

# UTAH IS THE GATEWAY FOR MEDICAL COMPANIES LOOKING TO TAP THE AMERICAN MARKET

## A DIVERSE ECONOMY AND WIDELY RECOGNISED MEDICAL PRODUCTS MAKE UTAH THE BEST CHOICE FOR HEALTHCARE COMPANIES

Known worldwide for its medical products and diagnostics, the US state of Utah is home to more than 1,000 medical companies and is the gateway for foreign medical businesses looking to tap the healthcare market in the United States. Several Utah companies will be in Dubai to represent Utah's strong medical legacy at this year's Arab Health. Some of the companies will be showing in the Utah stand alongside government officials. These companies are Summit Medical Products, Inc., Novarad Enterprise Imaging Solutions, Arlington Scientific, Inc. (ASI) and Megadyne Medical Products. Maxtec and Varian Medical Systems will also be showing independently at the conference.

Utah recognises the importance of the life science industry, which includes a focus on medical devices, pharmaceuticals, natural products, diagnostics, equipment and reagents. It is one of the state's strongest industries, employing more than 30,000 employees with an average wage of US\$63,839 (150% above the state average). The strength of this industry and its wide recognition of top-notch medical products and diagnostics motivate many medical companies to locate to Utah.

"Life sciences companies in Utah positively impact people worldwide", said Val Hale, Executive Director of the Utah Governor's Office of Economic Development. "Companies in the medical field have great access to financial resources as well as high-profile IT and software businesses to support their leading-edge innovation, and there's room for new companies

to grow."

Utah is a one-stop shop for medical companies. The state is strong in all areas of the healthcare industry, with research and development centres, medical testing and contract manufacturers. The Governor's Office of International Development's State Trade and Export Promotion (STEP) is leading the Utah stand with a cooperative agreement with the U.S. Small Business Administration.

The strength of the life sciences industry in the state, as well as the strength of its financial sector and advancements in information technology, harbour a stable economic environment and help earn the state the title of 'Forth Most Diverse Economy' in the United States.

"Utah's economic environment and skilled workforce make Utah the best place for medical companies to do business and offers a promising market for foreign direct investment opportunities", said Director of Utah's International Trade and Diplomacy Office, Brett Heimburger, who is also attending the conference.

One of the companies attending Arab Health is Summit Medical Products. They develop, manufacture and market high-quality devices to increase utilisation of infusion therapy. The company sells products worldwide and is supported by a team of professionals from engineering, manufacturing, regulatory affairs, marketing and sales. Summit Medical

Products have international distributors and representatives throughout Europe, the Middle

East, Africa and other countries.

Novarad Enterprise Imaging Solutions, another company representing Utah's medical market this year, focuses on creating medical products to improve radiology efficiencies and productivity. The company evaluated years of input from customers, radiologists, Integrating the Healthcare Enterprise (IHE) and members of the Novarad Board to improve their radiology products. Novarad currently has offices in the US, England, Turkey and India.

The third medical company attending the exhibition is Arlington Scientific, a leading global medical technology company with more than 30 years of medical device manufacturing and distributors in more than 40 countries. The company develops, manufactures and sells in vitro diagnostics, medical devices, diagnostic instrument analysers and blood donor lounge chairs. They work to enhance the speed of infectious disease diagnoses and have particular expertise in digital analysers, syphilis testing and more.

Megadyne Medical Products is also attending the exhibition. The company is an end-to-end, full-solution electrosurgical equipment and accessory developer and manufacturer. The company's mission is to provide high quality, cost-effective products to surgeons, nurses and hospitals.

Companies interested in doing business in Utah should visit the stand at this year's Arab Health.

More information can be found at [business.utah.gov](http://business.utah.gov).



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