



Esther Cobos

MANAGING PARTNER

IPSA

<http://www.ipsa.eu>



BILATERAL MEETINGS

Thursday (1:30pm – 6:00pm)

Friday (9:00am – 12:00pm)

DESCRIPTION

IPSA, an Italian ICT company based in Turin, develops and distributes Smart Solutions for Healthcare in order to improve clinical and logistics processes in health facilities. The most advanced hardware and software technologies are integrated to improve patient safety and reduce costs.

The company, founded in 1997, has developed innovative solutions for various sectors and it is among the first in Italy to have proposed and implemented complex projects based on web technologies and Radio Frequency Identification (RFID), integrating them with existing information systems.

During the last 5 years, IPSA has focused its Research and Development in the innovation of healthcare processes.

IPSA is the first company from the Piedmont Region to be admitted to the register of innovative SMEs, recently constituted it by the Italian Ministry of Economic Development.

In 2015, IPSA was selected by the UK Trade Investment to be part of their Global Entrepreneur Programme and started an internationalization program where the UK healthcare market is one of the main priorities.

ORGANIZATION TYPE Company

ORGANIZATION SIZE 11-25

FOUNDING YEAR 1997

PHONE +39.011.91733.80

EMAIL e.cobos@ipsa.eu

COUNTRY Italy

CITY Chivasso (Turin), Via Lungo Piazza di Armi, 6 [Google map](#)

Offer

PARTNERSHIP TO DISTRIBUTE INNOVATIVE HOSPITAL SOLUTIONS TO MANAGE DRUGS & MEDICAL DEVICES

IPSA is currently searching for business partners to cooperate in its roadmap of implementation of its "Smart Hospital" solutions in the UK hospital logistics market.

The ideal partner profile is that of an ICT player working in the UK Hospital Logistics arena with a commercial network and delivery abilities.

IPSA's solutions, "Smart Hospital", have the main objective to optimize the management of drugs and medical devices in healthcare facilities while supporting healthcare operators. "Smart Hospital" integrates innovative technologies, both software and hardware, bringing the logics of the "Internet of things (IoT)" to hospitals.

KEYWORDS: **INNOVATION FOR HOSPITAL LOGISTICS PROCESSES** **DISTRIBUTING HOSPITAL LOGISTICS SOLUTIONS** **INTERNET OF THINGS FOR HEALTHCARE**

COOPERATION OFFERED

1. Sales / Distribution
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Request

COOPERATION IN THE DELIVERY OF INNOVATION IN UK HOSPITALS

To cooperate in the implementation of IPSA's "Smart Hospital" solutions for the management of drugs and medical devices, IPSA is searching for partners with project management and delivery abilities to support its implementation projects in the UK hospitals.

IPSA's Smart Hospital solutions include:

- Smart Stock, a range of intelligent devices able to support the distribution of drugs and medical devices in hospital operating units.
- Smart Track, the solution for the automatic inventory, via RFID, of high value disposable products in operating theatres.
- Smart Therapy, the system based on smart carts to prepare, distribute and administer drugs in hospital wards.

KEYWORDS: **TECHNICAL COOPERATION** **PROJECT MANAGEMENT SUPPORT** **INNOVATION DELIVERY**

COOPERATION REQUESTED

1. Sales / Distribution
 2. Technical co-operation
 3. Outsourcing co-operation
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