagents and test kits, but also with equipment which is installed, validated, maintained and serviced by Biomedica’s experts on site. We train and coach the customer during the installation and offer training courses and continuous service and maintenance programs.

Our suppliers are selected market leaders in their fields, renowned for cutting-edge quality products. During more than 30 years of cooperation with our suppliers, we have established a basis for sustainable and constructive collaboration and are able to provide our customers with fast responses and appropriate solutions for their specific needs.

Main areas

- Allergology
- Autoimmune diseases
- Bone & mineral metabolism
- Cardiac marker
- Endocrinology
- Cytogenetic
- Gastroenterology
- Hemostasis / coagulation
- Infectious diseases / serology
- Instruments and services
- Genetic testing & onco-hematology
- Microbiology
- Molecular diagnostics
- Point of care
- Transplant diagnostics & monitoring
Our comprehensive portfolio includes over 200,000 products from selected international, top quality suppliers. Together we offer flexible solutions tailored to the needs of our local customers.

Increasing international competition in the field of research requires personal customer support focusing on planning and the realization of projects. Biomedica’s experts are familiar with procurement processes and the structuring of research projects and thus are able to support their customers in matters of research grants on a professional basis.

Biomedica supports researchers by providing them with equipment installation, training and services, and by enabling them to achieve fast and reliable results.

Our customers benefit from a wide range of high quality research reagents, premium equipment, open and closed systems and lab consumables suitable for many different applications and qualified for academic and industrial research, especially in the pharmaceutical and biotech industry.

Main areas

- Immunology / proteomics
- Molecular biology / genomics
- Cell biology
- Lab equipment
VETERINARY AND AGRO FOOD DIAGNOSTICS
The veterinary and agro food division supplies academic, public, private, industrial and other commercial institutions with diagnostic products throughout the entire CEE area.

Our high quality product portfolio encompasses solutions for diverse areas such as eradication/control programs, infectious disease testing, pathogen testing, HACCP (Hazard Analysis and Critical Control Points) testing, residue detection such as GMO (genetically modified organisms), antimicrobials, veterinary drugs, allergens and mycotoxins. We supply almost the entire CEE market.

Beyond that, we offer conventional microbiology methods, rapid test systems, ELISA tests and innovative molecular methods. This is complemented by a range of instruments and lab equipment from simple ELISA equipment to automated processors, PCR cyclers and multiplex platforms.

Besides solutions for laboratories, we also provide full packages for on-site testing on farms and in industry.

Main areas

- Life stock and companion animals
- Food/Feed safety
- Plant pathogens
- Water testing
Biomedica Immunoassays provides internationally recognized, high quality ELISAs for clinical research in the field of cardiorenal diseases as well as bone and mineral disorders.

Our customers include numerous top ranking scientific institutions worldwide, well-known CROs and laboratories in the pharmaceutical industry. We are setting the standard for clinical research using serum-based calibrators and controls, thus enabling researchers to collect biologically reliable data. The provided immunoassays are fully validated. Biomedica’s experienced and qualified team of professionals provides technical and scientific support.

The majority of our assays are CE marked and ready for use in IVD. The company’s manufacturing processes comply with ISO 9001:2015 management system standards and conform to GMP/GLP guidelines.

For specific markers, Biomedica has become a world-wide market leader with a continuously growing portfolio.

**Main areas**

- Bone metabolism
- Cardiovascular
- Oxidative stress
- Nephrology & transplant
- Lyme disease
- Glycomics
CLINICAL IT
Our Clinical IT department offers tailored software solutions for specific requirements in the field of health care systems. Based on the success in Austria, these services will be offered and implemented in health care systems throughout the CEE region.

We offer software packages for Intensive Care Units (ICU) and Cath Labs. The use of such an innovative software application can optimize the workflow within the entire hospital.

Patient Data Management Systems (PDMS) enable continuous electronic data monitoring of each patient including access to information from every department in the facility.

Biomedica’s IT team is composed of highly qualified IT specialists in the field of clinical applications. Our experts can implement and adapt our software solutions in close cooperation with the medical personnel under consideration of their requirements and their needs.

Customers who operate with this system have the possibility to contact the 24/7 service line in case of questions or problems.

**Main areas**

- Admission of a patient
- Examination process
- Electronic reporting
- Data distribution