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ASIA EDITION

Osteopore, Terumo to promote, sell regenerative products inÃ?Â APACÃ?Â region

February 9, 2021 | News

Terumo Blood and Cell Technologies' products will be used to concentrate a patient's bone marrow and mixed into Osteopore scaffolds during implantation



Osteopore Limited, an Australian and Singapore based medical technology company that has commercialised a range of patented 3D printed bioresorbable products, announce a cooperation agreement with Terumo Blood and Cell Technologies whereby both companies will collaborate to promote and sell their respective regenerative products throughout the Asia-Pacific (APAC) region.

Under the agreement, both groups will aim to establish commercial channels for the co-promotion of Terumo Blood and Cell Technologies' Autologous Biologics (TAB) technology and Osteopore's scaffolds. The TAB technology is used to concentrate the patient's bone marrow and the concentrated autologous biologic can be mixed into Osteopore scaffolds during the implantation. The targeted applications include neurosurgery, orthopaedics and reconstructive surgeries.

The companies' technologies are complementary; Terumo Blood and Cell Technologies has unique equipment that can extract a patient's bone marrow in a concentrated manner resulting in the potential to enhance bone regeneration. Osteopore's scaffolds provide a biomimetic structure to guide bone tissue formation.

The agreement will expose Osteopore products to Terumo Blood and Cell Technologies' extensive network of blood centres, hospitals, therapeutic clinics, researchers, and private medical practices in Asia-Pacific. Both companies will also evaluate opportunities for post-market and investigator-initiated studies, using TAB and Osteopore products in selected countries to generate data to provide further support for future commercial activities.

Initially, the respective sales teams will undergo education for both products and develop a commercial strategy to offer regenerative cellular biologic concentration systems and scaffolds to meet surgeon and patient needs. The two companies also plan to co-sponsor several key events and workshops to promote the collaboration and their respective products.