

IF IT IS TO BE, IT IS UP TO US



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## Your Special Medical Products to European Markets



## Your partner to Europe

### Master Distribution & Strategy Support

[www.2medical-europe.com](http://www.2medical-europe.com)

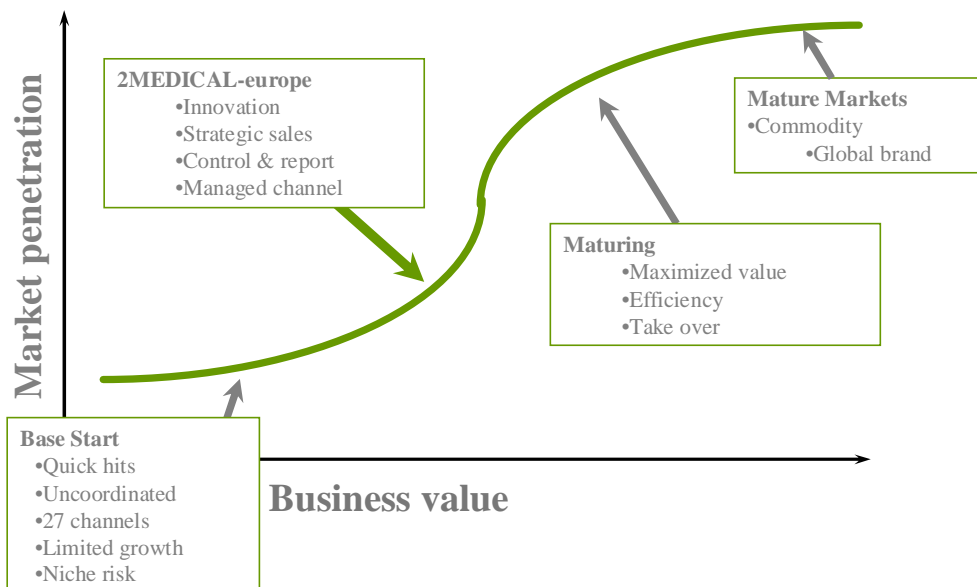
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**Is your product special?**  
**Is the European market special?**  
**Is one partner for Europe special?**  
**Is combining strategy and execution special?**

2MEDICAL-europe has been founded on a specific vision. We want to give you commercial access to the medical markets. Your special products are needed, because of being new to the market and/or addressing an underserved niche.

Typical S-Curve of value creation, where are you ?



**Special people work together to create value in business.**

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We serve you as master distributor. In addition or alternatively we can provide consulting services to plan, start and run your business in the European markets.

Our partnership will be tailored to the case, ranging from master distribution, up to starting your legal entity or subsidiary, all managed by 2MEDICAL-europe. The mission is to eliminate the hurdles and together capture sustainable opportunities for you. One partner for your special needs.

2Medical-europe, especially for you.

	<b>Traditional model</b>	<b>2Medical-europe</b>
Products	Commodity	Specialties
Markets	Mature	Growth potential
Team	Existing	Experts for the case
B2B relationship	Trader or consultant	Strategic partners
Focus	Quick hits	Value creation

**Working with 2MEDICAL-europe gives you access to European entrepreneurship.**



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“In any industry, no matter how competitive it is, a company can create a blue ocean of uncontested market space”



### **2MEDICAL-europe experienced leadership:**

Maarten Nibbelke has founded 2MEDICAL-europe in 2009, to create business value for special medical products in European markets.

Nibbelke has attended Medical School, he is a bachelor in Business Administration and an alumnus of Insead Business school, Paris.

Following 3 years of clinical experience in a General Hospital, he started his commercial career in 1989.

Nibbelke has served from 1994 until 2006 at Baxter Inc. Joining as Sales Manager for the Haemostatics & BioSurgery products, he gained increased responsibilities up to Business Director BioScience Benelux and Country Manager Baxter (> 100M\$ revenues, 20% average growth).

Nibbelke has till mid 2009 acted as the General Manager of Dirinco, a privately held company, in the area of medical devices and critical care equipment, including export to distributors in the EU.



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